

Dated

201[•]

- (1) The Secretary of State for Transport
- (2) [*FRANCHISEE*]

FRANCHISE AGREEMENT – GREAT WESTERN

Eversheds LLP
One Wood Street
London
EC2V 7WS

Tel 0845 497 9797
Fax 0845 497 4919
Int +44 20 7919 4500
DX 154280 Cheapside 8
www.eversheds.com

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THIS AGREEMENT is dated

201[●]

BETWEEN

- (1) **THE SECRETARY OF STATE FOR TRANSPORT**, whose principal address is at 33 Horseferry Road, London SW1P 4DR (the "**Secretary of State**"); and
- (2) **[FRANCHISEE]** (Company Number [●]), whose registered office is at [registered address] (the "**Franchisee**").

WHEREAS

- (A) The Secretary of State wishes to appoint a franchisee to provide railway passenger services within the Franchise and expects his franchisee, on the terms of the Franchise Agreement, actively to seek, in all reasonable business ways, greatly improved performance over the Franchise Term from its employees, its Train Fleet and other assets, and from Network Rail and its other suppliers, so as to deliver to the passenger the best railway passenger service that can be obtained from the resources that are available to it.
- (B) The Franchisee wishes to be appointed as the Secretary of State's franchisee for the Franchise and intends, on the terms of this Agreement, actively to seek, in all reasonable business ways, greatly improved performance over the Franchise Term from its employees, its Train Fleet and other assets, and from Network Rail and its other suppliers, so as to deliver to the passenger the best railway passenger service that can be obtained from the resources that are available to it.
- (C) The following provisions of this Agreement are intended to reflect and give effect to the matters referred to in Recitals (A) and (B) inclusive.

1. INTERPRETATION

- 1.1 In the Franchise Agreement, except to the extent the context otherwise requires:
 - (a) words and expressions defined in Part I of the Act have the same meanings when used therein provided that, except to the extent expressly stated, "railway" shall not have the wider meaning attributed to it by Section 81(2) of the Act;
 - (b) words and expressions defined in the Interpretation Act 1978 have the same meanings when used in the Franchise Agreement;
 - (c) the words "include", "including" and "in particular" are to be construed without limitation;
 - (d) references to any person include its successors, transferees or assignees;
 - (e) the words "subsidiary", "subsidiary undertaking", and "parent undertaking" each have the same meaning in the Franchise Agreement as in Section 1162 of the Companies Act 2006;
 - (f) references to documents "in the agreed terms" are references to documents initialled by or on behalf of the Secretary of State and the

Franchisee. As at the date of this Agreement the documents "in the agreed terms" are as follows:

(i)	CFD	Commuter Fares Document;
(ii)	DL	Depot Lease;
(iii)	DRA	Dispute Resolution Agreement accession letter;
(iv)	FF	Financial Formats;
(v)	FM	Financial Model;
(vi)	OM	Operational Model;
(vii)	PC	Passenger's Charter;
(viii)	PSM	Passenger Survey Methodology;
(ix)	PFD	Protected Fares Document;
(x)	POA	Power of Attorney;
(xi)	ROA	Record of Assumptions;
(xii)	RODA	Relevant Operator Direct Agreement;
(xiii)	SDA	SEFT Delivery Agreement;
(xiv)	SL	Station Lease;
(xv)	TARA	Train Availability and Reliability Agreement;
(xvi)	TP	Train Plan; and
(xvii)	TSR	Train Service Requirement;

- (g) references in any of the agreements comprising the Franchise Agreement to Recitals, clauses, Schedules, Parts, paragraphs and Appendices are to Recitals, clauses, Schedules, Parts of Schedules, paragraphs of Schedules and Appendices of Schedules of that agreement, unless expressly specified to the contrary, and the Schedules and Appendices form part of the agreement in which they appear;
- (h) references in any Schedule in any of the agreements comprising the Franchise Agreement to a Part, paragraph or Appendix are references to a Part, paragraph or Appendix of that Schedule (or the relevant Part of a Schedule), unless expressly specified to the contrary;
- (i) headings and references to headings shall be disregarded in construing the Franchise Agreement;
- (j) references to any enactment include any subordinate legislation made from time to time under such enactment and are to be construed as references to that enactment as for the time being amended or modified or to any enactment for the time being replacing or amending it and references to any subordinate legislation are to be construed as references to that legislation as for the time being amended or modified or to any legislation for the time being replacing or amending it;
- (k) references to an agreement or any other document shall be construed as referring to that agreement or document as from time to time supplemented, varied, replaced, amended, assigned or novated;
- (l) references to any particular provisions of any agreement or any other document shall be construed to include any other provisions of, or incorporated in, that agreement or other document which the Secretary of State reasonably considers have an equivalent effect or are intended to fulfil the same function;

- (m) words importing the masculine gender include the feminine and vice-versa, and words in the singular include the plural and vice-versa;
- (n) wherever provision is made for the giving or issuing of any notice, endorsement, consent, approval, waiver, certificate or determination by any person, unless otherwise specified, such notice, endorsement, consent, approval, waiver, certificate or determination shall be in writing and the words "notify", "endorse", "consent", "approve", "waive", "certify" or "determine" and other cognate expressions shall be construed accordingly;
- (o) references to materials, information, data and other records shall be to materials, information, data and other records whether stored in electronic, written or other form;
- (p) references to the Franchisee bidding for Train Slots or a Timetable shall mean the final action incumbent on the Franchisee under the Network Code to confirm to Network Rail its interests in the Train Slots to which that confirmation relates, and "bid" shall be construed accordingly;
- (q) references to the period of validity of any Fare are references to its period of validity excluding any rights of any purchaser thereof to extend such period under the Passenger's Charter, any equivalent document, or the terms and conditions attaching to such Fare (including any applicable conditions of carriage) in the event of the cancellation or delay of any of the railway passenger services for which such Fare is valid;
- (r) references to stations at which any train calls include stations at which such train commences or terminates its journey;
- (s) references to "railway passenger services" are to be construed subject to Section 40 of the Railways Act 2005;
- (t) references to the provision of railway passenger services include the organisation of the relevant train movements and making the necessary arrangements with Network Rail or any other relevant Facility Owner;
- (u) references in lower case letters to terms defined in clause 2 shall be construed, where relevant, as being references to the terms defined as such in the franchise agreement or relevant agreement made under Section 30 of the Act or Section 6 of the Railways Act 2005 with any other Train Operator;
- (v) amendments to or variations of contracts or arrangements include assignments, novations or other transfers of rights and/or obligations (in whole or in part) under such contracts or arrangements;
- (w) references to sums of money being expended by the Franchisee shall be to such sums exclusive of Value Added Tax;
- (x) the words "shall not be liable" are to be construed as meaning that no contravention of the Franchise Agreement and no Event of Default shall arise as a result of the occurrence of the matter to which such words relate;

(y) references to a "contravention of the Franchise Agreement" (and cognate expressions) are to be construed as meaning a breach of the Franchise Agreement; and

(z) wherever provision is made for the Franchisee to "procure" or "ensure" the delivery of an obligation under the Franchise Agreement, unless otherwise specified, that provision shall be construed as a primary obligation on the Franchisee to deliver that obligation.

1.2 This Agreement and the Conditions Precedent Agreement together constitute a single agreement, which is a "franchise agreement" for the purposes of the Act.

2. DEFINITIONS

2.1 In the Franchise Agreement, except to the extent the context otherwise requires, the following words and expressions have the following meanings:

"16 to 25 Railcard" means a Discount Card issued under the Discount Fare Scheme referred to in paragraph (a)(ii) of the definition of Discount Fare Scheme;

"2010 Nominal Ticket Sales" has the meaning given to it in paragraph 3 of Schedule 5.4 (Regulation of Fares Basket Values);

"2010 Ticket Revenue" has the meaning given to it in paragraph 4.1 of Schedule 5.4 (Regulation of Fares Basket Values);

"Access Agreement" has the meaning given to the term "access agreement" in Section 83(1) of the Act;

"Act" means the Railways Act 1993 and any regulations or orders made thereunder;

"Actual Operating Costs" means:

(a) the Franchisee's total operating expenses for the period being reviewed as stated in its profit and loss account, including any of the following operating expenses that are payable during that period:

(i) amounts payable to the Secretary of State and Network Rail;

(ii) taxation;

(iii) shareholder distributions including dividends;

(iv) interest;

(v) capital expenditure (net of

grants received); and

- (vi) lease payments in relation to on-balance sheet leased assets,

but excluding any of the following expenses that are payable in that period:

- (A) interest relating to on-balance sheet leased assets;
- (B) depreciation;
- (C) amortisation; and
- (D) bad debt provisions; and

(b) either:

- (i) plus any reduction in the total amount owing by the Franchisee to creditors over that period; or
- (ii) less any increase in the total amount owing by the Franchisee to creditors over that period,

where creditors:

- (A) include any persons owed amounts by the Franchisee in respect of operating expenses, including the types of expenses set out in paragraphs (a)(i) to (iv) inclusive, provisions and deferred income balances; but
- (B) exclude persons owed amounts by the Franchisee in respect of season ticket liabilities, lease liabilities in relation to on-

	balance sheet leased assets and liabilities in relation to grants received for the purchase of fixed assets;
"Actual Passenger Demand"	has the meaning given to it in paragraph 1 of Schedule 1.5 (Information about Passengers);
"Actuary"	has the meaning given to it in the Pension Trust;
"additional expenditure"	has the meaning given to it in paragraph 2.8 of Schedule 7.2 (National Passenger Surveys);
"Additional Looe Valley Passenger Services"	means the additional train services detailed in paragraph 10.4(a) of Part 2 to Schedule 3 (Priced Options);
"Administration Fee"	has the meaning given to it in paragraph 4.3 of Schedule 10.3 (Events of Default and Termination Event);
"Advance Purchase Train-specific Fares"	has the meaning given to it under the Ticketing and Settlement Agreement;
"Affiliate"	means, in respect of any person, any person by which that person is Controlled or which is Controlled by that person, or any person which is Controlled by any other Affiliate of that person;
"Aggregated Qualifying Change"	<p>means two or more Changes which:</p> <p>(a) are notified or agreed (in the case of a Change which is a Variation pursuant to paragraph 1.1 of Schedule 19 (Other Provisions)); or</p> <p>(b) a party has become aware of (in the case of any other kind of Change)</p> <p>in a Franchisee Year (the "Aggregation Year") which individually do not exceed the Threshold Amount for the Aggregation Year taken alone but do exceed it when taken together. For the avoidance of doubt, where the Changes arise in different Franchisee Years, for the purposes of determining whether in aggregate they exceed the Threshold Amount:</p> <p>(c) the net present value of the adjustment in Franchise Payments which would result from:</p>

- (i) a Run of the Financial Model (where Part A of Schedule 9.1 applies); or
- (ii) a Run of the Change Model (where Part B of Schedule 9.1 applies),

in respect of each Change shall be calculated in accordance with the process described in the definition of Qualifying Change; and

- (d) there will be an Aggregated Qualifying Change where the aggregate of the net present values of those Changes exceeds the Threshold Amount for the Aggregation Year;

"Alternative NPS" has the meaning given to such term in paragraph 1.6 of Schedule 7.2 (National Passenger Surveys);

"Ancillary Service" means any service specified in paragraph 5 of Schedule 1.6 (Franchise Services);

"Annual Audited Accounts" means the accounts of the Franchisee which:

- (a) comply with paragraph 3.11 of Schedule 13 (Information and Industry Initiatives); and
- (b) are delivered to the Secretary of State by the Franchisee in accordance with paragraph 3.9 of Schedule 13 (Information and Industry Initiatives) and certified by the Franchisee's auditors as true and fair;

"Annual Business Plan" means the plan to be provided by the Franchisee to the Secretary of State in accordance with paragraph 2.3 of Schedule 13 (Information and Industry Initiatives);

"Annual Franchise Payment Components" means the values of "FXD", "VCRPI", "VCAWE", "PRPI", "RRPI" and "ChRRPI" specified for each Franchisee Year in the table set out in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments);

"Annual Financial Statements" means the final draft financial statements of the Franchisee which:

- (a) comply with paragraph 3.11 of Schedule 13 (Information and Industry

	Initiatives); and
	(b) are delivered to the Secretary of State by the Franchisee in accordance with paragraph 3.7 of Schedule 13 (Information and Industry Initiatives);
"Annual Franchise Payment"	means, in relation to any Franchisee Year, the amount determined in accordance with Schedule 8.2 (Annual Franchise Payments);
"Annual Management Accounts"	means the management accounts of the Franchisee which: <ul style="list-style-type: none"> (a) comply with paragraph 3.10 of Schedule 13 (Information and Industry Initiatives); and (b) are delivered to the Secretary of State by the Franchisee in accordance with paragraph 3.6 of Schedule 13 (Information and Industry Initiatives);
"Annual Season Ticket"	means a Season Ticket Fare which is valid in Standard Class Accommodation from (and including) the day on which it first comes into effect until (but excluding) the day which falls 12 months after such day;
"Assisted Passenger Reservation System"	means the system known as the Assisted Passenger Reservation System as described in the Code of Practice as published in September 2010 (version 2 – valid from 1 September 2010);
"ATOC"	means the Association of Train Operating Companies;
"Average Weekly Earnings"	means the United Kingdom average weekly earnings measure excluding bonuses as published from time to time by the Office for National Statistics or, if such measure shall cease to be published or if, in the reasonable opinion of the Secretary of State, there is a material change in the basis of such measure, such other alternative index as the Secretary of State may, after consultation with the Franchisee, determine to be appropriate in the circumstances;
"Bank"	means a person which has a permission under Part IV of the Financial Services and Markets Act 2000 to carry on one or more of the regulated activities provided thereunder and which is reasonably acceptable to the Secretary of State;

"Bank Holiday"	means any day other than a Saturday or Sunday on which banks in the City of London are not open for business;
"Baseline Inputs"	has the meaning given to it in paragraph 4.3 of Part B of Schedule 9.1 (Financial and Other Consequences of Change)
"Baseline Totals"	<p>means in respect of each Franchise Year:</p> <p>(a) all those costs of the Franchisee which will be affected by the Change divided into separate totals corresponding to each of "FXD", "VCRPI" and "VCAWE" Annual Franchise Payment Components; and</p> <p>(b) all those revenues of the Franchisee which will be affected by the Change,</p> <p>in each case generated by the Run of the Change Model;</p>
"Benchmark"	means any of the Cancellations Benchmark and TOC Minute Delay Benchmark;
"Benchmark Table"	<p>means, in relation to:</p> <p>(a) any Cancellations Benchmark, the Cancellations Benchmark Table; and</p> <p>(b) any TOC Minute Delay Benchmark, the TOC Minute Delay Benchmark Table;</p>
"Bid Profit Stream"	means the estimated total operating profit of the Franchisee from the date that the Change of Control (pursuant to paragraph 2.3 of Schedule 10.3 (Events of Default and Termination Sum) is to occur until the Expiry Date as shown in the profit and loss forecast in the Initial Business Plan (without taking into account any Annual Business Plan) calculated in real terms as at the date of the Change of Control and applying the prevailing discount rate per annum (in real terms) stated in HM Treasury's "Green Book Appraisal Guidelines" (such rate being [3.5] per cent per annum (in real terms) as at the date of the Franchise Agreement);
"Bond Provider"	means any person or persons who may provide or be an obligor under a Performance Bond or Season Ticket Bond from time to time and who shall, unless the Secretary of State otherwise agrees, be a Bank;

"Bond Year"	means the period beginning on the Start Date and ending on the 31 March 2013 and any subsequent period of 13 Reporting Periods beginning on the day after the end of the preceding Bond Year provided that: <ul style="list-style-type: none"> (a) the Franchisee and the Secretary of State may agree to vary the Reporting Period in which a Bond Year ends from time to time; and (b) the last Bond Year shall expire on the expiry of the Franchise Period and may be a period of less than 13 Reporting Periods;
"Brand Licence"	means a licence between the Secretary of State (or any company wholly owned by the Secretary of State) and the Franchisee in respect of any registered or unregistered trade marks;
"Breach Performance Level"	means, in relation to a Benchmark for any Reporting Period, the number set out in column 3 of the Benchmark Table relating to that Benchmark and in the row of that table for that Reporting Period;
"Bristol Metro Phase 1 Passenger Services"	means the additional Passenger Services detailed in paragraph 1.4 (a) of Part 2 to Schedule 3 (Priced Options);
"British Transport Police"	means the British Transport Police created pursuant to Section 18 of the Railways and Transport Safety Act 2003 (or any successor or successors to its statutory policing functions);
"Business Action Plan"	means an action plan produced by the Franchisee in relation to the delivery of any aspect of the Franchise Services (including in respect of any outcome anticipated by its Business Plan, in accordance with paragraph 2.7 of Schedule 13 (Information and Industry Initiatives));
"Business Case Review"	means a review of the business case of a Start Date Local Authority Service or a Future Local Authority Service, as the case may be, for the purpose of determining whether there is a business case for including relevant services in the TSR;
"Business Plan"	means the Initial Business Plan or any Annual Business Plan, as the context requires, to be delivered in accordance with paragraphs 2.1 and 2.3 of Schedule 13 (Information and

Industry Initiatives);

"CRM Data"	means Personal Data (including any or all of name, address, e-mail address and ticket purchasing history, credit and debit card details) collected by or on behalf of the Franchisee relating to persons travelling on or purchasing tickets for travel on the Passenger Services or other services for the carriage of passengers by railway;
"CRM Data Processor"	means any Data Processor who, from time to time, is processing or has processed CRM Data on behalf of the Franchisee;
"CRM System"	means any system (whether a Computer System or otherwise) for the collection of CRM Data and/or onto which CRM Data is input, processed and/or held as such system may be amended or altered from time to time;
"Cancellation"	means a Passenger Service: <ul style="list-style-type: none">(a) which is included in the Plan of the Day and which is cancelled and attributed to the Franchisee pursuant to its Track Access Agreement;(b) which is included in the Plan of the Day and which operates less than 50 per cent of its scheduled mileage for reasons attributed to the Franchisee pursuant to its Track Access Agreement; or(c) which is omitted from the Plan of the Day, or included in it in a modified form that does not enable the Franchisee to operate more than 50 per cent of such Passenger Service's scheduled mileage, without the Franchisee discharging its obligations under Schedule 1.2 (Operating Obligations) in relation thereto;
"Cancellations Benchmark"	means any of the performance levels in respect of Cancellations and Partial Cancellations set out in the Cancellations Benchmark Table;
"Cancellations Benchmark Table"	means the table set out in Appendix 1 (Cancellations Benchmark Table) of Schedule 7.1 (Performance Benchmarks);
"Capacity Mitigation Plan"	has the meaning given to it in paragraph 8.1(a) of Schedule 1.1 (Service Development);

"Capital Expenditure"	has the meaning given to it in paragraph 2.4 of Schedule 19 (Other Provisions);
"Certificate of Commencement"	means the certificate to be issued by the Secretary of State pursuant to the Conditions Precedent Agreement;
"Change"	<p>means if and whenever any of the following occurs:</p> <ul style="list-style-type: none"> (a) an event set out in any Secretary of State Risk Assumption specified in Schedule 9.3 (Secretary of State Risk Assumptions); (b) the Secretary of State and the Franchisee agree or the Secretary of State serves written notice on the Franchisee, exercising the Secretary of State's right to call any Priced Option: <ul style="list-style-type: none"> (i) on different terms from those specified in respect of that Priced Option in Part 2 (List of Priced Options) of Schedule 3 (Priced Options); and/or (ii) at any time after the last date for exercise of such Priced Option, <p style="margin-left: 40px;">in each case, only to the extent of the difference from the price quoted in Part 3 (Price in respect of the Priced Option) to Schedule 3 (Priced Options) caused by the difference in terms and/or the late timing of the agreement or call;</p> (c) a Charge Variation; (d) a Change of Law (excluding any Change of Law to the extent that it results in an adjustment to the Franchise Payments pursuant to Schedule 8.4 (Track Access Adjustments and Station Charge Adjustments)); (e) a change to the Train Service Requirement previously in force pursuant to the issue of an amended or new Train Service Requirement in accordance with paragraph 8.5 of Schedule 1.1 (Service Development);

- (f) not used;
- (g) the Franchisee is required to take any action pursuant to paragraph 11.1(a) and/or paragraph 11.1(b) of Schedule 1.1(Service Development);
- (h) not used;
- (i) not used;
- (j) not used;
- (k) not used;
- (l) not used;
- (m) not used;
- (n) the Secretary of State effects an amendment to a Discount Fare Scheme, introduces a new Discount Fare Scheme or ceases to approve a Discount Fare Scheme for the purposes of Section 28 of the Act;
- (o) the Secretary of State approves an amendment or proposed amendment to an Inter-Operator Scheme, as referred to in paragraph (a) of the definition of Inter-Operator Scheme to the extent and only to the extent that the Franchisee makes a saving as a consequence of such amendment or proposed amendment;
- (p) the imposition, subject to the provisions of paragraph 2.6 of Schedule 4 (Persons with Disabilities and Disability Discrimination), of any increased access charges in respect of EA Requirements at Franchisee Access Stations;
- (q) the Secretary of State exercises his power pursuant to paragraph 5 of Schedule 5.7 (Changes to Fares and Fares Regulation) to alter the obligations of and restrictions on the Franchisee under Schedule 5 (Fares);
- (r) the Franchisee is obliged to charge Value Added Tax on a Fare or there is an increase or decrease in the rate of Value Added Tax which it must charge on such Fare, in either case due to a change in the Value Added Tax

treatment of the provision of Passenger Services;

- (s) not used;
- (t) not used;
- (u) not used;
- (v) a Variation to the terms of the Franchise Agreement pursuant to paragraph 1 of Schedule 19 (Other Provisions);
- (w) any of the circumstances set out in paragraphs 2.9, 2.12, 3.3 or 4 of Schedule 6.3 (The IEP Provisions) occurs;
- (x) the Start Date is a date that is later than 0200 on 21st July 2013 for reasons solely attributable to any act or omission by the Secretary of State except where:
 - (i) the Secretary of State exercises his rights pursuant to Clauses 4.2 or 4.3 of the Conditions Precedent Agreement to alter such Start Date; or
 - (ii) the relevant acts or omissions of the Secretary of State arise as a result of or in connection with any failure by the Franchisee to satisfy any of the conditions precedent set out in the Conditions Precedent Agreement; or
- (y) any two or more of the foregoing that the Secretary of State groups together in accordance with any procedures issued by him pursuant to paragraph 1.4 of Schedule 19;

“Change Adjustment”

means:

- (a) in respect of each of “FXD”, “VCRPI” and “VCAWE” Annual Franchise Payment Components, an amount equivalent to the amount of the difference between:
 - (i) the Baseline Total for that

component; and

- (ii) the Change Total for that component,

on the basis that where a Change Total is higher than the Baseline Total for that component, this shall result in an increase in that Annual Franchise Payment Component (and that where a Change Total is less than the Baseline Total for that component, this shall result in a reduction in that Annual Franchise Payment Component);

- (b) where, in respect of revenues, the Change Total is higher than the Baseline Total, then:

- (i) the Change Adjustment in respect of the "RRPI" Annual Franchise Payment Component will be zero; and

- (ii) the Change Adjustment for the "ChRRPI" Annual Franchise Payment Component will be the increase in the "ChRRPI" Annual Franchise Payment Component by an amount equivalent to the difference between the Baseline Total and the Change Total;

- (c) where, in respect of revenues, the Change Total is less than the Baseline Total (the difference between those totals being for this purpose "**the Revenue Delta**") then:

- (i) the Change Adjustment for the "RRPI" Annual Franchise Payment Component will be the reduction of the "RRPI" Annual Franchise Payment Component by an amount equivalent to the Revenue Delta; and

- (ii) the Change Adjustment in respect of the "ChRRPI" Annual Franchise Payment Component will be zero,

except in circumstances where

immediately prior to the making of the Change Adjustment, the Old Value in respect of "ChRRPI":

- (iii) is greater than or equal to the amount of the Revenue Delta, in which case (1) the Change Adjustment in respect of the "ChRRPI" Annual Franchise Payment Component will be the reduction of the "ChRRPI" Annual Franchise Payment Component by an amount equivalent to the Revenue Delta and (2) the Change Adjustment in respect of "RRPI" Annual Franchise Payment Component will be zero; or
 - (iv) is less than the amount of the Revenue Delta but is greater than zero, in which case (1) the Change Adjustment in respect of "ChRRPI" Annual Franchise Payment Component will be the reduction of the "ChRRPI" Annual Franchise Payment Component by such amount as is required to reduce the "ChRRPI" Annual Franchise Payment Component to zero; and (2) the Change Adjustment in respect of the "RRPI" Annual Franchise Payment Component will be the reduction of the "RRPI" Annual Franchise Payment Component by an amount equivalent to the remaining balance of the Revenue Delta; and
- (d) in respect of "PRPI" Annual Franchise Payment Component, the amount agreed by the parties or determined by the Secretary of State is required by the provisions of Appendix 3 (Agreement or Determination of Change Adjustment relating to Profit) to Part B of Schedule 9.1 (Financial and Other Consequences of Change) in respect of a Change;

it being acknowledged that the intention of paragraphs (b) and (c) in this definition is to ensure that:

- (a) increases in revenue will fall outside of the GDP adjustment mechanism provided for in Schedules 8.1 (Franchise Payments) and 8.5 (GDP Adjustment Payments) by being reflected in the "ChRRPI" rather than the "RRPI" Annual Franchise Payment Component; and
- (b) decreases in revenue will be taken into account in that GDP adjustment mechanism by being reflected in the "RRPI" Annual Franchise Payment Component, but on a basis which takes into account and nets off any prior increases in revenue previously reflected in the "ChRRPI" Annual Franchise Payment Component; and
- (c) Although for the purposes of the table in the Appendix to Schedule 8.2 (Annual Franchise Payments) the "RRPI" and "ChRRPI" Annual Franchise Components are shown presentationally as negative numbers, for the purposes of making the Change Adjustments, they will be regarded as positive numbers. Once the adjustments are made the amounts will be presented in the table as negative numbers as required by that Appendix.

"Change Inputs"

has the meaning given to it in paragraph 4.4 of Part B of Schedule 9.1 (Financial and Other Consequences of Change);

"Change Model"

has the meaning given to it in paragraph 4.2 of Part B of Schedule 9.1 (Financial and Other Consequences of Change);

"Change of Law"

means the coming into effect after the date of the Franchise Agreement of:

- (a) Legislation; or
- (b) any applicable judgment of a court of Law which changes a binding precedent,

the terms of which apply only to the railway industry, a particular section of the railway industry or the provision of services to the

railway industry and not to other transport modes or to industries other than the railway industry, and without limitation:

- (i) excluding any changes in Taxation;
- (ii) excluding any changes which were foreseeable at the date of the Franchise Agreement, and for this purpose, but without limitation, there shall be regarded as foreseeable any Legislation which on the date of the Franchise Agreement has been published:
 - (A) in a draft parliamentary bill as part of a government departmental consultation paper;
 - (B) in a parliamentary bill;
 - (C) in a draft statutory instrument; or
 - (D) as a proposal in the Official Journal of the European Communities except to the extent that such proposal is intended to apply solely within member states other than the United Kingdom,

to the extent that the same is subsequently enacted in substantially the same form as the form in which it was previously so published. In relation to the application of this sub paragraph (ii), each TSI shall be considered separately.

Change of Law (1) includes any Legislation, which only applies to the railway industry, which is made under the Health and Safety at Work etc. Act 1974 and which is not excluded under (i) and (ii) (a Specifically Included

Change of Law), but (2) excludes any Legislation (other than a Specifically Included Change of Law) which is made with the intention or effect of specifically applying to (or disapplying in relation to) the railway industry any other Legislation which does not apply only to the railway industry;

"Change Operational Model" has the meaning given to it in paragraph 1.2 of Part B of Schedule 9.2 (Identity of the Financial Model etc.);

"Change Totals" means in respect of each Franchisee Year:

- (a) all those costs of the Franchisee affected by and adjusted to take account of the Change divided into separate totals corresponding to each of the "FXD", "VCRPI" and "VCAWE" Annual Franchise Payment Components; and
- (b) all those revenues of the Franchisee affected by and adjusted to take account of the Change,

in each case generated by the Run of the Change Model;

"Charge Variation" means a variation:

- (a) to a Relevant Agreement; and
- (b) which is effected as a result of a Charging Review (including any variation in connection with an Incremental Output Statement Charge);

"Charging Review" means:

- (a) the exercise by the ORR of its powers under:
 - (i) Part 7 of Schedule 7 of the Track Access Agreement to which the Franchisee is a party on the Start Date or any Replacement Agreement which is or is deemed to be a Relevant Agreement in accordance with the definition of that term;
 - (ii) Condition F11.5 of the Station Access Conditions in relation to any station which

is not an Independent Station; or

(iii) Condition 42.5 of the Independent Station Access Conditions in relation to any station which is an Independent Station;

(b) the following by the ORR of the procedure in Schedule 4A of the Act;

(c) the exercise by the ORR of any of its powers or the following of any other procedure, which, in the Secretary of State's reasonable opinion:

(i) has an equivalent effect to; or

(ii) is intended to fulfil the same function as,

any of the powers referred to in paragraphs (a) or (b) in relation to any Relevant Agreement. For this purpose, Relevant Agreement includes any Relevant Agreement which is not the subject of any previous Charging Review; or

(d) any amendment to a Relevant Agreement, or entry into a new Relevant Agreement which is approved by the ORR to the extent that it relates to an Incremental Output Statement Charge or a scheme to which that charge relates;

"Charter Service"

means a railway passenger service, whether operated on the same routes as the Passenger Services or not:

(a) which is not reflected in the Timetable;

(b) which does not conform to the pattern of railway passenger services normally provided by the Franchisee;

(c) for which the advance booking or booking arrangements for seats on the relevant service are, in the reasonable opinion of the Secretary of State, materially different from those generally applicable to the Passenger Services;

- (d) for which tickets are available on a restricted basis or on terms and conditions which, in the reasonable opinion of the Secretary of State, are materially different from those generally applicable to the Passenger Services; and/or
- (e) for which the departure time, journey time and calling pattern are, in the reasonable opinion of the Secretary of State, materially different from those of the Passenger Services,

and which, in the opinion of the Secretary of State, is not a railway passenger service provided by the Franchisee as part of the Passenger Services;

"Child Price"	means, in relation to any Fare, the amount charged or chargeable to a person under the age of 16 in respect of such Fare;
"Closed Scheme Employees"	has the meaning given to it in paragraph 2.2 of Schedule 16 (Pensions);
"Closure"	means a discontinuance or closure under Part 4 of the Railways Act 2005 of any of the Passenger Services or of any network on which the Passenger Services may be operated or of any of the Stations or of any part of such network or Station;
"Code of Practice"	means the code of practice for protecting the interests of users of railway passenger services or station services who have disabilities, as prepared, revised from time to time and published by the Secretary of State pursuant to Section 71B of the Act;
"Collateral Agreement"	means an agreement which is required to be entered into by the Franchisee with Network Rail or any other franchisee as a condition to any Access Agreement of which the Franchisee is the beneficiary;
"Committed Obligations"	means any of the Franchisee's obligations listed in Part 1 (Committed Obligations and Related Provisions) to Schedule 6.1 (Committed Obligations and Related Provisions);
"Committed Obligation Payment Adjustment"	means a payment adjustment made to Franchise Payments pursuant to Part 3 (Late/Non Completion of Committed Obligations) to Schedule 6.1 (Committed

Obligations and Related Provisions);

"Community Rail Partnership"

means any not-for-profit organisation of the same name that has an interest in the development of responsive and good quality railway passenger services;

"Community Rail Route"

means any Route in respect of which the Secretary of State determines that any relevant Community Rail Partnership has an interest;

"Commuter Fare"

means any:

- (a) Weekly Season Ticket, Monthly Season Ticket, Quarterly Season Ticket and Annual Season Ticket (and their equivalent ITSO products) between each London Station and any other such station or other station;
- (b) unrestricted Single Fare and unrestricted Return Fare (and their equivalent ITSO products) between each London Station; and
- (c) unrestricted Single Fare and unrestricted Return Fare (and their equivalent ITSO products) from each Suburban Station to each London Station (but not in the other direction); and
- (d) PAYG Peak Fare or PAYG Off-Peak Fare (and their equivalent ITSO products) between each London Station and any other such station,

for which the Franchisee is entitled to be allocated all or part of the revenue therefrom pursuant to the Ticketing and Settlement Agreement;

"Commuter Fares Basket"

means the grouping of Commuter Fares:

- (a) determined by the Secretary of State pursuant to Schedule 5.3 (Allocation of Fares to Fares Baskets);
- (b) for the purposes of regulating aggregate Prices or Child Prices, as the case may be, in accordance with Schedule 5.4 (Regulation of Fares Basket Values);
- (c) amended by the Secretary of State from time to time in accordance with

Schedule 5.7 (Changes to Fares and Fares Regulation); and

(d) set out in the Commuter Fares Document;

"Commuter Fares Document" means the document in the agreed terms marked **CFD** as the same may be amended from time to time in accordance with Schedule 5.7 (Changes to Fares and Fares Regulation);

"Compulsory Inter-available Flow" has the meaning given to it in the Ticketing and Settlement Agreement;

"Computer System" means computer hardware and computer software, including licensed third party software and data protocols;

"Conditions Precedent Agreement" means the agreement between the Secretary of State and the Franchisee of even date herewith specifying certain conditions to be satisfied or waived by the Secretary of State prior to the issue of a Certificate of Commencement;

"Connection" means a connection (however described) between any of the Passenger Services provided by the Franchisee and any other railway passenger service provided by it or any other Train Operator or any bus, ferry or shipping service and cognate phrases shall be construed accordingly;

"Connection Agreement" means any agreement entered into by the Franchisee and Network Rail on or before the Start Date relating to the connection of a Depot to the relevant part of the network;

"Contingency Plan" has the meaning given to it in paragraph 1(a)(iv) of Schedule 10.4 (Force Majeure);

"Contract Manager" means a person appointed from time to time by the Franchisee to fulfil certain duties including to manage the Franchise Agreement on behalf of the Franchisee and to facilitate the performance by the Franchisee of its obligations under the Franchise Agreement;

"Control" means, in respect of a person, that another person (whether alone or with others and whether directly or indirectly and whether by the ownership of share capital, the possession of voting power, contract or otherwise):

(a) has the power to appoint and/or remove all or the majority of the members of the board of directors or

other governing body of that person or of any other person which Controls that person;

- (b) controls or has the power to control the affairs and policies of that person or of any other person which Controls that person;
- (c) is the parent undertaking of that person or of any other person which Controls that person; or
- (d) possesses or is, or will be at a future date, entitled to acquire:
 - (i) 30 per cent or more of the share capital or issued share capital of, or of the voting power in, that person or any other person which Controls that person;
 - (ii) such part of the issued share capital of that person or any other person which controls that person as would, if the whole of the income of such person were distributed, entitle him to receive 30 per cent or more of the amount so distributed; or
 - (iii) such rights as would, in the event of the winding-up of that person or any other person which controls that person or in any other circumstances, entitle him to receive 30 per cent or more of the assets of such person which would then be available for distribution;

"Creating"

has the meaning given to it in the Ticketing and Settlement Agreement and cognate expressions shall be construed accordingly;

"Crossrail Business Transfer Agreement"

means a business transfer agreement between the Franchisee and the Crossrail Operator to be entered into pursuant to the obligations of the Franchisee pursuant to paragraph of Schedule 6.2 being substantially in the form of the Appendix 2 (Form of Business Transfer Agreement) to Schedule 6.2 (Great Western Franchise Specific Provisions), but subject to such amendments as the Secretary of State

may reasonably make thereto as a result of any change of circumstances (including any Change of Law) affecting such business transfer agreement between the date of the Franchise Agreement and the date on which the Franchisee is required to enter into the Crossrail Business Transfer Agreement;

“Crossrail Operator”

means any person who is appointed to provide railway passenger services on the railway transport system to be constructed and maintained as specified in the Crossrail Act 2008;

“Crossrail Programme”

means the programme of planning, preparatory, construction, tunnelling, station building, rebuilding and enhancement and engineering activities and works and the procurement of rolling stock and other assets and equipment being undertaken for the purposes of building the east west cross London railway system specified in the Crossrail Act 2008;

“Crossrail Services”

means the passenger services to be operated by the Crossrail Operator;

“Crossrail Stations”

means the following stations which are intended to transfer to the Crossrail Operator:

- (a) Acton Main Line;
- (b) Burnham;
- (c) Ealing Broadway;
- (d) Hanwell;
- (e) Hayes and Harlington;
- (f) Iver;
- (g) Langley;
- (h) Southall;
- (i) Taplow;
- (j) West Drayton;
- (k) West Ealing;

“Crossrail Track Access Option”

means the track access option dated 22nd September 2008 and made between Network Rail and the Secretary of State for Transport;

“Crossrail Transfer

means the Crossrail Business Transfer

Arrangements"	agreement and other agreements and documents ancillary thereto or reasonably required for the purpose of transferring the Crossrail Stations to the Crossrail Operator;
"Crowding Limit"	means the limits on passengers in excess of capacity specified in paragraph 1 of Schedule 6.2 (Great Western Franchise Specific Provisions);
"Current Franchisee Accounting Year"	has the meaning given to it in paragraph 3.4 of Schedule 8.1 (Franchise Payments);
"Data Controller"	has the same meaning as in the Data Protection Act;
"Data Processor"	has the same meaning as in the Data Protection Act;
"Data Protection Act"	means the Data Protection Act 1998 and any guidance issued from time to time by the Information Commissioner's Office;
"Data Site Information"	has the meaning given to it in paragraph 2.2(e) of Schedule 15.1 (Reletting Provisions);
"Data Subject"	has the same meaning as in the Data Protection Act;
"Default Performance Level"	means, in relation to a Benchmark for any Reporting Period, the numbers set out in column 4 of the Benchmark Table relating to that Benchmark and in the row of that table for that Reporting Period;
"Defined Contribution Arrangement"	has the meaning given to it in the Railways Pensions Scheme;
"Departure Station"	has the meaning given to it in paragraph 2(b) of Appendix 2 (Alternative Transport) to Schedule 4 (Persons with Disabilities and Disability Discrimination);
"Depot"	means a depot in respect of which the Franchisee has entered into a Depot Lease;
"Depot Lease"	means: <ul style="list-style-type: none"> (a) any lease of a depot to which the Franchisee is a party as at the Start Date; or (b) any other lease of a depot in relation to which the Franchisee becomes the Facility Owner at any time during the Franchise Period;

"Designated Employer"	has the meaning given to it in the Pension Trust;
"Destination Station"	has the meaning given to it in paragraph 2(b) of Appendix 2 (Alternative Transport) to Schedule 4 (Persons with Disabilities and Disability Discrimination);
"Devon Metro Passenger Services"	means the additional Passenger Services detailed in paragraph 2.4(a) of Part 2 to Schedule 3 (Priced Options);
"Direct Agreement"	means any agreement made, or to be made, from time to time between the Secretary of State and the counterparty of a Key Contract in relation to such Key Contract, including any agreement entered into by the Secretary of State under Schedule 14.3 (Key Contracts);
"Disabled People's Protection Policy"	means the Franchisee's policy for the protection of persons with disabilities which the Franchisee is required to establish and review from time to time in accordance with the conditions of its Licences in respect of the operation of railway passenger services and/or stations;
"Disabled Person"	is a reference to a person who has a disability in the EA;
"Discount Card"	has the meaning given to it in the Ticketing and Settlement Agreement;
"Discount Fare Scheme"	means: <ul style="list-style-type: none"> (a) each of the following discount fare schemes: <ul style="list-style-type: none"> (i) ATOC Disabled Persons Railcard Scheme dated 23 July 1993 between the participants therein; (ii) ATOC Young Persons Railcard Scheme dated 23 July 1993 between the participants therein; and (iii) ATOC Senior Railcard Scheme dated 23 July 1993 between the participants therein; or (b) any other discount fare scheme approved from time to time by the Secretary of State for the purposes of

Section 28 of the Act,

in each case until such time as it may cease to be approved by the Secretary of State for the purposes of Section 28 of the Act;

- "Dispute Resolution Rules"** means the procedures for the resolution of disputes known as "The Railway Industry Dispute Resolution Rules", as amended from time to time in accordance with the terms thereof;
- "Disputes Secretary"** means the person appointed as Disputes Secretary from time to time in accordance with the Dispute Resolution Rules;
- "EA"** means the Equality Act 2010;
- "EA Claim"** has the meaning given to it in paragraph 3.1 of Schedule 4 (Persons with Disabilities and Disability Discrimination);
- "EA Requirements"** means the duties of a provider of services under Sections 20(3), 20(5) and Sections 20(9)(a) and 20(9)(b) in relation to 20(4), of the EA;
- "Environmental Information Regulations"** means the Environmental Information Regulations 2004;
- "Equipment"** means any Equipment (as such term is defined in the Station Access Conditions) that the Franchisee is required to maintain, repair and renew under the Station Access Conditions;
- "Equivalent Fare"** has the meaning given to it in paragraph 6.1 of Schedule 5.7 (Changes to Fares and Fares Regulation);
- "Equivalent Flow"** has the meaning given to it in paragraph 6.1(b) of Schedule 5.7 (Changes to Fares and Fares Regulation);
- "Escrow Documents"** means those documents and other items referred to in paragraphs 1.1 and 1.2 of Schedule 9.2 (Identity of the Financial Model etc.);
- "Estimated Profit Stream"** means estimated total operating profit of the Franchisee from the date that the Change of Control (pursuant to paragraph 2.3 of Schedule 10.3 (Events of Default and Termination Sum) is to occur until the Expiry Date as reasonably determined by the Secretary of State. In reasonably determining the Estimated Profit Stream the Secretary of State shall:

- (a) take into account all relevant circumstances and have due regard to the Financial Model, the profit and loss forecast in the Initial Business Plan and the most recent Annual Business Plan and the assumptions in the Record of Assumptions;
- (b) use the accounting policies and standards set out in the Record of Assumptions and applied through the Financial Model;
- (c) estimate profit:
 - (i) before taking into account:
 - (A) interest, finance income and finance charges (other than finance items recognised in respect of retirement benefits) and dividends and other distributions of profit;
 - (B) any taxation on profits including corporation tax;
 - (C) shares of the profit of any Affiliate of the Franchisee, except dividends received in cash;
 - (D) non cash entries in respect of the Franchise Sections and any other pension schemes to the extent connected with the Franchise, excluding accruals or prepayments of any normal pension contributions due; and
 - (ii) after taking into account:
 - (A) Franchise

- Payments, including any adjustments pursuant to Schedule 8.5 (GDP Adjustment Payments);
- (B) all extraordinary and exceptional items, as defined under GAAP;
- (C) the Franchisee's normal pension contributions in relation to the Franchisee Sections and any other pension schemes to the extent connected with the Franchise;
- (D) any payments to Affiliates of the Franchisee (including management fees and royalty fees) except to the extent that such payments exceed the amount determined in accordance with the formula set out in paragraph (a)(v) of the definition of "Relevant Profit" in Schedule 8.1 (Franchise Payments); and
- (E) any sums capitalised in relation to maintenance expenditure on rolling stock or other capital equipment.; and
- (d) calculate amounts in real terms as at the date of the Change of Control and apply the prevailing discount rate per annum (in real terms) stated in HM

Treasury's "Green Book Appraisal Guidelines" (such rate being as at the date of the Franchise Agreement [3.5] per cent per annum (in real terms));

"Estimated Revisions"	has the meaning given to it in paragraph 9 of Schedule 9.1 (Financial and Other Consequences of Change);
"Evening Peak"	means, in relation to any Passenger Service, the period between 1600 and 1859 (inclusive) during a Weekday or such other continuous three hour period between 1200 and 2359 (inclusive) as the Secretary of State may specify from time to time;
"Event of Default"	means any of the events set out in paragraph 2 of Schedule 10.3 (Events of Default and Termination Event);
"Exeter to Axminster Devon Metro Passenger Services"	means the additional Passenger Services detailed in paragraph 3.4(a) of Part 2 to Schedule 3 (Priced Options);
"Exeter to Exmouth Devon Metro Passenger Services"	means the additional Passenger Services detailed in paragraph 4.4(a) of Part 2 to Schedule 3 (Priced Options);
"Expiry Date"	means the later of: (a) 0159 on 23 July 2028; or (b) the time and date to which the Franchise Agreement is continued in accordance with paragraph 1.2 of Schedule 18 (Additional Reporting Periods);
"Extensions"	has the same meaning as in the Train Service Requirement;
"Facilitation Fee"	has the meaning given to it in paragraph 4.2 of Schedule 10.3 (Events of Default and Termination Event);
"Facility Owner"	has the meaning given to the term facility owner in Section 17(6) of the Act;
"Fare"	means: (a) the right, exercisable against one or more Train Operators, subject to any applicable rights or restrictions and the payment of the relevant price, to make one or more journeys on the network or to carry on such a journey an item of luggage or an animal (where this

right does not arise under the relevant conditions of carriage except on the payment of a fee) and, where applicable, to obtain goods or services from a person; and

- (b) for the purposes only of Schedules 5.3 (Allocation of Fares to Fares Baskets) to 5.8 (Fares Regulation Information and Monitoring) (inclusive) and the definitions of Commuter Fare, Protected Fare, Return Fare, Single Fare, Protected Weekly Season Ticket, Protected Return Fare and paragraph (b) of the definition of Season Ticket Fare, a Fare as defined under paragraph (a) that is:
 - (i) valid for a journey or journeys on the Passenger Services included in the Timetable or other railway passenger services which are required to be included in another relevant Train Operator's passenger timetable by the Secretary of State;
 - (ii) sold under the Travelcard Agreement;
 - (iii) a Cross London Ticket (as defined in the Through Ticketing (Non Travelcard) Agreement); or
 - (iv) sold under the Pay As You Go Agreement utilising TTL Smartmedia as defined in that agreement;

"Fare Year"	means the period from 1 January in any year to 31 December in the same year;
"Fares Basket"	means either the Commuter Fares Basket or the Protected Fares Basket;
"Fares Document"	means any of the Commuter Fares Document and the Protected Fares Document;
"Fares Setting Round"	has the meaning given to it in the Ticketing and Settlement Agreement;
"Financial Action Plan"	means any action plan produced by the Franchisee pursuant to paragraph 3.3(f) of Schedule 13 (Information and Industry

Initiatives), where the level of its financial performance specified in the Management Accounts is worse than forecast by the Franchisee in its current Business Plan;

"Financial Model"

means the Franchisee's financial model in the agreed terms marked FM deposited with the Secretary of State on the date of the Franchise Agreement in accordance with Schedule 9.2 (Identity of the Financial Model etc.) and where Part A of Schedule 9.1 (Financial and Other Consequences of Change) and 9.2 (Identity of the Financial Model etc.) applies, as may be subsequently revised in accordance with Part A of Schedules 9.1 (Financial and Other Consequences of Change) and 9.2 (Identity of the Financial Model etc.);

"Financial Services Authority"

means the independent non-governmental body given statutory powers by the Financial Services and Markets Act 2000;

"First Franchisee Year"

has the meaning given to such term in paragraph 2.1 of Schedule 8.5 (GDP Adjustment Payments);

"First ITSO Amount"

means an amount equal to the greater of (i) $([x]^1 - P) \times \text{£}100\text{k}$; and (ii) zero,

where P is the percentage (expressed as a number so $[x]\% = [x]$) of Passenger Journeys made using ITSO Certified Smartmedia during the relevant Reporting Year in respect of which the target referred to in paragraph 7.9.1 of Schedule 6.2 (Great Western Franchise Specific Provisions) was not met (calculated in accordance with paragraph 7.16 of Schedule 6.2 (Great Western Franchise Specific Provisions));

"First Profit Share Threshold"

has the meaning given to it in paragraph 3 of Schedule 8.1 (Franchise Payments);

"Flow"

has the meaning given to it in the Ticketing and Settlement Agreement;

"Force Majeure Event"

means any of the events described as such in paragraph 1 of Schedule 10.4 (Force Majeure) where the conditions specified in paragraph 2 of Schedule 10.4 are satisfied;

"Forecast Modified Revenue"

means, in relation to any Reporting Period, the items specified in the definition of Modified Revenue, as most recently forecast for that Reporting Period pursuant to paragraph 3.4 of

¹ Bidders to propose.

Schedule 13 (Information and Industry Initiatives);

"Forecast Operating Costs" means, in relation to any Reporting Period, the items specified in the definition of Actual Operating Costs, as most recently forecast for that Reporting Period pursuant to paragraph 3.4 of Schedule 13 (Information and Industry Initiatives);

"Forecast Passenger Demand" means the forecast by the Franchisee prepared pursuant to paragraph 5.2 of Schedule 1.1 (Service Development) of:

- (a) the number of passengers travelling in each class of accommodation:
 - (i) on each Passenger Service;
 - (ii) on each Route; and/or
 - (iii) at any stations or between any stations; and
- (b) the times of day, week or year at which passengers travel,

for the period in respect of which the next Timetable is to apply;

"Franchise" means the rights tendered by the Secretary of State on 20 January 2012 to operate railway passenger services over the routes prescribed in paragraph 2.2 of Schedule 1.6 (Franchise Services);

"Franchise Agreement" means this Agreement and the Conditions Precedent Agreement which together constitute a single agreement and is a "franchise agreement" for the purposes of the Act;

"Franchise Assets" means the property, rights and liabilities designated as such pursuant to paragraph 1 of Schedule 14.4 (Designation of Franchise Assets) but excluding such property, rights or liabilities as shall, in accordance with the terms of the Franchise Agreement, cease to be so designated;

"Franchise Employee" means:

- (a) any employee of the Franchisee from time to time; and
- (b) any other person who is an employee of any of its Affiliates or is an employee of any party to whom the

Franchise Services or services which are in support of or ancillary to the Franchise Services have been subcontracted (at any tier) or delegated by the Franchisee; and

- (c) in the case of (a) or (b), whose contract of employment would (subject to the exercise of such person's right to object to the transfer) be transferred to a Successor Operator following the expiry of the Franchise Period by virtue of the operation of Law (including the Transfer of Undertakings (Protection of Employment) Regulations 2006) or in respect of whom liabilities arising from a contract of employment or employment relationship may be so transferred;

"Franchise Letting Process Agreement"

means the agreement so entitled dated [*insert date*]² between the Secretary of State and the Franchisee entered into by the Franchisee as part of its proposal to secure the provision and operation of the Franchise Services;

"Franchise Manager"

means a person appointed from time to time by the Secretary of State to fulfil certain duties including to manage the Franchise Agreement on behalf of the Secretary of State and to monitor the Franchisee's performance of its obligations under the Franchise Agreement;

"Franchise Payment"

means, in relation to any Reporting Period, the amount determined in accordance with paragraph 1.1 of Schedule 8.1 (Franchise Payments);

"Franchise Payment Recalculation"

means an adjustment to Franchise Payments made in accordance with and subject to the provisions of Part B of Schedule 9.1 (Financial and Other Consequences of Change);

"Franchise Performance Meeting"

means a meeting between the Secretary of State and the Franchisee to be held in accordance with paragraph 4 of Schedule 11 (Agreement Management Provisions);

"Franchise Period"

means the period commencing on the Start Date and ending on the Expiry Date or, if earlier, the date of termination of the Franchise Agreement pursuant to Clauses 4.2(b) or 4.3(b) of the Conditions Precedent Agreement or Schedule 10 (Remedies, Termination and

²

Bidders to populate.

	Expiry);
"Franchise Sections"	has the meaning given to it in paragraph 1 of Schedule 16 (Pensions);
"Franchise Services"	means such of the Passenger Services, the Light Maintenance Services, the Station Services and the Ancillary Services as the Franchisee may provide or operate from time to time, including any of such services as the Franchisee may delegate or subcontract or otherwise secure through any other person from time to time in accordance with the Franchise Agreement;
"Franchise Term"	means the period commencing on the Start Date and expiring on the Expiry Date;
"Franchisee Access Station"	means any station at which the Passenger Services call (other than any Station);
"Franchisee Accounting Year"	means any period of 12 months during the Franchise Period, beginning on [<i>insert day and month</i>] ³ and ending on [<i>insert day and month</i>] ⁴ , except that the first and last Franchisee Accounting Years may be for a period of less than 12 months and the first Franchisee Accounting Year shall begin on the Start Date and the last Franchisee Accounting Year shall end of the last day of the Franchise Period;
"Franchisee Year"	means any period of 12 months during the Franchise Period, beginning on 1 April and ending on 31 March, except that the first and last Franchisee Years may be for a period of less than 12 months and the first Franchisee Year shall begin on the Start Date and the last Franchisee Year shall end on the last day of the Franchise Period;
"Freedom of Information Act"	means the Freedom of Information Act 2000;
"Funding Deed"	means the deed made between the Secretary for State, the Franchisee and the Parent dated the date of the Franchise Agreement specifying arrangements relating to the funding for the Franchisee by the Parent and giving rights to the Secretary of State in relation to such funding;
"Future Local Authority"	mean any service for the carriage of passengers by rail which the Franchisee

³ Bidders to populate.

⁴ Bidders to populate.

Service"	contracts to deliver with a Relevant Local Authority during the Franchise Term;
"GAAP"	means generally accepted accounting principles in the United Kingdom, as derived from and including the accounting requirements of the Companies Act 2006, 'Statements of Standard Accounting Practice', 'Financial Reporting Standards', abstracts issued by the Urgent Issues Task Force of the Accounting Standards Board and, where appropriate, International Financial Reporting Standards and the listing rules of the Financial Services Authority, in each case, as at the date of the Franchise Agreement;
"GDP Index"	has the meaning given to it in paragraph 2.1 of Schedule 8.5 (GDP Adjustment Payments);
"GDP Index Month"	has the meaning given to it in paragraph 2.1 of Schedule 8.5 (GDP Adjustment Payments);
"Gross Revenue"	means, in relation to any period and any Fare, the gross revenue to the Franchisee (or any relevant predecessor of the Franchisee) attributable to such Fare over the relevant period, excluding any applicable Value Added Tax, costs, commissions or other expenses which may be paid or incurred in connection with such Fare;
"Handover Package"	means a package containing the information and objects specified in the Appendix (Form of Handover Package) to Schedule 15.3 (Handover Package) and such other information and objects as the Secretary of State may reasonably specify from time to time;
"Heart of Wessex Line Optimisation Passenger Services"	means the additional train services detailed in paragraph 7.4(a) of Part 2 to Schedule 3 (Priced Options);
"High Summer"	means a continuous period of nine weeks ending not before the first Sunday following the Bank Holiday Monday that occurs in August or if there is no such Bank Holiday Monday 31st August;
"Hot Standby"	means any rolling stock vehicle specified in the Train Plan which: <ul style="list-style-type: none"> (a) is operationally ready to provide the Passenger Services in the Timetable; (b) is not already assigned to the delivery of any Passenger Service in the

	Timetable; and
	(c) will only be used to deliver such Passenger Services if:
	(i) a rolling stock vehicle scheduled to deliver such Passenger Services is unable to so deliver; and
	(ii) Actual Passenger Demand could only be met by the deployment in service of such rolling stock vehicle;
"Improvement Plan"	has the meaning given to it in paragraph 4.5 of Schedule 7.1 (Performance Benchmarks);
"Improvement Plan Performance Level"	means, in relation to a Benchmark for any Reporting Period, the number set out in column 2 of the Benchmark Table relating to that Benchmark and in the row of that table for that Reporting Period;
"Incremental Output Statement Charge"	means the charge to which that description is commonly given, first introduced into Relevant Agreements in April 2001;
"Independent Station"	has the meaning given to it in paragraph 2.7 of Schedule 8.4 (Track Access Adjustments and Station Charge Adjustments);
"Independent Station Access Conditions"	has the meaning given to it in the Access Agreement to which it relates;
"Individual Station Charge Adjustment"	has the meaning given to it in paragraph 2 of Schedule 8.4 (Track Access Adjustments and Station Charge Adjustments);
"Industrial Action"	has the meaning given to it in paragraph 1.2(f) of Schedule 10.4 (Force Majeure);
"Industry Schemes"	has meaning given to it in paragraph 10 of Schedule 13 (Information and Industry Initiatives);
"Initial Business Plan"	means the business plan to be provided by the Franchisee to the Secretary of State as described in paragraph 2.1 of Schedule 13 (Information and Industry Initiatives);
Initial ITSO Fares	means the following types of fare, whether inter-available or otherwise and whether for travel in Standard Class Accommodation or otherwise:
	(a) Anytime (period and day, single and

return);

- (b) Off Peak (period and day, single and return);
- (c) Super Off Peak (period and day, single and return);
- (d) Advance (single and return);
- (e) Season Ticket Fares (which shall include flexible or smart season tickets);
- (f) London Travelcards; and
- (g) such Local Authority, passenger transport executive and/or TfL sponsored fares as the Secretary of State may from time to time specify,

where the terms used in paragraphs (a) to (f) shall be interpreted in accordance with the national fares structure and public nomenclature adopted by Train Operators in 2008;

"Initial Permanent Fare"

has the meaning given to it in the Ticketing and Settlement Agreement;

"Integrated Transport Schemes"

means those schemes which relate to the integration of any form of transport with the Franchise Services;

"Interest Rate"

means a rate equivalent to two per cent per annum above the base lending rate published by Royal Bank of Scotland plc (or such other bank as the Secretary of State may, after consultation with the Franchisee, determine from time to time) during any period in which an amount payable under the Franchise Agreement remains unpaid;

"Intercity Express Project"

means the programme for delivering new rolling stock for use by the Franchisee pursuant to the provisions of the Train Availability and Reliability Agreement and the MARA;

"Inter-Operator Schemes"

means:

- (a) each of the following schemes which relate to arrangements between the Franchisee and other participants in the railway industry:
 - (i) ATOC Staff Travel Scheme dated 23 July 1993 between

- the participants named therein;
 - (ii) Ticketing and Settlement Agreement;
 - (iii) ATOC LRT Scheme dated 23 July 1993 between the participants named therein;
 - (iv) Travelcard Agreement dated 15 October 1995 between London Regional transport and the parties named therein;
 - (v) Through Ticketing (Non-Travelcard) between London Regional transport and the parties named therein;
 - (vi) National Rail Enquiry Scheme dated 11 June 1996 between the participants named therein; and
 - (vii) the Pay As You Go Agreement; and
- (b) any other scheme, agreement and/or contract of a similar or equivalent nature as may from time to time during the Franchise Period amend, replace or substitute, in whole or in part, any of such schemes, agreements and/or contracts; and
- (c) any Discount Fare Scheme;

"Investment Asset"

means the Franchise Assets designated as such pursuant to paragraph 2.2 of Schedule 14.4 (Designation of Franchise Assets);

"Investment Asset Request Date"

means each anniversary of the Start Date provided that the final Investment Asset Request Date shall be the date 13 months prior to the end of the Franchise Term and there shall not be an Investment Asset Request Date on the anniversary of the Start Date where this would occur within 12 months of such final Investment Asset Request Date.

"Invitation to Tender"

means the Invitation to Tender issued by the Secretary of State as part of the procurement process pursuant to which the Franchise Agreement was entered into;

"IOP"	means ITSO on Prestige;
"IOP Acceptance Date"	means the date that IOP is accepted under the provisions of the IOP Agreement;
"IOP Agreement"	means an agreement between the Secretary of State and Transport for London for the acceptance of ITSO Certified Smartmedia;
"IOP London Products"	means ITSO products equivalent to products currently accepted, retailed or fulfilled under the Travelcard Agreement and the Through Ticketing (Non-Travelcard) Agreement;
"ITSO"	means ITSO Limited, the organisation created by passenger transport executives, bus operators and Train Operators for the development and promotion of smartcards for use on transport;
"ITSO Certified Smartmedia"	means the contactless smartcards, devices or other media designed to hold fare and travel information with the monetary or other value encoded which meet the requirements of paragraph 7.8 of Schedule 6.2 (Great Western Franchise Specific Provisions) and have been fully certified by ITSO;
"ITSO Environment"	has the meaning ascribed to it in the document titled "ITSO Operating Licence" approved by the members of ITSO at an extraordinary general meeting on 21 December 2006;
"Joint Performance Improvement Plan"	has the meaning given to it in the Network Code;
"Key Contacts List"	means the list which contains the name, address, home, office and mobile telephone numbers, and a brief description of the person's role and responsibilities in the business in respect of all directors (statutory or otherwise) and the managers with responsibility for a department/function within the Franchisee's business (and in particular managers in the operations, commercial, personnel and public affairs departments (or in each case their nearest equivalents));
"Key Contract"	means: <ul style="list-style-type: none"> (a) each agreement and contract listed in the Appendix (List of Key Contracts) to Schedule 14.3 (Key Contracts) as at the date of the Franchise Agreement; and (b) any other agreement, contract, licence

or other arrangement to which the Franchisee is a party or under which the Franchisee is the beneficiary from time to time which is designated as such pursuant to Schedule 14.3 (Key Contracts),

but excluding any such agreement, contract, licence or other arrangement which ceases, in accordance with the terms of the Franchise Agreement, to be designated as a Key Contract;

"Key Personnel"

means those persons identified by the Franchisee in accordance with paragraph 2.1 of Schedule 11 (Agreement Management Provisions);

"Law"

includes any enactment, subordinate legislation, rule, regulation, order, directive or other provision, including those of the European Community, and any judicial or administrative interpretation or application thereof, which has, in each case, the force of law in the United Kingdom or any part of it (including the Act, the Transport Act, the Transport Safety Act 2003 and the Railways Act 2005);

"Lead Operator"

has the meaning given to it in the Ticketing and Settlement Agreement;

"Legislation"

means any enactment or subordinate legislation, rule, regulation, order, directive or other provision including those of the European Community, which has, in each case, the force of Law in the United Kingdom or any part of it, but excluding any order under Section 1 of the Transport and Works Act 1992;

"Licences"

means such licences and/or statements of national regulatory provisions granted or to be granted under applicable law as the Franchisee may be required from time to time to hold under the Act or under the Railway (Licensing of Railway Undertakings) Regulations 2005 in order to provide or operate the Franchise Services;

"Light Maintenance Service"

means any service specified in paragraph 4 of Schedule 1.6 (Franchise Services) which may be provided by the Franchisee at the Depots and Stations;

"Local Authority"

means:

- (a) in England, a county council, a district

council, a unitary authority, a passenger transport executive, a London borough council, the common council of the City of London, or a council which is established under the Local Government Act 1992 and which is either an authority responsible for expenditure on public passenger transport services within the meaning of Section 88 of the Transport Act 1985 or a local authority for the purposes of Section 93 of the Transport Act 1985;

- (b) in Wales, a county council, a district council or a council which is established under the Local Government Act 1972 or the Local Government (Wales) Act 1994;
- (c) in Scotland, the Strathclyde Passenger Transport Executive, or a district council or a unitary authority which is established under the Local Government (Scotland) Act 1973 or the Local Government, etc. (Scotland) Act 1994;
- (d) in London, the Mayor of London and Transport for London established under the Greater London Authority Act 1999;
- (e) any other body or council replacing any of the above from time to time; and
- (f) any other body or instrument of local or regional government specified by the Secretary of State from time to time;

"Lock-up Period"

has the meaning given to it in paragraph 3.2 of Schedule 12 (Financial Obligations and Covenants);

"London Paddington to Penzance Enhanced Passenger Services"

means the additional Passenger Services detailed in paragraph 12.4(a) of Part 2 to Schedule 3 (Priced Options);

"London Station"

means any station served by the Railway Passenger Services in the Zones and any Zone to or from which a passenger may travel from or to such station;

"Maintenance Contract"

means any contract or arrangement to which the Franchisee is a party, which includes the

carrying out for the Franchisee of any maintenance work (including light maintenance services) or service provision in respect of rolling stock vehicles used by the Franchisee in the provision of the Passenger Services or for the enforcement of warranties or other rights against a manufacturer in respect of any such rolling stock vehicles;

"Major Flow Operator"	has the meaning given to it in the Ticketing and Settlement Agreement;
"Managed Station"	means London Paddington or any other station used in connection with the provision of the Franchise Services where Network Rail becomes the Facility Owner during the Franchise Period;
"Managed Station Area"	means the premises comprising part or parts of a Managed Station to be occupied by the Franchisee on or after the Start Date and to be used for or in connection with the provision of the Franchise Services;
"Management Accounts"	means, in relation to any Reporting Period, the Franchisee's management accounts which: (a) comply with paragraph 3.10 of Schedule 13 (Information and Industry Initiatives); and (b) are required to be delivered to the Secretary of State by the Franchisee in accordance with paragraphs 3.2 and 3.3 of Schedule 13 (Information and Industry Initiatives);
"Mandatory Modification"	means a modification or addition to any rolling stock vehicle which is required to be made under any applicable Law or any directive of the Rail Safety and Standards Board Limited or any government authority;
"MARA"	has the meaning given to such term in paragraph 2.1 of Schedule 6.3 (The IEP Provisions);
"Marks"	means such trade marks as the Franchisee may apply to any Primary Franchise Asset or other asset used by it under a Key Contract, which are applied on the expiry of the Franchise Period and are not the subject of a Brand Licence;
"Minor Works"	has the meaning given to it in paragraph 2.7(a) of Schedule 4 (Persons with Disabilities

and Disability Discrimination);

"Minor Works' Budget"

means £300,000 for each Franchisee Year allocated by the Franchisee for the purpose of facilitating Minor Works at Stations to improve accessibility of the Stations to persons with disabilities, save that:

- (a) for any Franchisee Year which is shorter than 12 months, the amount shall be reduced pro rata; and
- (b) for each Franchisee Year after the first Franchisee Year, the amount shall be subject to adjustment as follows:

Minor Works Budget x RPI

where RPI has the meaning given to it in Schedule 8.2 (Annual Franchise Payments);

"Minor Works' Programme"

means the Franchisee's programme of Minor Works at Stations to improve accessibility of the Stations to persons with disabilities, developed prior to the start of each Franchisee Year pursuant to paragraph 2.7(b) of Schedule 4 (Persons with Disabilities and Disability Discrimination);

"Minutes Delay"

means the minutes of delay to the Passenger Services that are attributed to the Franchisee or Network Rail (as the case may be) pursuant to the Track Access Agreement and disregarding any minutes of delay that are imputed to Passenger Services that were cancelled;

"Model Changes"

has the meaning given in paragraph 4.3 of Part A of Schedule 9.1 (Financial and Other Consequences of Change);

"Modified Revenue"

means:

- (a) the sum of:
 - (i) the Franchisee's total revenue for the period being reviewed as stated in its profit and loss account:
 - (A) including any amounts receivable from the Secretary of State, Network Rail and any

interest; but

- (B) excluding the proportion of income recognised in the profit and loss account in relation to grants received in respect of capital expenditure; and

(ii) the opening cash balance for the period being reviewed, excluding:

- (A) any cash held for the exclusive purpose of the provision of the Performance Bond; and

- (B) the amount equivalent to:

- (1) any cash that is held pursuant to any restrictive terms under any agreement and that, consequently, cannot be used for general operating purposes;

- (2) any cash capable of being drawn down but not actually received,

in both cases from an Affiliate pursuant to any loan or funding agreement or arrangements including the Funding Deed; and

- (C) the amount of the opening season ticket liabilities which relate to Passenger Services yet to be delivered;

and

- (b) either:
- (i) plus any reduction in total debtors over that period; or
 - (ii) less any increase in total debtors over that period,

where total debtors exclude any bad debts provision or write off and any capital-related debtors;

"Monthly Season Ticket" means a Season Ticket Fare which is valid in Standard Class Accommodation from (and including) the day it first comes into effect until (but excluding) the day which falls one month after such day;

"Morning Peak" means, in relation to any Passenger Service, the period between 0700 and 0959 (inclusive) during a Weekday or such other continuous three hour period as the Secretary of State may specify from time to time;

"National Passenger Survey" means a passenger satisfaction survey in respect of the Franchise Services to be carried out by the Rail Passengers' Council as described in paragraph 1 of Schedule 7.2 (National Passenger Surveys);

"National Rail Enquiry Scheme" means the telephone information scheme run by ATOC, providing information to callers regarding rail journeys throughout the country;

"National Rail Timetable" means the passenger timetable published by Network Rail (currently twice per annum) specifying the timings and stopping patterns of all passenger railway services in Great Britain;

"network agreements" has the meaning given to it in paragraph 3.2 of the Appendix (Conditions Precedent) to the Conditions Precedent Agreement;

"Network Change" has the meaning given to it in the Network Code;

"Network Code" means the document known as the Network Code and formerly known as the Railtrack Track Access Conditions 1995 (as subsequently replaced or amended from time to time) or any equivalent code or agreement;

"Network Rail" means in respect of:

- (a) the network or any relevant facility:
 - (i) Network Rail Infrastructure Limited, a company registered in England with registered number 02904587 whose registered office is at Kings Place, 90 York Way, London N1 9AG; and
 - (ii) any successor in title to the network or any relevant railway facility; or
- (b) any new or other sections of network or any relevant new or other railway facilities, the owner (if different);

"new insurance arrangements"

shall have the meaning given to it in paragraph 2.2(b) of Schedule 2.2 (Security of Access Agreements, Rolling Stock Leases, Station and Depot Leases);

"New Station"

means:

- (a) a station not served by railway passenger services as at February 2003, but which has since that time been, or is subsequently, served by railway passenger services which have been, or are subsequently to be, included in the Timetable or in another relevant Train Operator's timetable; and/or
- (b) if the Secretary of State requires, a station, other than a Station, at which, with the consent of the Secretary of State (whether by amendment to the Franchise Agreement or otherwise) railway passenger services operated by the Franchisee call;

"New Results"

means, in relation to any Change, the following as restated in accordance with Part A of Schedule 9.1 (Financial and Other Consequences of Change) following a Run of the Financial Model in relation to that Change: the restated values of "FXD", "VCRPI", "VCAWE", "PRPI", "RRPI" [and "ChRRPI"] [to be specified for each Franchisee Year in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments)];

"New Values"

means, in relation to any Change, the following, as restated in accordance with Part B

of Schedule 9.1 (Financial and other Consequences of Change) following a Run of the Change Model in relation to that Change: the restated values of "FXD", "VCRPI", "VCAWE", "PRPI", "RRPI" and "ChRRPI" to be specified for each Franchisee Year in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments);

"Non-Fares Basket Fare"

means a Fare that is designated as such by the Secretary of State pursuant to paragraph 2.1 of Schedule 5.3 (Allocation of Fares to Fares Baskets) and which has not been de-designated as such pursuant to paragraph 1.1 of Schedule 5.7 (Changes to Fares and Fares Regulation);

"NPS Benchmark"

means in relation to any Franchisee Year, each of the benchmarks relating to each NPS Satisfaction Measure as set out in the relevant columns of the NPS Benchmark Table;

"NPS Benchmark Table"

means the table set out in Appendix 1 (NPS Benchmark Table) of Schedule 7.2 (National Passenger Surveys);

"NPS Measure"

means each of the factors set out in the Passenger Survey Methodology and grouped as "Stations", "Trains" and "Customer Services";

"Off-Peak"

means, in relation to any Passenger Service, the period of time outside of the Peak;

"Off-Peak Passenger Services"

means Passenger Services other than Peak Passenger Services;

"Old Results"

means in relation to any Change, the following as produced in accordance with Part A of Schedule 9.1 (Financial and Other Consequences of Change) by or following the Run of the Financial Model in respect of the immediately preceding Change (or, in relation to the first Change only, the following as at the date hereof: the values of "FXD", "VCRPI", "VCAWE", "PRPI", "RRPI" and "ChRRPI" to be specified for each Franchisee Year in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments);

"Old Values"

means, in relation to any Change, the following, as produced in accordance with Part B of Schedule 9.1 (Financial and Other Consequences of Change) following the Run of the Change Model in respect of the immediately preceding Change, or, in relation

to the first Change only, the following as at the date hereof: the values of "FXD", "VCRPI", "VCAWE", "PRPI", "RRPI" and "ChRRPI" to be specified for each Franchisee Year in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments);

"Operating Assets"

has the meaning given to it in paragraph 1.1 of Schedule 14.2 (Maintenance of Operating Assets);

"Operating Day"

has the same meaning as in the Train Service Requirement;

"Operational Model"

means the following models in the agreed terms marked **OM**:

- (a) the revenue model;
- (b) the performance model;
- (c) all cost models; and
- (d) any other relevant models that have generated input to the Financial Model;

"ORR"

means the Office of Rail Regulation established by Section 15 of the Railways and Transport Safety Act 2003 and having duties and obligations as set out in the Act;

"Parent"

means ⁵*[insert details of the ultimate parent company of the Franchisee]*;

"Partial Cancellation"

means a Passenger Service which is included in the Plan of the Day and which Passenger Service:

- (a) misses a stop;
- (b) completes 50 per cent or more, but less than 100 per cent of its scheduled journey; or
- (c) arrives at its final destination scheduled in the Timetable more than 120 minutes late,

in each case, for reasons which are attributed to the Franchisee pursuant to its Track Access Agreement;

"Participating Employer"

has the meaning given to it in the Pension

⁵ Bidders to populate.

	Trust;
"passenger carrying capacity"	means, in relation to a Passenger Service, the capacity of the rolling stock vehicles (as stated in Schedule 1.7 (The Train Fleet) from which the Passenger Service is formed;
"Passenger Change Date"	means a date upon which significant changes may be made to the Timetable in accordance with or by virtue of the Network Code;
"Passenger Journeys"	means travel by a passenger from the station where such passenger joins the Passenger Services to the station where such passenger exits the Passenger Services as derived from 'Lennon' or such other industry systems as the Secretary of State may from time to time reasonably determine;
"Passenger Services"	means the Franchisee's railway passenger services as specified in any Timetable and/or Plan of the Day including those railway passenger services which the Franchisee may delegate or subcontract or otherwise secure through any other person from time to time in accordance with the Franchise Agreement;
"Passenger Survey Methodology"	has the meaning given to such term in paragraph 1.4 of Schedule 7.2 (National Passenger Surveys);
"Passenger's Charter"	means the Franchisee's service commitments to its passengers in the agreed terms marked PC , as amended or replaced from time to time with the prior written consent of the Secretary of State in accordance with paragraph 4 of Schedule 1.4 (Passenger Facing Obligations);
"Passenger's Charter Guidelines"	means the document of the same name issued by or on behalf of the Secretary of State containing the methodology for compiling performance statistics and Passenger's Charter compensation, as amended or replaced from time to time by the Secretary of State after consultation with the Franchisee and with other franchisees whose franchise agreements contain a similar or equivalent obligation for consultation;

"Passenger's Charter Statistics"	means the record of the Franchisee's performance against the standards specified in the Passenger's Charter for each Reporting Period as published in accordance with paragraph 4.8 of Schedule 1.4 (Passenger Facing Obligations);
"Passengers in Excess of Capacity"	has the meaning given to it in paragraph 8.1(a) of Schedule 1.1;
"Pay As You Go Agreement"	means an agreement dated 16 October 2009 between Transport Trading Limited and train operators operating in London enabling joint ticketing and the acceptance of each other's tickets using smartmedia technology under the name "Pay as You Go";
"PAYG Peak Fare"	means a Fare which is a Permanent Fare and which entitles the purchaser to make a single journey under the Pay As You Go Agreement in Standard Class Accommodation between and within the PAYG Zones for which the fare is valid, at any time;
"PAYG Off-Peak Fare"	means a Fare which is a Permanent Fare and which entitles the purchaser to make a single journey under the Pay As You Go Agreement in Standard Class Accommodation between and within the PAYG Zones for which the fare is valid, at any time on Saturdays and Sundays and at such times as the Franchisee may designate on Mondays to Fridays (where such Fare need not be valid between 6.30am and 9.30am or between 4.00pm and 7.00pm but must be valid at all other times) and which may take into account the different directions of travel;
"PAYG Zone"	shall have the same meaning as "Zone" with the addition of the following stations: Rickmansworth; Carpenders Park; Chorleywood; Chalfont and Latimer; Amersham; Bushey; Watford Junction; and Watford High Street;

“Payment Date”	means the date for the payment of Franchise Payments in accordance with paragraph 2.3 of Schedule 8.1 (Franchise Payments);
“Peak”	means the Morning Peak and the Evening Peak;
“Peak Passenger Service”	means any Passenger Service operated in the Peak;
“Pension Trust”	means the pension trust governing the Railways Pension Scheme;
“Pensions Committee”	has the meaning given to it in the Railways Pension Scheme;
“Performance Bond”	means the performance bond to be provided to the Secretary of State in the form set out in Appendix 1 (Form of Performance Bond) to Schedule 12 (Financial Obligations and Covenants), as replaced or amended from time to time in accordance with Schedule 12;
“Permanent Fare”	has the meaning given to it in the Ticketing and Settlement Agreement;
“Permitted Aggregate Increase”	has the meaning given to it in paragraph 4.2 of Schedule 5.4 (Regulation of Fares Basket Values);
“Permitted Individual Increase”	has the meaning given to it in paragraph 2.2 of Schedule 5.5 (Regulation of Individual Fares);
“Personal Data”	has the same meaning as in the Data Protection Act and includes Sensitive Personal Data as defined therein;
“Placed in Escrow”	means: <ul style="list-style-type: none"> (a) in respect of the Financial Model, delivery of the Financial Model: <ul style="list-style-type: none"> (i) dated the date of the Franchise Agreement; and (ii) adjusted to the extent necessary to reflect any time elapsed between the actual Start Date and the date assumed to be the Start Date in the Initial Business Plan; and (iii) where Part A of Schedules 9.1 and 9.2 applies, audited following a Run of the Financial Model and updated

with any Revised Inputs; and

- (b) in respect of the Operational Model, delivery of:
 - (i) the Operational Model dated the date of the Franchise Agreement;
 - (ii) the Operational Model adjusted to the extent necessary to reflect any time elapsed between the actual Start Date and the date assumed to be the Start Date in the Initial Business Plan; and
 - (iii) where Part A of Schedules 9.1 and 9.2 applies, the inputs to the Financial Model derived therefrom following an audit of a Run of the Financial Model; and
- (c) in respect of the Record of Assumptions, delivery thereof; and
- (d) where Part B of Schedules 9.1 and 9.2 applies, in respect of any Change Model, delivery of (i) the Change Model audited following a Run of the Change Model and populated with Baseline Inputs and Change Inputs; and (ii) its related Change Operational Model,

each in accordance with Schedule 9.2 (Identity of the Financial Model etc.);

“Plan of the Day”

means, in relation to each day during the Franchise Term, the Passenger Services scheduled to be operated on that day through specification in the Timetable or as notified to the Franchisee by Network Rail from time to time prior to 2200 on the previous day;

“Plymouth to Penzance Enhanced Local Services

means the additional Passenger Services detailed in paragraph 13.4(a) of Part 2 to Schedule 3 (Priced Options);

“Power of Attorney”

means the power of attorney granted by the Franchisee in favour of the Secretary of State in the agreed terms marked **POA**;

“Preceding Year Ticket Price”	has the meaning given to it in paragraph 2.1 of Schedule 5.5 (Regulation of Individual Fares);
“Previous Franchise Agreement”	means any franchise agreement under which services equivalent to the Franchise Services (or a material proportion thereof) were provided by a Train Operator on or about the day prior to the Start Date;
“Previous Passenger Services”	means: <ul style="list-style-type: none"> (a) any railway passenger services operated under a Previous Franchise Agreement that is the same or substantially the same as any Passenger Service in terms of departure and arrival times and stopping patterns; and (b) if no such railway passenger service is found under paragraph (a) such other railway passenger services operated under a Previous Franchise Agreement which is similar in terms of departure and arrival times and stopping patterns to the Passenger Services as the Secretary of State may reasonably determine;
“Previous Performance Level”	means the level of performance actually achieved in relation to the Previous Passenger Services;
“Price”	means, in respect of any Fare, the price of such Fare before the deduction of any applicable discount to which a purchaser may be entitled, as notified to RSP in accordance with Schedule 5 to the Ticketing and Settlement Agreement;
“Priced Option”	means any of the options set out in Part 2 (List of Priced Options) to Schedule 3 (Priced Options);
“Primary Franchise Assets”	means: <ul style="list-style-type: none"> (a) the property, rights and liabilities of the Franchisee listed in the Appendix (List of Primary Franchise Assets) to Schedule 14.4 (Designation of Franchise Assets); and (b) any other property, rights and liabilities of the Franchisee which is or are designated as such pursuant to Schedule 14.4 (Designation of

Franchise Assets),

but excluding such property, rights or liabilities as may, in accordance with the terms of the Franchise Agreement, cease to be so designated;

“Process” has the same meaning as in the Data Protection Act 1998;

“profit” means profit before corporation tax, determined in accordance with GAAP;

“Projected Revenue” means the revenue in any Fare Year which is projected to be attributable to any Fare, determined in accordance with paragraph 3 of Schedule 5.4 (Regulation of Fares Basket Values);

“Promoter” means the Local Authority or other third party which is promoting a relevant Priced Option;

“Property Lease” means any Depot Lease, Managed Station Area Lease, any lease in respect of Shared Facilities or Station Lease and any agreement or lease of a similar or equivalent nature (whether in respect of any such facility or otherwise) which the Franchisee may enter into with a person who has an interest in a network or a railway facility which is to be used for or in connection with the provision or operation of the Franchise Services;

“Protected Employees” has the meaning given to it in the Railways Pension (Protection and Designation of Schemes) Order 1994;

“Protected Fare” means a Protected Return Fare or a Protected Weekly Season Ticket;

“Protected Fares Basket” means the grouping of Protected Fares:

- (a) determined by the Secretary of State pursuant to Schedule 5.3 (Allocation of Fares to Fares Baskets);
- (b) for the purposes of regulating their aggregate Prices or Child Prices, as the case may be, in accordance with Schedule 5.4 (Regulation of Fares Basket Values);
- (c) amended by the Secretary of State from time to time in accordance with Schedule 5.7 (Changes to Fares and Fares Regulation); and

(d) set out in the Protected Fares Document;

“Protected Fares Document” means the document in the agreed terms marked **PFD**, as the same may be amended from time to time in accordance with Schedule 5.7 (Changes to Fares and Fares Regulation);

“Protected Proposal” has the meaning given to it in paragraph 1.9 of Schedule 19 (Other Provisions);

“Protected Return Fare” means in respect of a Fare for a Flow:

(a) for which there was a Saver Return Fare in February 2003, a Return Fare for each such Flow in respect of which the Franchisee is entitled or obliged from time to time to set the Price or Child Price under the Ticketing and Settlement Agreement, subject to the following additional rights and restrictions:

(i) it shall be valid for no less than one month;

(ii) it shall be valid all day on a Saturday or Sunday and from no later than 1030 on any other day;

(iii) it need not be valid for any journey:

(A) beginning between 1500 and 1900 on any day other than a Saturday or Sunday;

(B) where such journey begins from a London Station or any station between any London Station and Reading station, Watford station, Luton station, or Stevenage station (inclusively); and

(C) which is in a direction away from London; or

(b) for which there was no Saver Return

Fare in February 2003, a Return Fare for each such Flow in respect of which the Franchisee is entitled or obliged from time to time to set the Price or Child Price under the Ticketing and Settlement Agreement,

except in each case to the extent that a Return Fare for any such Flow is a Commuter Fare;

“Protected Weekly Season Ticket”

means a Weekly Season Ticket for any Flow for which there was a weekly season ticket in the fares manuals and systems of the RSP in February 2003 and in respect of which the Franchisee is entitled or obliged, from time to time, to set the Price or Child Price of under the Ticketing and Settlement Agreement except to the extent that a Weekly Season Ticket for any such Flow is a Commuter Fare;

“Public Sector Operator”

means any person (other than a franchisee or franchise operator in relation to the services provided or operated under its franchise agreement) who provides railway passenger services or operates any station or light maintenance depot pursuant to or under Section 30 of the Act or Section 6 of the Railways Act 2005;

“Qualifying Change”

means a Change which:-

(a) following:

(i) a Run of the Financial Model (where Part A of Schedule 9.1 (Financial and Other Consequences of Change) applies); or

(ii) a Run of the Change Model (where Part B of Schedule 9.1 (Financial and Other Consequences of Change) applies),

in accordance with Schedule 9 (Changes) result in adjustments in Franchise Payments over the remaining life of the Franchise Agreement that have a net present value as at the date of the Change in excess of the Threshold Amount for the Franchisee Year during which the relevant Change arises. For the purposes of ascertaining a net present value of the amount of any adjustment in any Franchise Payment, the amount

of the adjustment shall be discounted at the prevailing discount rate per annum (in real terms) stated in HM Treasury's "Green Book Appraisal Guidelines", counting back from the date of receipt of that adjusted Franchise Payment to the date of the Change. As at the date of the Franchise Agreement that rate is [3.5%]; or

(b) the Franchise Agreement expressly provides shall be a Qualifying Change.

"Quarterly Season Ticket"	means a Season Ticket Fare which is valid in Standard Class Accommodation from (and including) the day it first comes into effect until (but excluding) the day which falls three months after such day;
"Rail for London"	means Rail for London Limited (registered number 05965930) whose ultimate holding company is Transport for London;
"Rail Passengers' Council"	means the passengers' council established under Section 19 of the Railways Act 2005;
"Railway Group Standards"	has the meaning given to it in the Network Code;
"Railway Operational Code"	has the meaning given to it in Condition H of the Network Code;
"Railway Passenger Services"	means, for the purposes of Schedule 5 (Fares) only, services for the carriage of passengers by railway which are provided by a person who is bound by the Ticketing and Settlement Agreement, or any part of it, and including the Franchisee and any other Train Operator from time to time;
"Railways Pension Scheme"	means the pension scheme established by the Railways Pension Scheme Order 1994 (No. 1433);
"Reconciliation Amount"	has the meaning given to it in paragraph 9.9 of Schedule 9.1 (Financial and Other Consequences of Change);
"Record of Assumptions"	means a document in the agreed terms marked ROA prepared by the Franchisee (and/or, where Part A of Schedule 9.1 (Financial and Other Consequences of Change) applies) applies, as may be revised in accordance with Schedule 9 (Changes)) and Placed in Escrow providing:

- (a) detailed assumptions, explanations of assumptions and parameters underlying the Financial Model;
- (b) details of how Franchise Payments have been calculated (including by reference to a defined annual profit margin);
- (c) a description of the functionality, operation and structure of the Financial Model; and
- (d) a description of each input cell, its requirements and its inter-relationship with the Financial Model;

“Reference Fare” has the meaning given to it in paragraph 6.1(a) of Schedule 5.7 (Changes to Fares and Fares Regulation);

“Reference Flow” has the meaning given to it in paragraph 6.1(a) of Schedule 5.7 (Changes to Fares and Fares Regulation);

“Reference Revenue” means the aggregate Gross Revenue recorded by RSP as attributable to sales of all Commuter Fares or Protected Fares for the period of 12 months which ended 31 March 2010 or such other reference period as the Secretary of State may require pursuant to paragraph 3.1(a) of Schedule 5.7 (Changes to Fares and Fares Regulation);

“Regulated Child Price” means the Child Price that is permitted to be charged by the Franchisee in respect of any Fare in any Fare Year, determined in accordance with paragraph 2.1 of Schedule 5.5 (Regulation of Individual Fares);

“Regulated Price” means the Price that is permitted to be charged by the Franchisee in respect of any Fare in any Fare Year, determined in accordance with paragraph 2.1 of Schedule 5.5 (Regulation of Individual Fares);

“Regulated Value” means the Value of any Fares Basket that is permitted in any Fare Year, determined in accordance with paragraph 4.1 of Schedule 5.4 (Regulation of Fares Basket Values);

“Relevant Agreement” means any Property Lease or Access Agreement in relation to any stations or network which may be used from time to time by the Franchisee in connection with the Franchise Services, as replaced or amended

from time to time. If and to the extent that:

- (a) following the effective date of any Charge Variation, the Franchisee enters into any Replacement Agreement;
- (b) the effect of that Charge Variation is reflected in the terms of the Replacement Agreement; and
- (c) the Secretary of State has consented to such Replacement Agreement being entered into and constituting a Replacement Agreement for the purposes of this definition,

then the Replacement Agreement shall be deemed to be a Relevant Agreement;

“Relevant Local Authority”	means in relation to any Start Date Local Authority Service or Future Local Authority Service as the case may be the local authority which is the contractual counterparty of the Franchisee;
“Relevant Operator Direct Agreement”	means the direct agreement to be entered into in accordance with paragraph 2.5(a) of Schedule 6.3 (Great Western Franchise Specific Provisions) by the TSP and the Franchisee;
“Relevant Profit”	has the meaning given to it in paragraph 3 of Schedule 8.1 (Franchise Payments);
“relevant Reporting Period”	has, for the purposes of paragraph 5.3 of Schedule 12 (Financial Obligations and Covenants) only, the meaning given to it in that paragraph;
“Relevant Term”	has the meaning given to it in paragraph 1.2 of Schedule 10.1 (Remedial Plans and Remedial Agreements);
“Remedial Agreement”	has the meaning given to it in paragraph 1.5 of Schedule 10.1 (Remedial Plans and Remedial Agreements);
“Remedial Plan”	has the meaning given to it in paragraph 1.2 of Schedule 10.1 (Remedial Plans and Remedial Agreements);
“Remedial Plan Notice”	has the meaning given to it in paragraph 1.1 of Schedule 10.1 (Remedial Plans and Remedial Agreements);
“Replacement Agreement”	means an agreement entered into as a

	replacement for any Relevant Agreement;
“Replacement Copy”	has the meaning given to it in paragraph 2.2(b) of Part A of Schedule 9.2 (Identity of the Financial Model etc.);
“Reporting Period”	means: <ul style="list-style-type: none"> (a) for the purposes of the Season Ticket Bond, any consecutive seven-day period or any other period, each within a Reporting Period (as defined in paragraph (b)) agreed in accordance with paragraph 5.12 of Schedule 12 (Financial Obligations and Covenants); or (b) for all other purposes, a period of 28 days, provided that: <ul style="list-style-type: none"> (i) the first such period during the Franchise Period shall exclude any days up to but not including the Start Date; (ii) the first and last such period in any Reporting Year may be varied by up to seven days by notice from the Secretary of State to the Franchisee; (iii) each such period shall start on the day following the last day of the preceding such period; and (iv) the last such period during the Franchise Period shall end at the end of the Franchise Period;
“Reporting Year”	means a period normally commencing on 1 April in each calendar year, comprising 13 consecutive Reporting Periods;
“Request for Information”	means a request for information or an apparent request under the Freedom of Information Act or the Environmental Information Regulations;
“required improvement”	has the meaning given to it in paragraph 2.8 of Schedule 7.2 (National Passenger Surveys);
“Retail Prices Index”	means the retail prices index for the whole economy of the United Kingdom and for all items as published from time to time by the Office for National Statistics or, if such index

shall cease to be published or there is, in the reasonable opinion of the Secretary of State, a material change in the basis of the index or if, at any relevant time, there is a delay in the publication of the index, such other retail prices index as the Secretary of State may, after consultation with the Franchisee, determine to be appropriate in the circumstances;

“Return Fare”

means a Fare which entitles the purchaser to make, without further restrictions as to the time of day for which the Fare is valid, a journey in each direction in Standard Class Accommodation between the stations and/or the zones for which such Fare is valid and which expires no earlier than 0200 on the day after the day of the outward journey or, if later, the time the relevant return journey may be completed if commenced before 0200;

“Review Date”

means:

- (a) 7th June 2013; or
- (b) such later date as may be notified to the Franchisee by the Secretary of State pursuant to Clause 4.2 or Clause 4.3 of the Conditions Precedent Agreement;

“Revised Inputs”

has the meaning given to it in paragraph 4.2 of Part A of Schedule 9.1 (Financial and Other Consequences of Change);

“Riviera Line (Newton Abbot to Paignton) Strengthening Passenger Services”

means the additional train services detailed in paragraph 6.4(a) of Part 2 to Schedule 3 (Priced Options);

“Rolling Stock Lease”

means any agreement for the leasing of rolling stock vehicles to which the Franchisee is a party as at the Start Date and any agreement of a similar or equivalent nature (including, any agreement or arrangement for the subleasing, hiring, licensing or other use of rolling stock vehicles) to which the Franchisee is a party from time to time during the Franchise Term whether in addition to, or replacement or substitution for, in whole or in part, any such agreement provided that the Train Availability and Reliability Agreement shall not be a “Rolling Stock Lease” for the purposes of the Franchise Agreement;

“Rolling Stock Related Contract”

means any Rolling Stock Lease, Maintenance Contract or Technical Support Contract;

“Rolling Stock Unit”	means the smallest number of rolling stock vehicles which are normally comprised in a train used by the Franchisee in the provision of the Passenger Services;
“Route”	means any route specified in the Timetable which the Franchisee has permission to operate the Passenger Services over pursuant to any Track Access Agreement;
“RSP”	means Rail Settlement Plan Limited;
“Rules of the Plan”	has the meaning given to the term “Timetable Planning Rules” in the Network Code;
“Run of the Change Model”	means a run of the Change Model with the Baseline Inputs and the Change Inputs and which complies with the requirements of Part B of Schedule 9.1 (Financial and Other Consequences of Change);
“Run of the Financial Model”	means an operation of the Financial Model with the Revised Inputs and which complies with the requirements of Part A of Schedule 9.1 (Financial and Other Consequences of Change);
“Safety Certificate”	means the certificate issued by the ORR under the Safety Regulations, certifying its acceptance of the Franchisee’s safety management system (as defined in those regulations) and the provisions adopted by the Franchisee to meet the requirements that are necessary to ensure safe operation on the Routes;
“Safety Regulations”	means The Railways and Other Guided Transport Systems (Safety) Regulations 2006;
“Saver Return Fare”	means a return fare which is shown as a saver fare in the fares manuals and systems of the RSP as at the date of such manuals;
“Scheme”	has the meaning given to it in paragraph 7.8 of Schedule 6.2 (Great Western Franchise Specific Provisions);
“Season Ticket Bond”	means the season ticket bond to be provided to the Secretary of State in respect of the Franchisee’s liabilities under certain Fares and Season Ticket Fares in the form set out in Appendix 2 (Form of the Season Ticket Bond) to Schedule 12 (Financial Obligations and Covenants) and such other bond as may replace it from time to time under Schedule 12;

"Season Ticket Fare"	<p>means:</p> <p>(a) for the purposes of Schedule 12 (Financial Obligations and Covenants) and the definition of Season Ticket Bond only, a Fare which entitles the purchaser to make an unlimited number of journeys in any direction during the period for which, and between the stations and/or the zones for which, such Fare is valid; and</p> <p>(b) for all other purposes, a Fare which entitles the purchaser to make, without further restriction except as to class of accommodation, an unlimited number of journeys in any direction during the period for which, and between the stations and/or the zones for which, such Fare is valid;</p>
"Seated Capacity"	has the meaning given to it in paragraph 7.1 of Schedule 1.1;
"Second Franchisee Year"	has the meaning given to it in paragraph 2.1 of Schedule 8.5 (GDP Adjustment Payments);
"Second ITSO Amount"	<p>means an amount equal to the greater of (i) $([y]^6 - P) \times \text{£}100\text{k}$; and (ii) zero,</p> <p>where P is the percentage (expressed as a number so $[y]\% = [y]$) of Passenger Journeys made using ITSO Certified Smartmedia during the relevant Reporting Year in respect of which the target referred to in paragraph 7.9.2 of Schedule 6.2 (Great Western Franchise Specific Provisions) was not met (calculated in accordance with paragraph 7.16 of Schedule 6.2 (Great Western Franchise Specific Provisions));</p>
"Second Profit Share Threshold"	has the meaning given to it in paragraph 3 of Schedule 8.1 (Franchise Payments);
"Security Breach"	has the meaning given to it in paragraph 5.3(c)(i) of Schedule 1.5 (Information about Passengers);
"Security Interest"	means any mortgage, pledge, lien, hypothecation, security interest or other charge or encumbrance or any other agreement or arrangement having substantially the same economic effect;

⁶ Bidders to propose.

- "SEFT Delivery Agreement"** means the document marked **SDA**;
- "Service Description"** has the same meaning as in the Train Service Requirement;
- "Service Group"** has the meaning given to it in the Passenger's Charter when used in relation to the Passenger's Charter, and when used in the Franchise Agreement it has the meaning given to it in the Track Access Agreement, or as specified by the Secretary of State from time to time;
- "Service Recovery Plan"** means, in the event of a prevention or restriction of access to the track or a section of the track (howsoever caused) which results in any Cancellation, Partial Cancellation, and/or any Passenger Service being operated with less passenger carrying capacity than the passenger carrying capacity specified for such Passenger Service in the Train Plan, a plan implemented by the Franchisee:
- (a) to minimise the disruption arising from such prevention or restriction of access by operating, during such period of disruption, the best possible level of service given such disruption, including by:
 - (i) keeping service intervals to reasonable durations;
 - (ii) keeping extended journey times to reasonable durations; and
 - (iii) managing any resulting overcrowding;
 - (b) to:
 - (i) return the level of service to that level specified in the Timetable as soon as reasonably practicable; and
 - (ii) prior to the attainment of the level of service specified in paragraph (b)(i), operate any reduced level of service agreed with Network Rail for the purpose of minimising such disruption pursuant to paragraph (a);
 - (c) in accordance with the principles of

service recovery set out in the ATOC "Approved Code of Practice: Contingency Planning for Train Service Recovery - Service Recovery 2009" or any document of a similar or equivalent nature; and

(d) where the particulars of such plan in relation to the requirements of paragraphs (a) and (b) have been:

(i) agreed at an initial and, where required, subsequent telephone conference between the Franchisee, Network Rail and any other affected Train Operator; and

(ii) on each occasion, recorded in an official control log by the relevant Region Control Manager of Network Rail,

and prevention or restriction of access to the track or a section of the track shall have the meaning given to that term in paragraph 1(a)(i) of Schedule 10.4 (Force Majeure);

"Settlement Proposal"

has the meaning given to it in paragraph 3.2 of Schedule 4 (Persons with Disabilities and Disability Discrimination);

"Shared Cost Arrangement"

has the meaning given to it in the Railways Pension Scheme;

"Shared Facilities"

means those facilities in respect of which the Franchisee and Network Rail carry out their respective activities concurrently;

"Significant Alterations"

shall, in relation to any proposed new or amended Timetable, include alterations from the then current Timetable which result in, or are likely to result in:

(a) the addition or removal of railway passenger services;

(b) changes to stopping patterns or destinations or origin;

(c) changes of timings for first/last trains by more than ten minutes;

(d) changes to clockface (or near clockface) service patterns (meaning the provision of railway passenger services at a specified time or times

relative to the hour); and/or

- (e) significant changes to journey times and/or key connections at the Station or at other stations at which relevant railway passenger services call;

"Single Fare"

means a Fare which entitles the purchaser to make, without further restrictions as to the time of day for which the Fare is valid, on any one day, one journey in Standard Class Accommodation between the stations and/or the zones for which the Fare is valid;

"Small and Medium-sized Enterprises ("SMEs")"

means any individual micro, small or medium sized enterprise meeting the requirements set out in EU Recommendation 2003/36 and broadly falling into one of three categories, based on a combination of:

- (a) the number of employees; and
- (b) either its turnover **or** its balance sheet total.

The three categories are:

Company category	Employees	Turnover <u>or</u>	Balance sheet total
Medium	<250	≤ €50m	≤ €43m
Small	<50	≤ €10m	≤ €10m
Micro	<10	≤ €2m	≤ €2m

"South East Flexible Ticketing Programme"

means the programme of activities and objectives prescribed by the SEFT Delivery Agreement;

"Spares"

means parts and components of rolling stock vehicles which are available for the purpose of carrying out maintenance services on rolling stock vehicles;

"Specifically Included Change of Law"

has the meaning given to it in the definition of Change of Law;

"Stakeholder"

means the Rail Passengers' Council and any relevant Local Authority and organisations who can reasonably be considered to have a legitimate and proper interest in the Passenger Services including Community Rail Partnerships representing Community Rail Routes designated as such by the Secretary of State;

"Standard Class Accommodation"

means, in respect of any train or service, accommodation which is available to the purchaser of any Fare which, taking into

account any rights or restrictions relating to that Fare (other than restrictions relating to accommodation on that train or service), entitles such purchaser to make a journey on that train or service (provided that any accommodation on such train which may have been reserved by such purchaser shall be deemed to have been made so available if, had it not been so reserved, it would have been available for use by such purchaser);

"Start Date"

means the time and date stated in the Certificate of Commencement as being the time at and date on which the Franchisee is to commence operating the Franchise Services, which shall either be:

- (a) 0200 on 21 July 2013; or
- (b) such later time and date as may be notified to the Franchisee by the Secretary of State pursuant to Clause 4.2 or Clause 4.3 of the Conditions Precedent Agreement;

"Start Date Local Authority Service"

mean each of the following services for the carriage of passengers by rail provided by the Franchisee pursuant to an agreement with a Relevant Local Authority on the Start Date:

none;

"Start Date Transfer Scheme"

has the meaning given to it in Clause 5.1 of the Conditions Precedent Agreement;

"Station"

means:

- (a) any station in respect of which the Franchisee has entered into a Station Lease; or
- (b) any New Station at which the Franchisee becomes the Facility Owner;

"Station Access Conditions"

has the meaning given to it in the relevant Access Agreement to which it relates;

"Station Charge Adjustment"

means any adjustment to payments under an Access Agreement determined in accordance with paragraph 2 of Schedule 8.4 (Track Access Adjustments and Station Charge Adjustments);

"Station Lease"

means:

- (a) any lease of a station that the

Franchisee is a party to as at the Start Date; or

- (b) a lease of any other station to which the Franchisee becomes the Facility Owner at any time during the Franchise Period;

"Station Service"	means any service specified in paragraph 3 of Schedule 1.6 (Franchise Services) which may be provided by the Franchisee at the Stations;
"Station Sublease"	means a lease or sub lease of premises comprising part or parts of a Station exclusively occupied by another Train Operator;
"Stored Credit Balance"	means any monetary amount held by the Franchisee which a passenger can apply at a future date to the purchase of a Fare (and stored in any medium);
"St. Ives to Penzance Incremental All Year Passenger Services"	means the additional train services detailed in paragraph 9.4(a) of Part 2 to Schedule 3 (Priced Options);
"St. Ives to Penzance Summer Only Passenger Services"	means the additional train services detailed in paragraph 8.4(a) of Part 2 to Schedule 3 (Priced Options);
"Suburban Station"	<p>means any station which is not a London Station and which is listed below or which is closer to London than (and on the same line as) the following stations:</p> <p>Shoeburyness, Southend Victoria, Southminster, Marks Tey (excluding Sudbury branch), Audley End (but not including Stansted Airport), Ashwell and Morden, Arlesey, Harlington, Bletchley (excluding Bedford branch), Aylesbury, Haddenham & Thame Parkway, Twyford (including Henley branch), Earley, Fleet, Alton, Whitley, Christ's Hospital, Brighton (excluding Coastway), Windsor & Eton Riverside, East Grinstead, Crowborough, Wadhurst, Paddock Wood (including the line between Strood and Paddock Wood), Maidstone East, Canterbury East, Margate;</p>
"Successor Operator"	means a Train Operator succeeding or intended by the Secretary of State to succeed (and whose identity is notified to the Franchisee by the Secretary of State) the Franchisee in the provision or operation of all or any of the Franchise Services including, where the context so admits, the Franchisee where it is to

	continue to provide or operate the Franchise Services following termination of the Franchise Agreement;
"Successor Operator Timetable"	has the meaning given to it in paragraph 8(a) of Schedule 14.1 (Maintenance of Franchise);
"Summer"	mean that period in any year from the Timetable Change Date in May until the first Engineering Change Date (as shown in the Timetable Planning Rules) in September (or if this does not exist in any year then until the second Saturday after August Bank Holiday Monday);
"Supplemental Agreement"	means a supplemental agreement between the Franchisee and a Successor Operator to be entered into pursuant to a Transfer Scheme, being substantially in the form of Appendix 2 (Form of Supplemental Agreement) to Schedule 15.4 (Provisions Applying on and after Termination), but subject to such amendments as the Secretary of State may reasonably make thereto as a result of any change of circumstances (including any Change of Law) affecting such supplemental agreement between the date of the Franchise Agreement and the date on which the relevant Transfer Scheme is made and subject further to paragraph 3.2 of Schedule 15.4;
"TARA Operator Default"	has the same meaning as is given to the term "Operator Default" under the Train Availability and Reliability Agreement;
"Target Passenger Demand"	means the higher of Actual Passenger Demand and Forecast Passenger Demand or any other level of passenger demand specified by the Secretary of State not being greater than the higher of Actual Passenger Demand or Forecast Passenger Demand;
"Tavistock to Plymouth Passenger Services"	means the additional train services detailed in paragraph 11.4(a) of Part 2 to Schedule 3 (Priced Options);
"Taxation"	means any kind of tax, duty, levy or other charge whether or not similar to any in force at the date of the Franchise Agreement and whether imposed by a local, governmental or other competent authority in the United Kingdom or elsewhere;
"Technical Support Contract"	means a contract for technical support to which the Franchisee is a party, relating to the rolling stock vehicles used in the provision of the

Passenger Services;

"Termination Event" has the meaning given to it in paragraph 3 of Schedule 10.3 (Events of Default and Termination Event);

"Termination Notice" means a notice from the Secretary of State to the Franchisee terminating the Franchise Agreement following an Event of Default or a Termination Event in accordance with Schedule 10.2 (Termination and Expiry);

"Third Profit Share Threshold" has the meaning given to it in paragraph 3 of Schedule 8.1 (Franchise Payments);

"Threshold Amount" means, for any Franchisee Year, in respect of any other circumstance, an amount, whether positive or negative, which is determined in accordance with the following formula:

$$TA = FAT \times RPI$$

where:

TA is the Threshold Amount for any Franchisee Year;

FAT is the amount for the relevant Franchisee Year specified in column 2 of the table in Schedule 9.4; and

RPI is ascertained as follows:

$$\frac{CRPI}{ORPI}$$

where:

CRPI means the Retail Prices Index published in the January immediately preceding the commencement of that Franchisee Year; and

ORPI means the Retail Prices Index for January 2013,

provided that, for the first Franchisee Year RPI shall be one;

"Through Ticketing (Non-Travelcard) Agreement" means the agreement of that name referred to in paragraph (a)(v) of the definition of Inter-Operator Schemes;

"Ticketing and Settlement Agreement" means the Ticketing and Settlement Agreement dated 23 July 1995 between RSP, the Franchisee and the other Train Operators named therein, as amended from time to time

with the approval of the Secretary of State;

"Timetable"

means the timetable which reflects the working timetable issued by Network Rail at the conclusion of its timetable development process, containing the departure and arrival times of:

- (a) all Passenger Services which call at Stations and Franchisee Access Stations; and
- (b) principal Connections at those stations and other stations;

"Timetable Development Rights"

means all or any of the rights of the Franchisee under any Track Access Agreement to:

- (a) operate Passenger Services and ancillary movements by virtue of that Track Access Agreement;
- (b) deliver any required notification and/or declaration to Network Rail in respect of its intention to exercise any rights;
- (c) make or refrain from making any bids for Train Slots, in each case before any relevant priority dates provided for in, and in accordance with, the Network Code;
- (d) surrender any Train Slots allocated to the Franchisee by Network Rail in accordance with the Network Code;
- (e) object to, make representations, appeal or withhold consent in respect of any actual or proposed act or omission by Network Rail; and
- (f) seek from Network Rail additional benefits as a condition to granting any consent to any actual or proposed act or omission by Network Rail;

"Timetabling and Train Planning Compliance Investigation"

has the meaning set out in paragraph 2.1 of Schedule 1.2 (Operating Obligations);

"TOC Minute Delay Benchmark"

means any of the performance levels in respect of Minutes Delay attributable to the Franchisee set out in the TOC Minute Delay Benchmark Table;

"TOC Minute Delay"

means the table set out in Appendix 2 (TOC Minute Delay Benchmark Table) to Schedule

Benchmark Table"	7.1 (Performance Benchmarks);
"Total Actual Operating Costs"	means the sum of the Actual Operating Costs for the relevant Reporting Period and each of the 12 preceding Reporting Periods during the Franchise Term (or the sum of the Actual Operating Costs for the relevant Reporting Period and all of the Reporting Periods that have elapsed since the Start Date where insufficient Reporting Periods have elapsed to enable the former calculation to be made);
"Total Forecast Modified Revenue"	means the sum of the Forecast Modified Revenue for each of the 13 Reporting Periods following the relevant Reporting Period (or, where there are less than 13 Reporting Periods remaining in the Franchise Term, the remaining Reporting Periods);
"Total Forecast Operating Cost"	means the sum of the Forecast Operating Cost for each of the 13 Reporting Periods following the relevant Reporting Period (or, where there are less than 13 Reporting Periods remaining in the Franchise Term, the remaining Reporting Periods);
"Total Modified Revenue"	means the sum of the Modified Revenue for the relevant Reporting Period and each of the 12 preceding Reporting Periods during the Franchise Term (or the sum of the Modified Revenue for the relevant Reporting Period and all of the Reporting Periods that have elapsed since the Start Date where insufficient Reporting Periods have elapsed to enable the former calculation to be made);
"Track Access Adjustment"	means any adjustment to payments under a Track Access Agreement determined in accordance with paragraph 1 of Schedule 8.4 (Track Access Adjustments and Station Charge Adjustments);
"Track Access Agreement"	means each Access Agreement between Network Rail and the Franchisee which permits the Franchisee to provide the Passenger Services on track operated by Network Rail;
"Train Availability and Reliability Agreement"	means the train service availability and reliability agreement to be entered into by the Franchisee and the TSP in accordance with the provisions of paragraph 3 of Schedule 6.3 (The IEP Provisions);
"Train Fleet"	means: <ul style="list-style-type: none"> (a) the rolling stock vehicles described in or required by Schedule 1.7 (The Train

Fleet); and

- (b) any other rolling stock vehicles the Secretary of State consents to in accordance with paragraph 12 of Schedule 1.1 (Service Development) from time to time;

"Train Mileage"

means, in relation to any period, the aggregate train mileage covered during such period by each train used in the provision of the Passenger Services (excluding, any train mileage covered as a result of positioning or other movements of rolling stock vehicles outside the Timetable) and **"Train Miles"** shall be construed accordingly;

"Train Operator"

means a franchisee or franchise operator, either of which operate railway passenger services pursuant to a franchise agreement or a Public Sector Operator;

"Train Plan"

means the plan and/or diagram of the Franchisee for the operation of trains and train formations under the Timetable set out in the document in the agreed terms marked TP and any other Train Plan developed in accordance with Schedule 1.1 (Service Development) except that when used in Schedule 7.1 (Performance Benchmarks), it shall have the meaning given to it in paragraph 2.15 of Schedule 7.1 (Performance Benchmarks);

"Train Service Requirement"

means the train service requirement more particularly described in paragraph 1.1 of Schedule 1.1 (Service Development) as it may subsequently be amended or replaced in accordance with Schedule 1.1 (Service Development);

"Train Slots"

shall have the meaning given to it in the Network Code;

"Transfer Scheme"

means a transfer scheme made by the Secretary of State under Section 12 and Schedule 2 of the Railways Act 2005 (or equivalent statutory provision) pursuant to paragraph 3.1 of Schedule 15.4 (Provisions Applying on and after Termination), being substantially in the form of Appendix 1 (Form of Transfer Scheme) to Schedule 15.4, but subject to such amendments as the Secretary of State may make thereto as a result of any change of Law affecting such transfer scheme or other change of circumstances between the date of the Franchise Agreement and the date

	on which such scheme is made;
"Transport Act"	means the Transport Act 2000;
"Transport Direct"	means the website offering free information for door to door travel for both public transport and car journeys around Great Britain;
"Transport for London" or "TfL"	means Transport for London as established under the Greater London Authority Act 1999;
"Transport Trading Limited" or "TTL"	means Transport Trading Limited (registered number 03914810) a wholly owned subsidiary of Transport for London;
"TransWilts Rail (Phase 1) Passenger Services"	means the additional Passenger Services detailed in paragraph 5.4(a) of Part 2 to Schedule 3 (Priced Options);
"Travelcard Agreement"	means the agreement of that name referred to in paragraph (a)(iv) of the definition of Inter-Operator Schemes;
"Traveline"	means the telephone enquiry service providing information on all public transport across the United Kingdom;
"TSI"	means any Technical Standard for Interoperability with which the Franchisee is required to comply pursuant to Directives EU 96/48 and EU 2001/16 and related legislation;
"TSP"	means Agility Trains West Limited (company number 07930606) a company incorporated in England and Wales and whose registered address is at 7 th Floor, 40 Holborn Viaduct, London EC1N 2PB;
"TSR (TDR) Amendment"	has the meaning given in paragraph 5.7 of Schedule 1.1 (Service Development);
"Turnaround Time"	means the time specified in the Train Plan between the completion of a Passenger Service in accordance with the Timetable and the commencement of the next Passenger Service in accordance with the Timetable on the same day using some or all of the same rolling stock vehicles;
"Turnover"	means, in relation to any period, the aggregate revenue (excluding any applicable Value Added Tax) accruing to the Franchisee from the sale of Fares and the receipt of Franchise Payments during such period;
"TVM"	means a Ticket Vending Machine;

"Value"	means at any time the aggregate of the Projected Revenue of each Fare in a Fares Basket at that time;
"Value Added Tax"	means value added tax as provided for in the Value Added Tax Act 1994;
"Variation"	means a variation to the terms of the Franchise Agreement pursuant to paragraph 1 of Schedule 19 (Other Provisions);
"Weekday"	means any day other than a Saturday, a Sunday or a Bank Holiday;
"Weekly Season Ticket"	means a Season Ticket Fare which is valid in Standard Class Accommodation from (and including) the day it first comes into effect until (but excluding) the day which falls seven days after such day;
"Yield Management Data"	<p>means data collected by or on behalf of the Franchisee for the purpose of or in connection with managing or setting the prices at which any tickets for travel on the Passenger Services are sold and/or any quotas and/or restrictions applying to such tickets including:</p> <ul style="list-style-type: none"> (a) the number of passengers travelling upon any particular Passenger Service; (b) the ticket types held by such passengers; (c) the prices paid by such passengers for such tickets; and (d) the dates and/or times between which such tickets were made available to purchase at such prices;
"Yield Management System"	means any system (whether a Computer System or otherwise) for the collection of Yield Management Data and/or onto which Yield Management Data is input, processed and/or held as such system may be amended or altered from time to time; and
"Zone"	means a zone set out in the map in Schedule 2 of the Travelcard Agreement on the date such agreement came into effect or as amended by agreement with the Secretary of State.

3. **COMMENCEMENT**

3.1 The clauses of this Agreement and the following Schedules of this Agreement shall take effect and be binding upon each of the Secretary of State and the Franchisee immediately upon signature of this Agreement:

- (a) paragraph 11 of Schedule 1.1 (Service Development) to the extent that the Secretary of State is exercising relevant rights in relation to the implementation of the Crossrail Programme and the operation of the Crossrail Services by the Crossrail Operator;
- (b) paragraph 2 of Schedule 2.2 (Security of Access Agreements, Rolling Stock Leases, Station and Depot Leases);
- (c) paragraph 2 of Schedule 2.3 (Third Party Delivery of Passenger Services and Other Franchisees);
- (d) paragraph 4.3 of Schedule 4 (Persons with Disabilities and Disability Discrimination);
- (e) Schedule 5.1 (Purpose, Structure and Construction);
- (f) Schedule 5.3 (Allocation of Fares to Fares Baskets);
- (g) the definitions and interpretation section of Schedule 6.3 (The IEP Provisions), paragraphs 2.1 to 2.10 and paragraphs 3.1 to 3.2 of Schedule 6.3 (The IEP Provisions);
- (h) Schedule 5.7 (Changes to Fares and Fares Regulation);
- (i) Schedule 9 (Changes);
- (j) Schedule 10 (Remedies, Termination and Expiry);
- (k) paragraph 2 of Schedule 11 (Agreement Management Provisions);
- (l) paragraph 4 of Schedule 12 (Financial Obligations and Covenants);
- (m) paragraphs 1, 5, 6, 7 and 8 of Schedule 13 (Information and Industry Initiatives);
- (n) Schedule 14.3 (Key Contracts);
- (o) Schedule 17 (Confidentiality and Freedom of Information); and
- (p) Schedule 19 (Other Provisions).

3.2 The other provisions of this Agreement shall take effect and become binding upon the parties on the Start Date, as stated in the Certificate of Commencement issued pursuant to the Conditions Precedent Agreement.

4. **TERM**

This Agreement shall terminate on the Expiry Date or on the date of any earlier termination pursuant to Clauses 4.2(b) or 4.3(b) of the Conditions Precedent Agreement or pursuant to Schedule 10 (Remedies, Termination and Expiry).

5. GENERAL OBLIGATIONS

- 5.1 The Franchisee shall perform its obligations under the Franchise Agreement in accordance with its terms and with that degree of skill, diligence, prudence and foresight which would be exercised by a skilled and experienced Train Operator of the Franchise.
- 5.2 Any obligation on the part of the Franchisee to use all reasonable endeavours shall extend to consequent obligations adequately to plan and resource its activities, and to implement those plans and resources, with all due efficiency and economy.
- 5.3 The Franchisee shall co-operate with the Secretary of State and act reasonably and in good faith in and about the performance of its obligations and the exercise of its rights pursuant to the Franchise Agreement.
- 5.4 The Secretary of State shall act reasonably and in good faith in and about the performance of his obligations and the exercise of his rights pursuant to the Franchise Agreement.

6. COMPLIANCE WITH LAWS

The Franchisee shall at all times during the Franchise Term perform the Franchise Services and all its other obligations under the Franchise Agreement in accordance with all applicable Laws.

7. ENTIRE AGREEMENT

- 7.1 This Agreement and the Conditions Precedent Agreement contain the entire agreement between the parties in relation to the subject matter of the Franchise Agreement and supersede all prior agreements and arrangements between the parties other than any confidentiality agreements or undertakings which the Franchisee may have entered into with the Secretary of State in connection with his proposal to secure the provision of the Passenger Services under the Franchise Agreement.
- 7.2 The Franchisee hereby acknowledges that it is not entering into this Agreement and the Conditions Precedent Agreement in reliance on any warranties, representations or undertakings howsoever or to whomsoever made except in so far as such warranties, representations or undertakings are:
- (a) contained in the Franchise Agreement; or
 - (b) embodied in any warranties, representations or undertakings contained in the long form report provided by the Department for Transport in respect of First Greater Western Limited dated 2nd May 2012.
- 7.3 The Franchisee hereby acknowledges and agrees with the Secretary of State (for himself and as trustee for each of the other persons referred to therein) to the disclaimer of liability which is contained in the section entitled "Important Notice" contained in any document supplied by or on behalf of the Secretary of State in connection with the Franchise Agreement, the process leading to the entering into of the Franchise Agreement, or the Franchise Services (including any Invitation to Tender issued in connection therewith).
- 7.4 The Franchisee irrevocably and unconditionally waives any right which it may otherwise have to claim damages in respect of and/or to rescind this Agreement

and the Conditions Precedent Agreement on the basis of any warranty, representation (whether negligent or otherwise, and whether made prior to and/or in this Agreement or the Conditions Precedent Agreement) or undertaking howsoever or to whomsoever made unless and to the extent that such warranty, representation or undertaking was made fraudulently.

8. **GOVERNING LAW**

The Franchise Agreement (and any non-contractual obligations arising out of or in connection with it) shall be governed by and construed in accordance with the laws of England and Wales and the parties irrevocably agree that the courts of England and Wales are to have exclusive jurisdiction to settle any disputes which may arise out of or in connection with the Franchise Agreement, except as expressly set out in the Franchise Agreement.

IN WITNESS whereof the parties hereto have executed this Agreement the day and year first before written:

THE CORPORATE SEAL OF THE)
SECRETARY OF STATE FOR TRANSPORT)
is hereunto affixed:)

Authenticated by authority of the
Secretary of State for Transport

SIGNED FOR AND ON BEHALF OF)
[FRANCHISEE])

Director:

Director/Secretary:

SCHEDULE 1

Passenger Service Obligations

Schedule 1.1:	Service Development
Schedule 1.2	Operating Obligations
Schedule 1.3:	Not Used
Schedule 1.4	Passenger Facing Obligations
Schedule 1.5	Information about Passengers
Schedule 1.6	Franchise Services
Schedule 1.7	Train Fleet

SCHEDULE 1.1

Service Development

1. Train Service Requirement - Purpose And Responsibility

- 1.1 A Train Service Requirement is a minimum specification of Passenger Services and capacity to be provided by the Franchisee.
- 1.2 The Train Service Requirement as at the date of the Franchise Agreement is in the agreed terms marked **TSR**. Such Train Service Requirement shall remain in force unless and until amended or replaced pursuant to this Schedule 1.1. The Train Service Requirement does not in any way limit the Franchisee's obligations pursuant to paragraph 7 of this Schedule.
- 1.3 A Train Service Requirement may be expressed in whole or in part at any level of generality or to any level of detail the Secretary of State considers appropriate.

2. Train Plan

- 2.1 A Train Plan is the plan or diagram of the Franchisee for the operation of trains and train formations under the Timetable.
- 2.2 The Franchisee shall submit to the Secretary of State a Train Plan in respect of each Timetable in accordance with this Schedule 1.1.
- 2.3 In preparing any Train Plan, the Franchisee shall do so by reference to the timetable that it envisages operating in order to comply with the Train Service Requirement and paragraph 7 of this Schedule.
- 2.4 The Train Plan for the Timetable as at the Start Date is in the agreed terms marked **TP**.
- 2.5 Each Train Plan is to set out for each railway passenger service in the Timetable to which it relates:
 - (a) its start point and departure time;
 - (b) its terminating point and arrival time;
 - (c) the number and class of rolling stock vehicles allocated to each such railway passenger service;
 - (d) the passenger carrying capacity that each such railway passenger service, as formed, is to have; and
 - (e) its Forecast Passenger Demand and where this has been requested by the Secretary of State and is capable of calculation Actual Passenger Demand.
- 2.6 A Train Plan shall be in any format that the Secretary of State may reasonably specify for this purpose.

3. **Train Fleet**

3.1 The Franchisee's Train Fleet as at the Start Date is as set out in Table 1 contained in Schedule 1.7 (The Train Fleet).

3.2 The Franchisee shall comply with its obligations under:

- (a) paragraph 12 concerning changes to the composition and characteristics of the Train Fleet; and
- (b) paragraph 2 of Schedule 2.2 (Security of Access Agreements, Rolling Stock Leases, Station and Depot Leases) with respect to the Train Fleet.

4. **Consultation on Significant Alterations to the Timetable**

4.1 Notwithstanding any consultation the Secretary of State might separately undertake in respect of any amended or new draft Train Service Requirement issued pursuant to paragraph 8, the Franchisee shall where:

- (a) it intends that any future Timetable shall contain Significant Alterations compared to the Timetable then in force; and
- (b) such Significant Alterations are likely to have, in the reasonable opinion of the Franchisee, a materially adverse effect on:
 - (i) ability of passengers using any station served by the Passenger Services to make journeys relating to work or education at reasonably convenient times; and/or
 - (ii) the trading prospects of commercial enterprises located in any community in which a station served by the Passenger Services is located in consequence of it being more difficult for customers or employees to access such commercial enterprises through travel on the Passenger Services,

consult with Stakeholders who would reasonably be expected to be affected by any such Significant Alterations in relation to such proposed future Timetable.

4.2 Accordingly the Franchisee shall where the circumstances described in paragraph 4.1 apply:

- (a) as soon as reasonably practicable provide to the Secretary of State and all Stakeholders a comprehensive summary of the proposed changes from the Timetable then in force specifying the proposed Timetable changes, the reasons for them and the likely impact on passengers;
- (b) carry out the consultation in relation to such proposed changes using a reasonable range of communication channels (taking into account the scale of the proposed changes) and in a manner that can be reasonably expected to encourage responses from a broad range of affected Stakeholders;
- (c) give consultees such time as is reasonable under all the circumstances to respond (it being agreed that it shall normally be reasonable to give at least 12 weeks to respond in relation to major proposed Timetable changes);

- (d) take due account of the responses of consultees;
- (e) within six weeks of the close of the consultation (or such longer period as the Secretary of State may agree, such agreement not to be unreasonably withheld or delayed) publish a report containing a summary of the main issues raised by respondents (including quantitative analysis of the responses received), the reasoned response of the Franchisee to them and notification of how the Franchisee will now seek to exercise relevant Timetable Development Rights in the context of its obligation to take due account of the results of the consultation;
- (f) ensure that the published report is promptly provided to the Secretary of State and all respondents who submitted written responses to the consultation and published in a widely accessible form; and
- (g) ensure that the relevant Timetable Development Rights to implement the proposed Timetable change are not exercised prior to the publication of the report and to exercise such Timetable Development Rights in the manner indicated in the report.

5. **Timetable Development Rights**

- 5.1 The Franchisee shall use all reasonable endeavours to amend and/or enter into such Access Agreements as may be necessary or desirable from time to time to obtain the timetable development rights that it requires to secure a Timetable that enables it to operate railway passenger services that comply with the Train Service Requirement and otherwise comply with its obligations under the Franchise Agreement (including under paragraph 7 of this Schedule).
- 5.2 Prior to exercising any Timetable Development Rights to secure a Timetable the Franchisee shall calculate Forecast Passenger Demand and in doing so shall make reasonable assumptions based on robust, comprehensive and accurate empirical evidence and making proper use of recognised railway industry systems and forecasting tools as these may develop over the Franchise Period.
- 5.3 The Franchisee shall exercise its Timetable Development Rights so as to secure a Timetable that enables it to operate railway passenger services that comply with the Train Service Requirement and paragraph 7 of this Schedule in accordance with its obligations under paragraph 10.
- 5.4 Where the Franchisee proposes to exercise its Timetable Development Rights so that the Timetable in force after the relevant Passenger Change Date contains Significant Alterations to that in force prior to such Passenger Change Date the Franchisee shall, (without prejudice to its obligation to consult pursuant to paragraph 4) act reasonably with the intention of obtaining a Timetable which enables paragraphs 7.1(a) and 7.1(b) of this Schedule to be achieved in relation to each Passenger Service in the Timetable to the greatest extent reasonably practicable. It is agreed that in acting reasonably the Franchisee shall take full and proper account of its calculation of Forecast Passenger Demand made pursuant to paragraph 5.2.
- 5.5 Unless the Secretary of State otherwise directs, the Franchisee shall, for the purposes of securing a Timetable that complies with the Train Service Requirement and paragraph 7 of this Schedule, exercise its rights under the Track Access Agreement (including the Network Code) to object, to make representations and to withhold consent in respect of any actual or proposed act

or omission by Network Rail in relation to such agreement in respect of its Timetable Development Rights.

- 5.6 Subject to the Franchisee complying with its obligations under paragraph 5.5, it shall not be liable for any failure to secure a Timetable that enables the Franchisee to operate railway passenger services that comply with the Train Service Requirement or paragraph 7 of this Schedule, to the extent that such failure is caused by:
- (a) the Franchisee's Timetable Development Rights being inadequate to enable it to secure the requisite Train Slots, provided that the Franchisee has exercised and, unless otherwise agreed by the Secretary of State, is continuing to exercise all reasonable endeavours to obtain the requisite timetable development rights in accordance with paragraph 5.1;
 - (b) Network Rail exercising its flexing rights from time to time under the Track Access Agreement or the Network Code in respect of such Train Slots;
 - (c) Network Rail exercising its other rights from time to time under the Track Access Agreement or the Network Code; or
 - (d) the exercise by the ORR of its powers pursuant to Section 22C of the Act.

5.7

- (a) If and to the extent that the Franchisee is not able to secure a Timetable enabling it to operate railway passenger services that comply with the Train Service Requirement as a result of it not being able to obtain the timetable development rights that it requires for that purpose, then the Secretary of State shall (subject to paragraphs 5.7(b) and 5.7 (c) below) issue to the Franchisee such amendments to the Train Service Requirement ("**TSR (TDR) Amendment**") as the Secretary of State considers necessary such that the Franchisee is able to secure a Timetable in compliance with the Train Service Requirement as amended by the TSR (TDR) Amendments by exercise of the Timetable Development Rights that the Franchisee does have .
- (b) The Secretary of State shall have an unfettered discretion as to whether or not to issue a TSR (TDR) Amendment in circumstances where the Franchisee:
 - (i) has failed to exercise all reasonable endeavours to obtain the requisite timetable development rights in accordance with paragraph 5.1; and
 - (ii) it is not relieved by paragraph 5.6 from liability for such failure to secure a Timetable that enables the Franchisee to operate railway passenger services that comply with the Train Service Requirement.
- (c) Where the Secretary of State reasonably considers that the failure to secure a Timetable that enables the Franchisee to operate the Train Service Requirement is partly due to the default of the Franchisee in not properly complying with its obligations under the Franchise Agreement in relation to securing timetable development rights any TSR (TDR) Amendment shall not relieve the Franchisee of the obligation

to comply with the Train Service Requirement to the extent that the Secretary of State determines that the failure is due to such default of the Franchisee and the Franchisee may be in contravention of the Franchise Agreement accordingly.

- 5.8 Following issue of any TSR (TDR) Amendment pursuant to paragraph 5.7 the Franchisee shall, unless otherwise agreed by the Secretary of State, continue to use all reasonable endeavours to amend and/or enter into such Access Agreements as may be necessary or desirable from time to time to obtain the timetable development rights that it requires to secure a Timetable that enables it to operate railway passenger services that comply with the Train Service Requirement without such TSR (TDR) Amendment.
- 5.9 Any TSR (TDR) Amendment issued pursuant to paragraph 5.7 shall unless otherwise required by the Secretary of State, cease to have effect on the date (if any) on which the first Timetable comes into effect after the Franchisee has obtained the Timetable Development Rights that it requires to secure a Timetable that enables it to operate railway passenger services that comply with the Train Service Requirement without any such TSR (TDR) Amendment.
- 5.10 With effect from the date on which any TSR (TDR) Amendment ceases to have effect in accordance with paragraph 5.9 the Train Service Requirement without such TSR (TDR) Amendment shall thereafter apply.

6. **Certification and Notification by Franchisee of Exercising Timetable Development Rights**

- 6.1 Before exercising any Timetable Development Right to bid for Train Slots, the Franchisee shall provide a certificate addressed to the Secretary of State and signed by a statutory director of the Franchisee confirming that its proposed exercise of that Timetable Development Right will be compliant with its obligation specified in paragraph 5.3.
- 6.2 If requested by the Secretary of State, the Franchisee agrees to demonstrate to the reasonable satisfaction of the Secretary of State that the Franchisee's certificate referred to in paragraph 6.1 is a true and accurate confirmation of compliance with its obligation specified in paragraph 5.3.
- 6.3 The Franchisee shall:
- (a) keep the Secretary of State fully informed of any discussions with Network Rail in relation to the matters referred to in this Schedule 1.1 which may, in the reasonable opinion of the Franchisee, have a material bearing on the ability of the Franchisee to deliver the Train Service Requirement through the Timetable or meet the requirements of paragraph 7 of this Schedule and shall, if required to do so by the Secretary of State, supply copies of any related correspondence to the Secretary of State; and
 - (b) update any notification under this paragraph 6.3 and/or certification under paragraph 6.1 as soon as reasonably practicable, if at any time it elects or is required to modify any aspect of its exercise of its Timetable Development Rights following Network Rail's proposed or actual rejection or modification of its bid or any part of it or for any other reason.

7. Train Plan

7.1 Capacity Planning

The Franchisee shall, in preparing its Train Plan, unless the Secretary of State otherwise agrees, provide for the passenger carrying capacity specified in the TSR and use all reasonable endeavours to:

- (a) provide for passenger carrying capacity on the Peak Passenger Services such that, on the basis of Target Passenger Demand, the level of Passengers in Excess of Capacity on such Peak Passenger Services is less than the Crowding Limit; and
- (b) provide for Seated Capacity on each Off Peak Passenger Service that meets as a minimum the Target Passenger Demand for that Passenger Service

provided that for the purpose of this paragraph 7.1(b) "Seated Capacity" shall mean, in relation to a Passenger Service, the seated capacity of the rolling stock vehicles (as stated in Schedule 1.7 (the Train Fleet)) from which the Passenger Service is formed.

7.2 Allocation of rolling stock where Franchisee unable to meet Target Passenger Demand and the provisions of paragraphs 7.1(a) and 7.1(b)

If at the time it prepares its Train Plan, having exercised all reasonable endeavours, the Franchisee is unable to prepare a Train Plan having the passenger carrying capacity referred to in paragraphs 7.1 (a) and (b), then the Train Plan shall provide for the passenger carrying capacity specified in the TSR and, having done this, specify the best allocation of rolling stock vehicles to Passenger Services that is reasonably practicable with a view to:

- (a) minimising, so far as is possible, the amount by which, on the basis of Target Passenger Demand, the level of Passengers in Excess of Capacity on the affected Peak Passenger Services exceeds the Crowding Limit;
- (b) minimising, so far as is possible, the amount by which Target Passenger Demand exceeds the provision of Seated Capacity on the affected Off Peak Passenger Services; and
- (c) ensuring, so far as is possible, that such excess is not unduly concentrated on any particular Route or Passenger Service.

7.3 The Franchisee shall in preparing its Train Plan take full and proper account of its calculation of Forecast Passenger Demand and use all reasonable endeavours to ensure that the Train Fleet is deployed in an optimal manner for the purposes of complying with its obligations under sub paragraphs 7.1 and 7.2 above including by deploying the entire Train Fleet (excluding reasonable planning requirements for the allocation of Hot Standbys or other rolling stock vehicles to be out of service due to maintenance requirements, Mandatory Modifications or any other reason agreed with the Secretary of State (such agreement not to be unreasonably withheld or delayed)) at times where such deployment of the entire Train Fleet is reasonably required to meet the Franchisee's obligations pursuant to sub paragraphs 7.1 and 7.2 above.

7.4 The Franchisee shall submit its proposed Train Plan to the Secretary of State as soon as reasonably practicable after Network Rail has published the working timetable on which the Timetable is to be based.

7.5 The Franchisee shall submit its final Train Plan to the Secretary of State prior to the commencement of the Timetable to which it relates. It shall be certified by a statutory director of the Franchisee as being true and accurate and including the passenger carrying capacity required by the TSR.

8. **Capacity Mitigation Plan Franchisee Informed Opinion and new or amended Train Service Requirement**

8.1

(a) If at any time the number of passengers carried on the Peak Passenger Services is, or has been, in excess of the Crowding Limit ("Passengers in Excess of Capacity") the Secretary of State may serve a notice on the Franchisee requiring it to produce a plan to a reasonable specification provided with the notice to remedy or mitigate such Passengers in Excess of Capacity ("**Capacity Mitigation Plan**"). Such specification may, without limitation, include measures to be implemented by the Franchisee to:

- (i) remedy the circumstances leading to such Passengers in Excess of Capacity; and/or
- (ii) minimise the occurrences of Passengers in Excess of Capacity on the Peak Passenger Services in accordance with the requirements of this Agreement,

in all such cases (unless the Secretary of State specifies to the contrary) taking into account both Actual Passenger Demand and Forecast Passenger Demand. Where the Secretary of State reasonably believes that future circumstances may lead to Passengers in Excess of Capacity within the next four years (including after the end of the Franchise Term) he shall have the right to serve notice on the Franchisee specifying those future circumstances and the date that the Franchisee should assume that they will arise from and requiring it to produce a Capacity Mitigation Plan to remedy or mitigate such future circumstances on the basis of assumptions provided by the Secretary of State.

(b) The Capacity Mitigation Plan shall (unless the Secretary of State specifies to the contrary) include the Franchisee's informed estimate of Forecast Passenger Demand, in such format and to such level of disaggregation as the Secretary of State may reasonably require. Without limitation such specification may require the Franchisee to present options to address relevant issues through:

- (i) alterations to the Train Service Requirement;
- (ii) modification of rolling stock or the acquisition of additional or replacement rolling stock;
- (iii) alterations to Fares; and/or
- (iv) alterations or enhancements to any track, signalling, station, depot or other relevant railway infrastructure.

- (c) The Capacity Mitigation Plan shall provide a comprehensive analysis backed by relevant data and assumptions of:
 - (i) all cost and revenue and other financial implications of options contained within it including the potential implications for Franchise Payments;
 - (ii) the implications (if any) for Benchmarks; and
 - (iii) the likely impact of options within it for existing and future passenger journeys and journey opportunities.
- (d) The Franchisee shall meet with the Secretary of State to discuss the Capacity Mitigation Plan and provide such further information or analysis and further iterations of the Capacity Mitigation Plan as the Secretary of State shall reasonably require.

8.2 Prior to issuing any amended or new Train Service Requirement the Secretary of State shall provide to the Franchisee his draft of any proposed amended or new Train Service Requirement stating the date upon which he proposes that such amended or new Train Service Requirement should take effect along with the Secretary of State's view as to the changes (if any) that he proposes to make to the Benchmarks.

On receipt of any such draft of a proposed amended or new Train Service Requirement the Franchisee shall provide to the Secretary of State if so requested:

- (a) its informed opinion with supporting reasons as to the impact of the proposed amended or new Train Service Requirement on the delivery of an optimal range of railway passenger services patterns relative to Target Passenger Demand and compliance with paragraph 7.1 of this Schedule;
- (b) its informed opinion with supporting reasons as to the changes to resources and adjustment to Franchise Payments (if any) which would be required in consequence of the proposed amended or new Train Service Requirement;
- (c) its informed opinion with supporting reasons as to changes (if any) to the Benchmarks;
- (d) its informed opinion of the process to be required to implement the proposed amendment to the Train Service Requirement together with a plan for the implementation of the amendment to the Train Service Requirement (including all steps required to ensure that the Franchisee can deliver a Timetable compliant with such amended or new Train Service Requirement) prepared in accordance with procedural arrangements specified by the Secretary of State pursuant to paragraph 9; and
- (e) its informed opinion with supporting reasons of the likely impact of the proposed amended or new Train Service Requirement on existing and future passenger journeys and journey opportunities.

8.3 There may be iterations of drafts of the proposed amended or new Train Service Requirement and the Franchisee shall to the extent required by the Secretary of

State have the obligations described in this paragraph 8 in respect of all such iterations.

- 8.4 Processes contained in this paragraph 8 shall take place in accordance with procedural arrangements and timescales stipulated by the Secretary of State pursuant to paragraph 9.2.
- 8.5 The Secretary of State may, in accordance with any stipulation made under paragraph 9.2, issue to the Franchisee any amended or new Train Service Requirement that he requires the Franchisee to operate and notice of the changes (if any) to the Benchmarks. Such amended or new Train Service Requirement will be issued prior to the commencement of the timetable development process of Network Rail for the Timetable in respect of which it is proposed to implement the change to Passenger Services arising from the amended or new Train Service Requirement. In the absence of the Secretary of State issuing any amended or new Train Service Requirement the existing Train Service Requirement will remain in full force and effect. The degree of variation from any Train Service Requirement specified when the Franchise Agreement was entered into in respect of any particular period and brought about by any amended or new Train Service Requirement issued pursuant to this paragraph 8.5 shall (where relevant) be of a magnitude no greater than that contemplated by the Invitation to Tender.
- 8.6 At the same time as the Secretary of State provides the Franchisee with a draft of any proposed amended or new Train Service Requirement pursuant to paragraph 8.2, the Secretary of State shall also provide to the Franchisee his opinion of any changes (if any) that are required to the Benchmarks.

9. **Procedure**

- 9.1 The Franchisee agrees that the effective operation of the provisions of this Schedule 1.1, and of provisions addressing the same or similar matters in other franchise agreements, will require certain procedural arrangements and timescales to be followed to a common timescale by the Secretary of State, the Franchisee and others.
- 9.2 The Franchisee agrees that the Secretary of State may stipulate any reasonable procedural arrangements and timescales that are to be followed by the Secretary of State and the Franchisee for these purposes (which shall be consistent with any relevant standard railway industry processes for timetable development) and that the Secretary of State may amend any such stipulation from time to time.
- 9.3 The Secretary of State agrees to consult the Franchisee as far as reasonably practicable prior to stipulating or amending any such procedural arrangements and timescales in accordance with paragraph 9.2.
- 9.4 Any stipulation by the Secretary of State pursuant to paragraph 9.2:
- (a) shall be at the reasonable discretion of the Secretary of State;
 - (b) may contain procedural arrangements and timescales to be followed by the Franchisee in relation to other changes to the Franchise Services (pursuant to paragraph 1 of Schedule 19 (Other Provisions)) in conjunction with the Train Service Requirement; and
 - (c) may provide for iterations of drafts of any amended or new Train Service Requirement, Train Plan or Timetable.

9.5 Any procedural arrangements and timescales stipulated by the Secretary of State pursuant to paragraph 9.2 shall have contractual effect between the Franchisee and the Secretary of State in accordance with the terms of such stipulation.

10. Obligations in relation to other Train Operators

Subject to the terms of the Licences and any applicable Law, the Franchisee shall co-operate with other Train Operators in respect of their timetable development rights where such other Train Operators provide railway passenger services meeting common or displaced passenger demand, with a view to ensuring that:

- (a) the levels of overcrowding over the Routes or other relevant routes are minimised and not unduly concentrated on particular railway passenger services, Routes or other relevant routes;
- (b) the stopping patterns of such railway passenger services are placed at approximately evenly-spaced intervals throughout each relevant hour, taking into account the reasonable needs of passengers and the different types of railway passenger services provided by other Train Operators and the Franchisee; and
- (c) a reasonable pattern of railway passenger service is provided on the relevant route(s) to enable passengers to make Connections (particularly where low frequency railway passenger services are operated or last trains are involved, taking account of seasonal fluctuations in passenger demand and the time needed to make any such Connection).

11. Provisions relating to Access Agreements and Property Leases

11.1 Where the Secretary of State considers it requisite for the purposes of better securing the delivery of railway passenger services under the Franchise Agreement, or any other franchise agreement, the better achievement by him of any of his duties, functions and powers in relation to railways or the implementation of the Crossrail Programme and the operation of the Crossrail Services by the Crossrail Operator the Secretary of State may require the Franchisee:

- (a) to exercise or refrain from exercising any or all of its rights under any Access Agreement or any Property Lease, or any related rights under such other agreements as the Secretary of State may specify; and/or
- (b) subject to the consent of the counterparty thereto, to assign, novate or surrender its rights under any Access Agreement or Property Lease.

11.2 Except to the extent that the Secretary of State otherwise indicates from time to time, the Franchisee shall notify the Secretary of State of its intention to enter into or amend any Access Agreement:

- (a) where the approval of the ORR is required under the Act, not less than 10 business days before the submission to the ORR; and
- (b) where no such approval is required, not less than 10 business days prior to entering into such amendment or Access Agreement.

11.3 The Franchisee shall comply with its obligations under any Access Agreement or any Property Lease to which it is a party from time to time:

- (a) to notify or consult with the Secretary of State on any matter or proposal relating to that Access Agreement or Property Lease; and
- (b) which are contingent on a particular course of action being taken by the Secretary of State or which are otherwise expressly included in that Access Agreement or Property Lease for the benefit of the Secretary of State.

11.4 If and to the extent that:

- (a) the Secretary of State exercises his rights pursuant to paragraph 11.1;
 - (b) the Franchisee's compliance with the Secretary of State's requirements pursuant to paragraph 11.1 would lead to the unavoidable consequence of the Franchisee contravening any other terms of the Franchise Agreement or the occurrence of an Event of Default; and
 - (c) the Franchisee duly complies with such requirements,
- no such contravention of the Franchise Agreement or Event of Default shall have occurred.

12. **Changes to the Train Fleet**

12.1 Subject to paragraph 12.2 the Franchisee shall maintain the composition of the Train Fleet during the Franchise Term, unless the Secretary of State otherwise agrees, such that there are no changes to the Train Fleet, including changes:

- (a) to the classes or types;
 - (b) to the interior configurations; or
 - (c) which may reduce the journey time capabilities,
- of any rolling stock vehicles specified in the Train Fleet.

12.2

- (a) The Franchisee shall procure that the rolling stock vehicles described in the Tables contained in Schedule 1.7 (The Train Fleet), with the capacity and other characteristics referred to there, are available for deployment in the provision of the Passenger Services to the extent required by the Timetable and Train Plan during the periods referred to there.
- (b) Where any rolling stock vehicles referred to in Table 1 in Schedule 1.7 cease to be leased on the date so specified in Table 1 and the Franchisee does not take on lease rolling stock vehicles designated as being replacement rolling stock vehicles for such vehicles in Table 2 of Schedule 1.7 or any rolling stock referred to in Table 2 of Schedule 1.7 cease to be leased on the date so specified in Table 2 the Franchisee shall (unless otherwise agreed by the Secretary of State and subject to compliance with all other relevant provisions of this Agreement including in relation to Rolling Stock Related Contracts) include in the Train Fleet substitute rolling stock which has:
 - (i) at least the capacity specified in respect of the rolling stock vehicles being substituted;

- (ii) reliability, capability and quality that is at least equal to the reliability, capability and quality of the rolling stock vehicles being substituted; and
- (iii) an aggregate total capacity which is at least equal to the aggregate total capacity of the rolling stock vehicles being substituted or such higher amount of aggregate capacity as is specified by this Agreement.

12.3 During the Franchise Term, the Franchisee shall advise the Secretary of State of any rolling stock vehicles damaged beyond economic repair or likely to be unavailable for service for a period of three consecutive Reporting Periods or more.

12.4 If any change is made to the Train Fleet in accordance with this paragraph 12, the Secretary of State may, after consulting the Franchisee, notify the Franchisee of the passenger carrying capacity of any rolling stock vehicles or class of rolling stock vehicles comprising the Train Fleet following such change.

13. **The Timetable and the Working Timetable**

13.1 Any specification of railway passenger services in a Train Service Requirement shall (unless the Secretary of State states to the contrary) be regarded as relating to how those services are to be provided for in the National Rail Timetable that Network Rail publishes for passengers, and not how they are to be provided for in the working timetable that Network Rail issues to industry parties at the conclusion of its timetable development process.

13.2 Accordingly, the Franchisee's obligations specified in paragraph 5.3 shall be construed as an obligation to secure the requisite Train Slots in the working timetable to be issued by Network Rail at the conclusion of its timetable development process that will permit the Franchisee to operate railway passenger services that comply with the Train Service Requirement provided for in the relevant Timetable.

13.3 The Franchisee shall ensure, for each period between two consecutive Passenger Change Dates during the Franchise Term, that the Timetable for such period is, in its reasonable opinion, not materially different from the relevant working timetable issued by Network Rail at the conclusion of its timetable development process.

SCHEDULE 1.2

Operating Obligations

1. Daily Operating Obligations

- 1.1 The Franchisee agrees to use all reasonable endeavours to operate on each day of the Franchise Term each of its Passenger Services as are set out in the Plan of the Day for that day and with at least the passenger carrying capacity specified in the Train Plan for that Passenger Service. The Franchisee shall notify the Secretary of State as soon as reasonably practicable if it has on any day of the Franchise Term failed to operate to a material extent each of its Passenger Services as are set out in the Plan of the Day for that day and with at least the passenger carrying capacity specified in the Train Plan for that Passenger Service.
- 1.2 The Franchisee shall ensure that its performance in each Reporting Period, calculated as a moving annual average in accordance with Schedule 7.1 (Performance Benchmarks), does not exceed (that is, is neither equal to or worse than) each Breach Performance Level in respect of that Reporting Period. It shall be a contravention by the Franchisee of the terms of the Franchise Agreement if its performance exceeds (that is, is equal to or worse than) any Breach Performance Level in any Reporting Period.

2. Train Service Requirement and Capacity Compliance

- 2.1 If the Secretary of State considers that the Franchisee may have breached any of its obligations under paragraphs 5.1, 5.3, 5.4, 5.5, 7.1 and 7.2 of Schedule 1.1 (Service Development) or paragraph 1.1 of this Schedule 1.2, he shall (in addition to his right to obtain further information pursuant to paragraph 1.1 of Schedule 1.5 (Information about Passengers) and without prejudice to any other rights of the Secretary of State under the Franchise Agreement or otherwise) have the right, by serving notice on the Franchisee, to instigate an investigation of the Franchisee's compliance with its obligations under paragraphs 5.1, 5.3, 5.4, 5.5, 7.1 and 7.2 of Schedule 1.1 (Service Development) and paragraph 1.1 of this Schedule 1.2 ("**Timetabling and Train Planning Compliance Investigation**").

Following the service of such a notice the Franchisee shall:

- (a) provide such information as the Secretary of State may reasonably require for the purposes of determining if the Franchisee has complied with its obligations under paragraphs 5.1, 5.3, 5.4, 5.5, 7.1 and 7.2 of Schedule 1.1 (Service Development) and paragraph 1.1 of this Schedule 1.2 including;
- (i) evidence of the steps taken by the Franchisee to amend and/or enter into Access Agreements, exercise Timetable Development Rights and exercise its rights under the Track Access Agreement to object, to make representations and to withhold consent in respect of any actual or proposed act or omission by Network Rail in relation to such agreement in respect of its Timetable Development Rights;

- (ii) evidence of the extent to which the Franchisee has operated on each day of the relevant Reporting Period each of its Passenger Services as are set out in the Plan of the Day for that day and with at least the passenger carrying capacity specified in the Train Plan for that Passenger Service;
 - (iii) Forecast Passenger Demand and the way that it was calculated including all evidence taken into account and assumptions used (including any divergences from then existing industry modelling standards and the reasons for such divergences); and
 - (iv) the alternative solutions considered by the Franchisee before finalising the Timetable and Train Plan and the reasons why any such alternative solutions were not adopted.
- (b) permit the Secretary of State to carry out an audit of the extent to which the Timetable and Train Plan enables the Franchisee to operate railway passenger services that comply with the Train Service Requirement and fully co-operate with and provide all information needed to facilitate such audit.

2.2

- (a) The Franchisee shall be in contravention of the Franchise Agreement if following the completion by the Secretary of State of the Timetabling and Train Planning Compliance Investigation he concludes that the Franchisee breached any of its obligations under paragraphs 5.4 and 7.1 and 7.2 of Schedule 1.1 (Service Development) and paragraph 1.1 of this Schedule 1.2 including and where relevant because:
- (i) the Franchisee failed to act reasonably in calculating Forecast Passenger Demand because it unreasonably assumed that there would be differences between Forecast Passenger Demand and Actual Passenger Demand at the time that the Forecast Passenger Demand calculation was made; or
 - (ii) made unreasonable assumptions about the timetables likely to be operated by other Train Operators serving some or all of the same stations as the Franchisee.
- (b) Where the Secretary of State does conclude pursuant to paragraph (a) above that the Franchisee has breached any relevant obligation the Franchisee shall pay to the Secretary of State the costs of complying with the Timetabling and Train Planning Compliance Investigation (including any audit pursuant to paragraph 2.1(b)).

- 2.3 The Secretary of State shall notify the Franchisee if he concludes pursuant to paragraph 2.2 that the Franchisee is in contravention of the Franchise Agreement and he may at his discretion, and entirely without prejudice to his other rights consequent upon the relevant contravention, serve a Remedial Plan Notice pursuant to paragraph 1.1 of Schedule 10.1 (Remedial Plans and Remedial Agreements.)

3. **Timetable changes proposed by Network Rail**

3.1 The Franchisee shall notify the Secretary of State promptly after being notified by Network Rail that Network Rail has decided or proposes to:

- (a) omit from the Plan of the Day Passenger Services that are included in the Timetable; or
- (b) reschedule in the Plan of the Day Passenger Services from their scheduling in the Timetable,

3.2 To the extent that any such decision or proposal may, in the reasonable opinion of the Franchisee, materially (having regard to both duration and scale) prejudice the Franchisee's ability to deliver the Timetable with the passenger carrying capacity stipulated in the Train Plan the Franchisee shall explain in such notification the way in which, in its reasonable opinion, such omission or rescheduling may materially prejudice the Franchisee's ability to deliver the Timetable with the passenger carrying capacity stipulated in the Train Plan.

3.3 The Franchisee agrees to supply to the Secretary of State from time to time, in the format required by the Secretary of State, such details of any actual or proposed omission or rescheduling of Passenger Services by Network Rail as the Secretary of State may reasonably require, including details of the steps which the Franchisee proposes to take pursuant to paragraph 3.4.

3.4 Where the actual or proposed omission or rescheduling of Passenger Services is one which may, in the reasonable opinion of the Secretary of State or the Franchisee, materially prejudice the Franchisee's ability to deliver the Timetable with the passenger carrying capacity stipulated in the Train Plan, the Franchisee agrees (unless the Secretary of State specifically agrees otherwise) to exercise its rights under the Track Access Agreement (including the Network Code) to:

- (a) object (including submitting its objection to any relevant dispute resolution arrangements or procedures and appealing against any award or determination under such arrangements or procedures, including to the ORR);
- (b) make representations; and
- (c) withhold consent,

in respect of any actual or proposed omission or rescheduling of Passenger Services by Network Rail.

3.5 The provisions of this paragraph 3 shall apply to any actual or proposed omission or rescheduling of Passenger Services that originates from any person other than Network Rail, as those provisions apply to Network Rail.

4. **Timetable changes proposed by the Franchisee**

4.1 The Franchisee agrees, subject to paragraph 4.2, not to propose to Network Rail:

- (a) the addition to the Plan of the Day of any railway passenger services which are not included in the Timetable;
- (b) the omission from the Plan of the Day of any Passenger Services included in the Timetable; or

- (c) the rescheduling in the Plan of the Day of any Passenger Services from their scheduling in the Timetable,

without the Secretary of State's prior consent.

The Franchisee shall use all reasonable endeavours to operate adequate railway passenger services to or from any special events which are not already provided for in the Plan of the Day to meet the passenger demand that is reasonably likely to arise from such special events and from the operation of such railway passenger services including through additions and omissions to the Plan of the Day or rescheduling in the Plan of the Day where appropriate.

5. **Timetable changes requested by the Secretary of State**

The Franchisee agrees, as and when requested by the Secretary of State, to use all reasonable endeavours to seek and to obtain:

- (a) the addition to the Plan of the Day of any railway passenger services that are not included in the Timetable;
- (b) the omission from the Plan of the Day of any Passenger Services that are included in the Timetable; and/or
- (c) the rescheduling in the Plan of the Day of any Passenger Services from their scheduling in the Timetable.

6. **Obligations of the Franchisee in the event of disruption to railway passenger services**

6.1 In the event of any planned or unplanned disruption to railway passenger services operated on the Routes, or on other parts of the network which are reasonably local to the Routes, the Franchisee shall:

- (a) without prejudice to any other provision of this Schedule 1.2, notify the Secretary of State promptly where such disruption would materially (having regard to both duration and scale) prejudice the Franchisee's ability to deliver the Timetable or deliver the Timetable in accordance with the Train Plan;
- (b) co-operate with Network Rail and other Train Operators to act in the overall interests of passengers using such railway passenger services, including using all reasonable endeavours to ensure that such disruption is not concentrated on a particular part of the network, except where such concentration either:
 - (i) would be in the overall interests of passengers using such Passenger Services or railway passenger services and would not result in disproportionate inconvenience to any group of passengers; or
 - (ii) is reasonably necessary as a result of the cause or the location of the disruption; and
- (c) use all reasonable endeavours to provide or secure the provision of alternative transport arrangements in accordance with paragraph 6.2.

- 6.2 The Franchisee shall use all reasonable endeavours to provide or secure the provision of alternative transport arrangements to enable passengers affected by any disruption referred to in paragraph 6.1 to complete their intended journeys in accordance with this paragraph 6.2. In particular, the Franchisee shall use all reasonable endeavours to:
- (a) ensure that such alternative transport arrangements are of reasonable quality, of a reasonably similar frequency to the Passenger Services included in the Timetable which such arrangements replace and reasonably fit for the purpose of the journey to be undertaken;
 - (b) transport passengers to, or as near as reasonably practicable to, the end of their intended journey on such Passenger Services, having particular regard to the needs of any disabled persons and, where appropriate, making additional arrangements for such disabled persons to complete their intended journey;
 - (c) provide adequate and prominent publicity of such alternative transport arrangements in advance, subject, in the case of unplanned disruption, to the Franchisee having sufficient notice of such disruption to enable it to provide such publicity;
 - (d) provide sufficient alternative transport capacity for the reasonably foreseeable demand for the disrupted Passenger Services; and
 - (e) ensure, if any planned disruption overruns, that there is a reasonable contingency arrangement for such alternative transport arrangements to continue for the duration of such overrun.

7. **Obligation to use all reasonable endeavours**

- 7.1 Any obligation in this Schedule 1.2 on the part of the Franchisee to use all reasonable endeavours to operate railway passenger services shall include an obligation to:
- (a) ensure (so far as it is able to do so) the provision of the Passenger Services as set out in the Plan of the Day in accordance with the Train Plan in ordinary operating conditions;
 - (b) take reasonable measures to avoid and/or reduce the impact of any disruption to the Franchise Services having regard to all the circumstances, including the reasonably foreseeable risks arising from the matters referred to in paragraph 7.2; and
 - (c) actively manage the performance by Network Rail of its contractual relationship with the Franchisee (and provide appropriate management resources for this purpose) so as to secure the best performance reasonably obtainable from Network Rail by these means (including taking the steps referred to in paragraph 7.4), having regard to all the circumstances.
- 7.2 The matters to which the Franchisee is to have regard pursuant to paragraph 7.1(b) shall include:
- (a) variations in weather and operating conditions (including Network Rail's infrastructure not being available for any reason), which may in either case include seasonal variations;

- (b) default by, or restrictions imposed by, suppliers to the Franchisee;
- (c) shortages of appropriately skilled or qualified Franchise Employees;
- (d) disputes with Franchise Employees;
- (e) the availability of the Train Fleet, having regard to maintenance requirements and any Mandatory Modifications;
- (f) establishing reasonable Turnaround Time allowances for enabling or disabling (as appropriate) any part of a train, the rostering of any train crew and the servicing or cleaning of any rolling stock vehicles; and
- (g) failures of rolling stock vehicles in service and contingency arrangements (including Hot Standbys and rescue traction).

7.3 For the purpose of taking measures in respect of any disruption to the Franchise Services in accordance with paragraph 7.1(b) and assessing the extent of any risk referred to in paragraph 7.1(b) and any such risk's reasonable foreseeability, regard shall be had both:

- (a) to the historical levels of incidence of disruption in the operation of:
 - (i) the Franchise Services;
 - (ii) similar services both by the Franchisee and/or its predecessors; and
 - (iii) other services of a type similar to the Franchise Services; and
- (b) to potential changes in circumstances which may affect those levels.

7.4 The steps to which paragraph 7.1(c) refers include:

- (a) co-operating with Network Rail in the development, agreement and implementation of:
 - (i) Joint Performance Improvement Plans; and
 - (ii) recovery plans in response to failures to achieve the performance levels specified in any Joint Performance Improvement Plans;
- (b) co-operating with Network Rail in adopting the principles set out in any Service Recovery Plans agreed between Network Rail and the Franchisee from time to time;
- (c) undertaking a weekly review of:
 - (i) the ten most common causes of delay to the Passenger Services; and
 - (ii) the ten causes of delay to the Passenger Services with the longest duration (to the extent not already reviewed in accordance with paragraph 7.4(c)(i)),

which have occurred during that week and which have been caused by the Franchisee, any other Train Operator or Network Rail;

- (d) undertaking with Network Rail a review of the time taken to recover the Passenger Services following the occurrence of any of the events specified in paragraphs 7.4(c)(i) and (c)(ii) and seeking to identify and implement actions that reduce the delay effect of such events;
 - (e) setting up and holding regular and effective performance review meetings with Network Rail, evidenced by meeting minutes and the closure of actions agreed between the parties;
 - (f) regularly monitoring (at least every Reporting Period) the delivery of local output commitments made by Network Rail and using reasonable endeavours to specify and develop such local output commitments;
 - (g) as and when required by Network Rail, co-operating with Network Rail in improving the accuracy of future timetables by providing access to trains, other facilities and/or information;
 - (h) co-operating with Network Rail in other delay management initiatives, including the use of virtual general managers and, where appropriate, the establishment of integrated control centres;
 - (i) regularly reviewing (at least every Reporting Period) the imposition and clearance of temporary speed restrictions;
 - (j) regularly reviewing (at least every Reporting Period) the timely and efficient handover and hand-back of possessions; and
 - (k) where appropriate and where Network Rail fails to perform its obligations under the Track Access Agreement, enforcing the Franchisee's rights under such Track Access Agreement.
- 7.5 The Franchisee undertakes to reasonably co-operate with Network Rail with regard to Network Rail's management of the network, including in relation to the establishment of up to date Rules of the Plan.
- 7.6 To the extent not already provided for in the Franchise Agreement, the Franchisee shall use all reasonable endeavours to ensure the performance by Network Rail of its obligations under any relevant agreement including, where appropriate or where requested by the Secretary of State, enforcing its rights against Network Rail under any such agreement.
- 7.7 When and to the extent reasonably requested by the Secretary of State, the Franchisee shall provide to the Secretary of State evidence of the steps taken by it in order to comply with its obligations under this paragraph 7.

SCHEDULE 1.3

Not Used

SCHEDULE 1.4

Passenger Facing Obligations

1. **Not Used**

2. **Not Used**

3. **Fares Selling Restrictions**

3.1 **Restrictions on Sales**

The Franchisee shall ensure that the purchaser of any Commuter Fare or Protected Fare:

- (a) shall be entitled, without further charge, to such rights of access and egress and other similar rights at the commencement and end of the relevant intended journey or journeys as may be reasonably necessary for such purchaser to travel on the Passenger Services;
- (b) shall not be required to incur any cost or take any action beyond the payment of an amount equal to the Price or Child Price (as the case may be) of such Commuter Fare or Protected Fare (as the case may be) and, in relation to the issue of a Season Ticket Fare, the completion of such identity card as the Franchisee may reasonably require; and
- (c) shall not be required to pay an amount in respect of a seat reservation or other similar right which it may be compulsory for such purchaser to have in order to make a journey with such Commuter Fare or Protected Fare (as the case may be) on a Passenger Service.

3.2 The Franchisee shall procure that for any:

- (a) Protected Return Fare, Single Fare which is a Commuter Fare or Return Fare which is a Commuter Fare, each such Fare shall be offered for sale wherever and whenever any other Fare (not being a Season Ticket Fare) for a journey between the same origin and destination stations is offered for sale; and
- (b) Protected Weekly Season Ticket or Season Ticket Fare which is a Commuter Fare, each such Fare shall be offered for sale at all staffed ticket offices at which Fares for a journey between the same origin and destination stations are sold and otherwise wherever and whenever any Season Ticket Fare is offered for sale,

in each case, either by it or its agents (except persons acting in such capacity by virtue of having been appointed under Parts II to VI of Chapter 9 of the Ticketing and Settlement Agreement or by being party to the Ticketing and Settlement Agreement).

3.3 Where the Franchisee sets a limit on the number of Commuter Fares or Protected Fares that may be used on any particular train, such limit shall be the greater of:

- (a) the number of seats in Standard Class Accommodation on such train; and

- (b) the capacity of Standard Class Accommodation of the rolling stock vehicles comprising such train according to the tables set out in Schedule 1.7 (The Train Fleet).

3.4 The Franchisee shall not sell or offer to sell:

- (a) any Fare in respect of which the:
 - (i) Prices are regulated under Schedules 5.4 (Regulation of Fares Basket Values) and 5.5 (Regulation of Individual Fares), at prices that are greater than the Prices set for such Fares from time to time in accordance with Schedules 5.4 (Regulation of Fares Basket Values) and 5.5 (Regulation of Individual Fares); and
 - (ii) Child Prices are regulated under Schedules 5.4 (Regulation of Fares Basket Values) and 5.5 (Regulation of Individual Fares), at prices that are greater than the Child Prices set for such Fares from time to time in accordance with Schedules 5.4 (Regulation of Fares Basket Values) and 5.5 (Regulation of Individual Fares);
- (b) any Fare or Discount Card which has a validity of 13 or more months, except to the extent required to do so under the terms of the Ticketing and Settlement Agreement.

3.5 **Agents of the Franchisee**

The Franchisee shall procure that all persons selling or offering to sell Fares on its behalf (whether under the terms of the Ticketing and Settlement Agreement, as its agents or otherwise):

- (a) for Fares in respect of which the:
 - (i) Prices are regulated under Schedules 5.4 (Regulation of Fares Basket Values) and 5.5 (Regulation of Individual Fares), sell or offer to sell at prices no greater than the Prices set for such Fares from time to time in accordance with Schedule 5.4 (Regulation of Fares Basket Values) and Schedule 5.5 (Regulation of Individual Fares); and
 - (ii) Child Prices are regulated under Schedule 5.4 (Regulation of Fares Basket Values) and Schedule 5.5 (Regulation of Individual Fares), sell or offer to sell at prices no greater than the Child Prices set for such Fares from time to time in accordance with Schedules 5.4 (Regulation of Fares Basket Values) and Schedule 5.5 (Regulation of Individual Fares);
- (b) for Fares in respect of which the Child Price has been set pursuant to paragraph 2.1 of Schedule 5.2 (Franchisee's Obligation to Create Fares), sell or offer to sell such Fares to any person under the age of 16 for an amount which is no greater than the lowest amount that would be paid if that person were the holder of a 16 to 25 Railcard with no minimum fare (as amended or replaced from time to time) and whose purchase was made without condition; and

- (c) for all Fares:
 - (i) do not sell or offer to sell any Fare or Discount Card with a validity of 13 or more months without the consent of the Secretary of State (such consent not to be unreasonably withheld); and
 - (ii) comply with the provisions of paragraph 3 of Schedule 15.2 (Last 12 or 13 Months of Franchise Period and other conduct of business provisions) to the extent they apply to the selling of Fares by the Franchisee.

3.6 **Additional Ancillary Services**

The Franchisee shall, subject to this paragraph 3, be entitled to charge a purchaser of any Commuter Fare or Protected Fare for any additional services:

- (a) which are ancillary to the railway passenger service for which such Commuter Fare or Protected Fare (as the case may be) was purchased (including, charges in respect of car parking or catering services); and
- (b) which such purchaser is not obliged to purchase.

3.7 **Sale of Fares for travel on Bank Holidays**

The Franchisee shall ensure that, for any Fare in respect of travel on a Bank Holiday, it only offers for sale (and shall procure that any person authorised to sell Fares on its behalf only offers for sale) such Fare that has the same rights and restrictions as a Fare which is valid for travel on a Saturday or Sunday.

3.8 **Not used**

4. **Passenger's Charter**

4.1 **Content**

The Franchisee shall:

- (a) publish its Passenger's Charter:
 - (i) in substantially the same form as the document in agreed terms marked **PC**; and
 - (ii) in accordance with the requirements specified in paragraph 4.3;
- (b) review the need for changes to the Passenger's Charter at least every three years, in consultation with the Rail Passengers' Council, and shall submit a draft of any revisions to the Passenger's Charter that it wishes to propose, together with proof of such consultation, to the Secretary of State; and
- (c) state the date of publication clearly on the front cover of the Passenger's Charter.

4.2 The Franchisee may not change the Passenger's Charter without the Secretary of State's prior written consent (which is not to be unreasonably withheld).

4.3 **Publishing the Passenger's Charter**

The Franchisee shall publicise its Passenger's Charter by:

- (a) providing copies to the Secretary of State and the Rail Passengers' Council at least seven days before it comes into effect;
- (b) providing copies to passengers, free of charge, at each staffed Station and in the case of any revision thereto, providing such copies at least seven days before such revision comes into effect;
- (c) sending a copy, free of charge, to any person who requests it; and
- (d) displaying it on its website at all times and, in the case of any revision thereto, at least seven days before such revision comes into effect,

save in respect of the Passenger's Charter which is effective on the Start Date, in which case the Franchisee shall publicise such Passenger's Charter in the manner contemplated by this paragraph 4.3 on and from the Start Date.

4.4 The Franchisee shall also provide at each staffed Station the then current passenger's charter of any other Train Operator whose trains call there, subject to the provision of such passenger's charter to the Franchisee by such other Train Operator.

4.5 The Franchisee shall provide copies of its Passenger's Charter to the operators of Franchisee Access Stations to enable such operators to publish it.

4.6 **Passenger's Charter Payments and Other Obligations**

The Franchisee shall:

- (a) make all payments and provide all extensions to Fares; and
- (b) provide all discounts on the price of Fares,

which passengers may reasonably expect to be made or provided from time to time under the terms of the Passenger's Charter (whether or not the Franchisee is legally obliged to do so).

4.7 The Franchisee shall use all reasonable endeavours:

- (a) to comply with any other obligations, statements and representations; and
 - (b) to meet any other standards or targets of performance,
- as are comprised in its Passenger's Charter from time to time.

4.8 **Passenger's Charter Statistics**

The Franchisee shall:

- (a) prepare the Passenger's Charter Statistics (in accordance with the Passenger's Charter Guidelines);

- (b) publish the Passenger's Charter Statistics (and the passenger's charter statistics of other Train Operators whose trains call at any Stations) in a format approved by the Secretary of State on information displays at all staffed Stations by midnight on the Saturday following the end of each Reporting Period. The Passenger's Charter Statistics to be displayed shall relate to the Service Groups serving such Stations;
 - (c) display the Passenger's Charter Statistics relating to each Service Group on its website by midnight on the Saturday following the end of each Reporting Period; and
 - (d) at the same time, provide copies of its Passenger's Charter Statistics to the Secretary of State and the Rail Passengers' Council.
- 4.9 The obligation under paragraph 4.8(b) to display any other Train Operator's statistics is subject to the provision of such statistics to the Franchisee by such other Train Operators.
- 4.10 The Franchisee shall provide Passenger's Charter Statistics in a format approved by the Secretary of State to the operators of Franchisee Access Stations in sufficient time for the information to be displayed by such other operators within the time limits specified in paragraph 4.8.
- 4.11 **Audit of the Passenger's Charter Statistics**
- The Franchisee shall procure that:
- (a) the Passenger's Charter Statistics published in accordance with paragraphs 4.8 and 4.10 are audited by an independent person or persons acceptable to the Secretary of State;
 - (b) the audit is conducted at least once every 13 Reporting Periods; and
 - (c) details of the methodology and the results of the audit are provided to the Secretary of State within 28 days of receipt by the Franchisee.
- 4.12 If any audit reveals inaccuracies in the data and information used to measure the performance of the Franchisee, the Franchisee shall:
- (a) ensure so far as reasonably practicable that the production of such inaccurate data and information is not repeated;
 - (b) as soon as reasonably practicable implement any corrections to such inaccurate data and information (including on a retrospective basis for the previous 13 Reporting Periods) and publish revised Passenger's Charter Statistics reflecting such corrections in the manner specified in paragraph 4.8; and
 - (c) insofar as any inaccuracies in data and information result in compensation that was not given to passengers when it should have been given, so far as reasonably possible make such compensation available.

5. **Not Used**

6. **Cycles**

The Franchisee shall have due regard to the desirability of acting in a manner which facilitates end to end journeys that involve travel by all transport modes (including cycles).

7. **Not Used**

8. **Statutory Notices**

If requested by the Secretary of State, the Franchisee shall publish and display at the Stations (and shall use all reasonable endeavours to procure the publication and display at Franchisee Access Stations of) such statutory notices as the Secretary of State may wish to publish from time to time in the exercise of his functions (including in relation to Closures or any enforcement or penalty orders).

SCHEDULE 1.5

Information about Passengers

1. Passenger Numbers Information

1.1 The Franchisee shall, as and when reasonably requested by the Secretary of State, provide information to the Secretary of State on the extent of the use by passengers of the Passenger Services. In particular and when so requested, the Franchisee shall provide information relating to:

- (a) the number of passengers travelling in each class of accommodation:
 - (i) on each Passenger Service;
 - (ii) on each Route; and/or
 - (iii) at any station or between any stations;
 - (b) the times of the day, week or year at which passengers travel; and
 - (c) the type of Rolling Stock Unit used in each case,
- (together, "**Actual Passenger Demand**").

1.2 The Franchisee shall obtain the information specified in paragraph 1.1:

- (a) on each Passenger Service;
- (b) on each Route; and
- (c) at any station or between any stations,

by using the technology specified in paragraph 1.6. The Franchisee shall ensure that any technology for determining the number of passengers travelling in each class of accommodation that is fitted on the Train Fleet remains operational and in good working order from the date that it is fitted throughout the Franchise Period. The Secretary of State acting reasonably shall have the right to obtain such other information that the Franchisee has which may provide a more detailed or accurate view of the extent of use by passengers of the Passenger Services including information about ingress and egress of passengers at ticket gates at Stations.

1.3 The Franchisee shall provide to the Secretary of State all of the information generated by the technology specified in paragraph 1.6 including the information specified in paragraph 1.1:

- (a) using such systems, in such a format and to such level of disaggregation as the Secretary of State may reasonably require;
- (b) at a frequency and within timescales that the Secretary of State may reasonably request pursuant to paragraph 1.1; and
- (c) such information may be used by the Secretary of State for such purposes as he may reasonably require including for the purposes of

assisting his decision making on future train service requirements, infrastructure, station and rolling stock investment, the best use of the network and the alleviation of overcrowding.

1.4 At the same time as the Franchisee provides any information in accordance with paragraph 1.1, it shall (if the Secretary of State requests it to do so):

- (a) update any Forecast Passenger Demand accordingly in the same format and to the same level of disaggregation as the Secretary of State required pursuant to paragraph 1.3(a); and
- (b) notify the Secretary of State of any such update.

1.5 **Manual Passenger Counts**

- (a) The Secretary of State shall have the right to require the Franchisee to carry out manual counts in relation to some or all of the Passenger Services at such times as may be required and in such manner (including as to levels of accuracy and the number of days) as may be specified from time to time by the Secretary of State.
- (b) The Franchisee shall supply the details of any such counts undertaken to the Secretary of State, as soon as reasonably practicable but within 6 weeks from the date of completion of such counts, in such form as the Secretary of State may stipulate.
- (c) The Secretary of State shall be entitled to audit such counts (whether by specimen checks at the time of such counts, verification of proper compliance with the manner approved by him or otherwise). In the event that such audit reveals, in the reasonable opinion of the Secretary of State, a material error, or a reasonable likelihood of material error, in such counts, the Secretary of State may require the counts to be repeated or the results adjusted as he considers appropriate, and in these circumstances the Franchisee shall pay to the Secretary of State the costs of any such audits.

1.6 **Technology for Obtaining the Information Referred to in Paragraph 1.2**

- (a) The technology to be used for the purpose of paragraph 1.2 shall be:
 - (i) [*specify technology*]⁷; and
 - (ii) fitted to at least 30% of each class of rolling stock included in the Train Fleet from time to time; and
 - (iii) deployed by the Franchisee on each Passenger Service (for the entire duration of that Passenger Service) at least twice on each day, twice on a Saturday and twice on a Sunday (or such less frequent requirement as may be stipulated by the Secretary of State) in each period of not less than 12 weeks as the Secretary of State may from time to time specify for this purpose. This means that, for example, in relation to any individual Passenger Service, the passenger counting technology must have been deployed on that Passenger Service at least twice on a

⁷ Bidders to populate.

Monday, at least twice on a Tuesday and so on and so forth during the relevant period.

- (b) The Franchisee shall comply with its obligation under sub paragraph (a) above by no later than 1 April 2019.

2. **Not Used**

3. **CRM Data**

3.1 The Franchisee shall ensure that any CRM System is the property of the Franchisee or is licensed to the Franchisee on terms which have been approved by the Secretary of State (such approval not to be unreasonably withheld or delayed) and that any CRM Data obtained by or on behalf of the Franchisee shall be:

- (a) obtained on terms such that the Franchisee shall be the Data Controller of such data; and
- (b) the property of the Franchisee.

3.2 In relation to any CRM Data obtained by or on behalf of the Franchisee, the Franchisee shall ensure or procure that at the same time as the Franchisee seeks consent to Process such CRM Data, the consent of the Data Subject is also sought to such CRM Data being disclosed to any Successor Operator and/or the Secretary of State and Processed by any Successor Operator for the same purposes as the Franchisee sought consent to Process such CRM Data.

3.3 Any consent referred to in paragraph 3.2 shall be sought in such manner as shall from time to time be approved by the Secretary of State (such approval not to be unreasonably withheld or delayed) and shall be on terms such as shall permit, in each case in compliance with the Data Protection Act:

- (a) the Franchisee to disclose such CRM Data to any Successor Operator and/or the Secretary of State; and
- (b) any such Successor Operator to process such CRM Data in the manner contemplated by paragraph 3.2.

4. **Yield Management Data**

4.1 The Franchisee shall ensure that any Yield Management Data and Yield Management System are the property of the Franchisee or are licensed to the Franchisee on terms which have been approved by the Secretary of State (such approval not to be unreasonably withheld or delayed).

4.2 If and to the extent that the collection, use and/or processing of any Yield Management Data is subject to the Data Protection Act then paragraphs 3.1(a), 3.2, 3.3 and 5 of this Schedule 1.5 shall apply in respect of Yield Management Data in the same way as they apply to CRM Data.

5. **Personal Data - General Provisions**

5.1 In respect of any Personal Data processed by the Franchisee, including CRM Data, the Franchisee agrees that it shall (i) comply with the Data Protection Act and all other legislation relating to the protection and use of personal information (including the Privacy and Electronic Communications (EC Directive) Regulations

2003) (all such legislation collectively being "the Personal Data Legislation") to the extent that such legislation applies to it and (ii) procure that its agents or sub-contractors shall do the same.

5.2 Pursuant to paragraph 5.1, the Franchisee agrees to comply with the Personal Data Legislation in respect of its Processing of CRM Data and in particular, but without limitation, the Franchisee shall:

- (a) ensure that CRM Data is Processed fairly and lawfully (in accordance with part 1 of Schedule 1 of the Data Protection Act);
- (b) ensure that CRM Data is obtained only for one or more specified and lawful purposes, and shall not be further Processed in any manner incompatible with that purpose or those purposes (in accordance with part 2 of Schedule 1 of the Data Protection Act); and
- (c) obtain and maintain all appropriate notifications as required under the Data Protection Act.

5.3 In accordance with its capacity as Data Controller of CRM Data and in accordance with the ensuing obligations under the Data Protection Act:

- (a) the Franchisee shall procure that any CRM Data Processor which it appoints shall:
 - (i) prior to any disclosure of CRM Data to the CRM Data Processor, enter into written terms between itself and the Franchisee which are equivalent to those contained in this paragraph 5.3; and
 - (ii) Process CRM Data only on behalf of the Franchisee, only for the purpose(s) as defined by the Franchisee and only in accordance with instructions received from the Franchisee from time to time;
- (b) the Franchisee shall, and shall procure that any CRM Data Processor which it appoints shall, at all times have in place appropriate technical and organisational measures against unauthorised or unlawful processing of CRM Data and against accidental loss or destruction of, or damage to, CRM Data and that such measures shall:
 - (i) reflect the level of harm, damage and /or distress that might be suffered by the Data Subject to whom the CRM Data relates in the event of a breach of the measures as set out herein; and
 - (ii) ensure that only authorised personnel have access to CRM Data and that any persons authorised to have access to CRM Data will respect and maintain all due confidentiality;
 - (iii) (in the case of the CRM Data Processor) include compliance with a schedule of minimum security measures pursuant to the written terms between the Franchisee and the CRM Data Processor;
- (c) the Franchisee shall procure that any CRM Data Processor which it appoints shall:

- (i) promptly notify the Franchisee of any actual or suspected, threatened or 'near miss' incident of accidental or unlawful destruction or accidental loss, alteration, unauthorised or accidental disclosure of or access to the CRM Data or other breach of this paragraph 5.3(c) ("**Security Breach**") and, pursuant to this the Franchisee shall promptly notify the Secretary of State of all Security Breaches by itself or by the CRM Data Processor (the Franchisee hereby acknowledges that whilst the Secretary of State is not Data Controller in respect of the CRM Data, the Secretary of State's legitimate interests given its duties under the Act may be affected in the event of a Security Breach and as such the Secretary of State wishes to be notified of the same);
- (ii) promptly provide the Franchisee on request with all reasonable information, assistance and co-operation in relation to its use of the CRM Data, including in relation to any audit by the Franchisee or by any person appointed on its behalf to permit an accurate and complete assessment of compliance with this paragraph 5;
- (d) the Franchisee shall, and shall procure that any CRM Data Processor which it appoints shall, at all times take reasonable steps to ensure the reliability of its/their personnel who have access to the CRM Data and ensure they are aware of the obligations of the Franchisee or the CRM Data Processor (as appropriate) in relation to the same;
- (e) the Franchisee shall, and shall procure that any CRM Data Processor which it appoints shall, not cause or permit the CRM Data to be transferred to any location outside the European Economic Area (as defined in the Data Protection Act or otherwise as appropriate) without the prior written permission of:
 - (i) (in the case of the Franchisee) the Secretary of State; or
 - (ii) (in the case of any Data Processor appointed by the Franchisee) the Franchisee provided that the Franchisee shall not give any such consent without the prior written permission of the Secretary of State;

and in any case without first executing as between the Data Controller and the relevant Data Processor outside the EEA the Standard Contractual Clauses for Data Processors established in Third Countries pursuant to the Commission Decision (2010/87/EU) of 5 February 2010 under the EU Directive (95/46/EC).

SCHEDULE 1.6

Franchise Services

1. Franchise Services

The Franchisee may at all times during the Franchise Term provide and operate the Franchise Services specified in this Schedule 1.6 and the Passenger Services.

2. Restrictions relating to Franchise Services

2.1 The Franchisee shall not directly or indirectly, without the prior written consent of the Secretary of State, carry on any business or activity other than the provision and operation of the Franchise Services.

2.2 The Franchisee shall not without the prior written consent of the Secretary of State operate Passenger Services other than on the following routes (and in the event of disruption, any reasonable diversionary route):

- (a) between Bristol Temple Meads and Severn Beach;
- (b) between Cardiff Central and Portsmouth Harbour via Westbury and Southampton;
- (c) between Crediton and Okehampton;
- (d) between Exeter and Barnstaple;
- (e) between Exeter and Exmouth;
- (f) between Liskeard and Looe;
- (g) between London Paddington and Bristol Temple Meads;
- (h) between London Paddington and Cheltenham Spa via Stroud and Gloucester;
- (i) between London Paddington and Hereford via Oxford and Worcester;
- (j) between London Paddington and Pembroke Dock via Swansea and Carmarthen;
- (k) between London Paddington and Penzance;
- (l) between Maidenhead and Marlow;
- (m) between Newton Abbot and Paignton;
- (n) between Oxford and Stratford-upon-Avon via Banbury and Leamington Spa;
- (o) between Par and Newquay;
- (p) between Plymouth and Gunnislake;

- (q) between Reading and Basingstoke;
- (r) between Reading and Gatwick Airport via Guildford and Redhill;
- (s) between Slough and Windsor & Eton Central;
- (t) between Southampton and Brighton;
- (u) between Southampton and Poole;
- (v) between St. Erth to St. Ives;
- (w) between Swindon and Westbury via Melksham;
- (x) between Truro and Falmouth Docks;
- (y) between Tyford and Henley;
- (z) between West Ealing and Greenford;
- (aa) between Westbury and Weymouth via Castle Cary;
- (bb) between Worcester and Taunton via Gloucester and Weston-super-Mare;

and if the relevant Priced Options are exercised but not otherwise:

- (cc) between Bristol Temple Meads and Portishead;
- (dd) between Exeter St. Davids and Axminster;
- (ee) between Plymouth and Tavistock;

and, for diversionary purposes only:

- (ff) between Cardiff Central and Bridgend via the Vale of Glamorgan;
- (gg) between Exeter Central and London Waterloo;
- (hh) between Gloucester and Newport;
- (ii) between Filton and St. Andrews Road; and
- (jj) between Oxford and London Paddington or London Marleybone via Banbury and High Wycombe, or via Bicester Town and High Wycombe.

2.3 The Secretary of State may impose such conditions to his consent as he considers appropriate for the purpose of securing the continuity of the provision of the Franchise Services at the end of the Franchise Term.

2.4 The Franchisee shall not during the Franchise Term, without the consent of the Secretary of State:

- (a) provide or operate any railway passenger services other than the Passenger Services or Charter Services;
- (b) operate any stations or light maintenance depots other than the Stations and Depots; or

(c) hold shares, participations or any other interest in any other company or body corporate unless such company or body corporate is:

(i) Network Rail; or

(ii) owned directly or indirectly by another participant in the railway industry and the holding is incidental to the Franchisee's participation in an Inter-Operator Scheme or any other arrangement designed to ensure or facilitate co-operation between such participants or between any such participants and any other person.

2.5 The Franchisee shall not engage any Franchise Employee in any activity or business which it may not conduct or engage in under this paragraph 2.

3. **Station Services**

3.1 The Station Services shall comprise:

(a) the provision of any services to persons at Stations or to Train Operators whose trains call at such Stations, provided that such services:

(i) are made available only or principally to passengers alighting from or joining trains calling at such Stations and to such Train Operators;

(ii) are provided in connection with the calling of trains at such Stations and are not designed to encourage passengers or other persons to use such Station Services other than in connection with a journey on a train calling at such Stations;

(iii) exclude the sale or issue (for a charge) of any goods other than passenger timetables and any items included in the price of a Fare; and

(iv) may include the provision of car parking spaces; and

(b) the provision of access to any person under an Access Agreement at any Station.

3.2 The Station Services shall include the provision of any service which the Franchisee may provide, or may be required to provide, under any Access Agreement in effect on the Start Date or as lawfully directed by the ORR from time to time.

4. **Light Maintenance Services**

4.1 Light Maintenance Services shall comprise:

(a) the provision of access to any other person under an Access Agreement;

(b) the carrying out of inspections of rolling stock vehicles;

(c) the carrying out of maintenance work on rolling stock vehicles of a kind which is normally carried out at regular intervals of 12 months or less;

- (d) replacement of failed components and consumables on rolling stock vehicles;
- (e) the preparation of rolling stock vehicles for service;
- (f) the stabling or other temporary holding of rolling stock vehicles;
- (g) the refuelling of rolling stock vehicles;
- (h) the replenishment of water tanks; and
- (i) the cleaning of the exterior or the interior of rolling stock vehicles,

in each case for itself and/or other Train Operators, at any Station or Depot.

4.2 Light Maintenance Services shall include the provision of any service which the Franchisee may provide, or may be required to provide, under any Access Agreement in effect on the Start Date or as lawfully directed by the ORR from time to time.

5. **Ancillary Services**

The Franchisee may carry out the following Ancillary Services:

- (a) the selling, lending or hiring of any goods or rights and the provision of any services (whether for a charge or not) on any train used in the provision of the Passenger Services where such goods or services are sold or provided principally for consumption or use on the relevant train, including the sale of any Fares, meals, light refreshments, newspapers, magazines, books, entertainment materials or phone cards;
- (b) the provision of any service at any station which, if provided on a train used in the provision of the Passenger Services, would fall within paragraph 5(a) or which, if provided at a Station, would fall within paragraph 3 and which, in each case, is made available only or principally to persons at such stations who either are about to travel or have recently travelled on a train used in the provision of the Passenger Services;
- (c) in any Reporting Period, the subleasing, hiring or licensing of up to ten per cent of the rolling stock vehicles used in the provision of the Passenger Services (such percentage to be determined by reference to the aggregate period of time for which such rolling stock vehicles are sub-let, hired or licensed and the aggregate period of time for which they are used in the provision of the Passenger Services);
- (d) the lending, seconding, hiring or contracting out during any Reporting Period to another person or persons (whether for a charge or not) of:
 - (i) up to 1 per cent of the number of Franchise Employees as at the Start Date, for over 90 per cent of their normal working hours during such Reporting Period (including on a full-time basis); and
 - (ii) 1 per cent of any other Franchise Employees as at the Start Date,

provided that this paragraph shall not apply to any employee lent, seconded, hired or contracted out under any of paragraphs 5(a) to (c) inclusive and (e) to (p) inclusive, or engaged in any other activity which is permitted under this Schedule 1.6;

- (e) any heavy maintenance of rolling stock vehicles which does not fall within the Light Maintenance Services, carried out on behalf of any other person at the following Depot(s), subject to the number of persons engaged or employed in such activity not exceeding by more than ten per cent the number so engaged or employed on the Start Date:
 - (i) Bristol St. Philips Marsh;
 - (ii) Plymouth Laira;
 - (iii) Reading
 - (iv) Old Oak Common; and
 - (v) Landore;
- (f) the selling at any location of any Fare which is valid, in whole or in part, on the Passenger Services and the selling of any other Fare at any location where such Fares may be purchased from the Franchisee on or before the date of the Franchise Agreement or at any other location, provided that the majority of Fares sold at any such other location shall be Fares which are valid, in whole or in part, on the Passenger Services;
- (g) the selling, in conjunction with any Fare, of any other rights which entitle the purchaser thereof to:
 - (i) travel on any other train or light rail service;
 - (ii) travel on any aircraft;
 - (iii) travel on any shipping or ferry service;
 - (iv) travel on any bus; or
 - (v) attend any event or attraction or enter any location;
- (h) the lending, seconding, hiring or contracting out of Franchise Employees to other Train Operators in order to enable such Train Operators to provide services at the Stations to passengers travelling on any such operator's trains;
- (i) the provision of telephone information relating to railway passenger services within Great Britain to passengers;
- (j) the supervision, management and training of train crew of other Train Operators provided such activity is necessarily incidental to the provision of the Passenger Services and could not reasonably be carried out by or through an Affiliate of the Franchisee;
- (k) the subleasing, hiring, licensing, lending, selling of any rolling stock vehicles or other assets of the Franchisee or the lending, hiring or contracting out of any employees of the Franchisee or the provision of

any other services to Network Rail or any other Train Operator on an emergency basis;

- (l) the licensing or permitting of any other person (including an Affiliate of the Franchisee) to carry out any activity or business, in connection with the provision of the Franchise Services, or otherwise, on any rolling stock vehicle operated by the Franchisee, at any station served by the Passenger Services, at any Depot, or otherwise (including the letting, leasing or licensing (on an exclusive basis or otherwise) of any part or all of a Station or Depot to such other person);
- (m) such other activity or business as may be reasonably necessary for the purpose of providing any other Franchise Services or complying with the Franchise Agreement, provided that it could not reasonably be carried out by or through an Affiliate of the Franchisee;
- (n) the subleasing to any other person of the following property which is not comprised in a Station or Depot:
 - (i) *[insert details]*⁸
- (o) the provision or operation of Charter Services, subject to the Train Mileage of such Charter Services not exceeding in any Reporting Period two per cent of the scheduled Train Mileage of Passenger Services provided by the Franchisee in such Reporting Period;
- (p) the provision of consultancy services reasonably ancillary to the provision of the other Franchise Services; and
- (q) any services or activity not falling within paragraphs 3, 4 or 5(a) to (p), subject to the gross value of any such services or activity (excluding any attribution of costs) not exceeding £25,000 per annum in each Franchisee Year, per item and in aggregate, £250,000 per annum in each Franchisee Year provided that in the second and each subsequent Franchisee Year, these amounts will be increased by "RPI", and "RPI" shall have the meaning given to it in Schedule 8.2 (Annual Franchise Payments).

6. **Affiliates of the Franchisee**

Nothing in this Schedule 1.6 shall restrict any Affiliate of the Franchisee from having an interest in or participating in any business or activity.

⁸ Bidders to populate.

SCHEDULE 1.7

The Train Fleet

1. The Composition of the Train Fleet

The Train Fleet consists of:

- 1.1 the rolling stock vehicles set out in Table 1, with the capacity characteristics referred to there, until the lease expiry dates referred to there;
 - 1.2 from the dates set out in Table 2 until the lease expiry dates referred to there, the additional rolling stock vehicles referred to against those dates, having (unless otherwise agreed by the Secretary of State):
 - (a) in the case of any additional rolling stock vehicles of the same class as any original rolling stock vehicles:
 - (i) at least the capacity specified in respect of such original rolling stock vehicles or such greater capacity as may be set out in Table 2; and
 - (ii) reliability, capability and quality that is at least equal to the reliability, capability and quality of such original rolling stock vehicles; and
 - (b) in the case of any other additional rolling stock vehicles referred to in Table 2:
 - (i) at least the capacity specified in respect of any original rolling stock vehicles that are, in the reasonable opinion of the Secretary of State, most similar to such additional rolling stock vehicles; and
 - (ii) reliability, capability and quality that is, in the reasonable opinion of the Secretary of State, at least equal to the reliability, capability and quality of any original rolling stock vehicles that are, in the reasonable opinion of the Secretary of State, most similar to such additional rolling stock vehicles.
 - (c) in respect of each train set out in column 1 of Table 3, the number of Sets (as such term is defined in Schedule 6.3 (The IEP Provisions) of this Franchise Agreement) set out in column 2 of such table, with the capacity characteristics referred to in column 3 of such table and by the dates referred to in column 4 of such table (as such dates may be amended to reflect any extension to the relevant Scheduled Acceptance Dates (as such term is defined under the MARA) pursuant to Paragraph 1.7 of Part B of Schedule 2 of the MARA).
2. The passenger carrying capacity of any rolling stock vehicles shall be determined by the Secretary of State in accordance with paragraph 12.4 of Schedule 1.1 (Service Development).

3. Without limiting paragraph 2 of Schedule 2.2 (Security of Access Agreements, Rolling Stock Leases, Station and Depot Leases) or Schedule 14.3 (Key Contracts), the Franchisee shall, in respect of any Rolling Stock Lease which is to expire at any time during the Franchise Term, not less than one (1) year prior to such expiry date, enter into a new Rolling Stock Lease in respect of substitute rolling stock vehicles which meet the requirements of paragraph 12.2(b) of Schedule 1.1 (Service Development)

Table 1 (existing vehicles) [*Bidders to populate*]

Column 1	Column 2	Column 3				Column 4	Column 5
Class of vehicle	Number of vehicles and unit configuration	Capacity of units				Owner/ Lessor	Lease expiry date(s)
		Seats	Standing	Total	Standard Class		

Table 2 (additional vehicles) [*Bidders to populate*]

Column 1	Column 2	Column 3	Column 4				Column 5	Column 6
Lease start date(s)	Class of vehicle	Number of vehicles and unit configuration	Capacity of units				Owner / Lessor	Lease expiry date(s)
			Seats	Standing	Total	Standard Class		

Table 3

Train number	Maximum available Sets	Capacity of Sets				Scheduled Acceptance Date
		Seats	Standing	Total	Standard Class	
Bi-Mode Half Sets						

SCHEDULE 2

Assets, Leases, Third Parties, Other Franchise Operations and Schemes

Schedule 2.1:	Asset Vesting and Transfer
Schedule 2.2	Security of Access Agreements, Rolling Stock Leases, Station and Depot Leases
Schedule 2.3	Third Party Delivery of Passenger Services and Other Franchisees
Schedule 2.4	Other Franchise Operations
Schedule 2.5	Transport, Travel and Other Schemes

SCHEDULE 2.1

Asset Vesting and Transfer

[Bidders to specify whether Part 1 or Part 2 of this Schedule 2.1 applies with the effect that the part which does not apply would be deleted].

PART 1

1. Vesting of Property Leases⁹

1.1 The Franchisee shall not without the prior written consent of the Secretary of State (such consent not to be unreasonably withheld), whether generally or on a case-by-case basis:

- (a) enter into any new Property Lease; or
- (b) effect any amendment to any Property Lease, except to the extent that the Franchisee is required to do so by virtue of any station or depot access conditions to which it is a party.

1.2 In respect of the new Property Leases specified in paragraph 1.3 or any other new Property Lease with Network Rail, the Franchisee shall enter into such Property Leases:

- (a) with the intent that Section 31 of the Act shall apply to such leases; and
- (b) in the agreed terms marked **SL** and **DL** (as appropriate).

1.3 The Franchisee shall enter into the following leases with Network Rail:

- (a) a lease of each Station, on or before the expiry of the Station Lease relating to each such Station (each such lease, once granted, shall be a Station Lease for the purposes of the Franchise Agreement);
- (b) a lease of each Depot, on or before the expiry of the Depot Lease relating to each such Depot (each such lease, once granted, shall be a Depot Lease for the purposes of the Franchise Agreement);
- (c) a supplemental lease relating to any Station or Depot, as soon as practicable following the successful completion of any procedure (including obtaining any requisite approval from the ORR) for including additional land within the demise of such Station or Depot (as the case may be) and each such supplemental lease, once granted, shall be a Station Lease or a Depot Lease (as the case may be) for the purposes of the Franchise Agreement; and
- (d) a lease of any Network Rail owned station or depot, which:
 - (i) the Secretary of State consents to or requires the Franchisee to be a party to; and

⁹ If Franchisee to enter into Property Leases during Franchise Term.

- (ii) the Franchisee was not a party to on the date hereof, but which has been contemplated by the Franchise Agreement,

and the Franchisee shall enter into such lease as soon as practicable after its terms and form have been agreed and all applicable preconditions to its granting have been satisfied or waived (including obtaining any requisite approval of the ORR). Any such supplemental lease, once granted, shall be a Station Lease or a Depot Lease (as the case may be) for the purposes of the Franchise Agreement and any such station or depot (as the case may be) shall be a Station or Depot for the purposes of the Franchise Agreement.

- 1.4 The Franchisee shall not be in contravention of paragraph 1.3 if and to the extent that Network Rail refuses to enter into any leases specified therein.
- 1.5 In respect of any assignment or amendment of any Property Lease to which Section 31 of the Act applied on its grant, each of the Secretary of State and the Franchisee acknowledges that it is their intention that Section 31 of the Act shall continue to apply to such assigned or amended lease.

PART 2

1. Property Leases¹⁰

- 1.1 The Franchisee shall not without the prior written consent of the Secretary of State (such consent not to be unreasonably withheld), whether generally or on a case-by-case basis:
 - (a) enter into any new Property Lease; or
 - (b) effect any amendment to any Property Lease, except to the extent that the Franchisee is required to do so by virtue of any station or depot access conditions to which it is a party.
- 1.2 In respect of any new Property Leases with Network Rail, the Franchisee shall enter into such Property Leases:
 - (a) with the intent that Section 31 of the Act shall apply to such leases; and
 - (b) in the agreed terms marked **SL** and **DL** (as appropriate).
- 1.3 In respect of any assignment or amendment of any Property Lease to which Section 31 of the Act applied on its grant, each of the Secretary of State and the Franchisee acknowledge that it is their intention that Section 31 of the Act shall continue to apply to such assigned or amended lease.

¹⁰ If Franchisee to enter into new Property Leases on the Start Date.

SCHEDULE 2.2

Security of Access Agreements, Rolling Stock Leases, Station and Depot Leases

1. Novation of Access Agreements during the Franchise Term

1.1 The Franchisee shall, to the extent so requested by the Secretary of State (other than on termination of the Franchise Agreement, for which the provisions of paragraph 1 of Schedule 15.4 (Provisions Applying on and after Termination) apply):

- (a) following receipt of a notice purporting to terminate any Access Agreement to which it is a party, in relation to such Access Agreement; or
- (b) following receipt of a notice purporting to terminate a Station Lease or Depot Lease in whole or in part or on becoming aware of any proceedings or any other steps having or purporting to have similar effect, in relation to any Access Agreement under which it is a Facility Owner by virtue of such Station Lease or Depot Lease,

novate its interest under any such relevant Access Agreement (and any related Collateral Agreement) to the Secretary of State or as he may direct.

1.2 Such obligation to novate shall be subject to the agreement of any counterparty to such Access Agreement or Collateral Agreement and, to the extent applicable, the ORR.

1.3 Such novation shall be on such terms as the Secretary of State may reasonably require, including:

- (a) that the Franchisee shall not be released from any accrued but unperformed obligation, the consequences of any breach of the relevant agreement which is the subject of arbitration or litigation between the parties thereto or any liability in respect of any act or omission under or in relation to the relevant agreement prior to, or as at the date of, any such novation (except to the extent that the Secretary of State or his nominee agrees to assume responsibility for such unperformed obligation, such liability or the consequences of such breach in connection with the relevant novation); and
- (b) that neither the Secretary of State nor his nominee shall be obliged, in connection with the novation, to agree to assume responsibility for any unperformed obligation, liability or consequences of a breach referred to in paragraph 1.3(a),

but shall not, unless the Franchisee otherwise agrees, be on terms which release any counterparty to the relevant agreement from any liability to the Franchisee arising prior to the date of such novation.

1.4 The Franchisee shall, on the occurrence of any of the circumstances specified in paragraph 1.1 in relation to any other Train Operator who is a party to an Access Agreement to which the Franchisee is also party, agree to the novation of the relevant Train Operator's interest under the relevant Access Agreement to the Secretary of State or as he may direct, subject, to the extent applicable, to the

consent of the ORR. The provisions of paragraph 1.3 shall apply to any such novation.

- 1.5 The Franchisee shall notify the Secretary of State on becoming aware of any circumstances which might lead to the Secretary of State being able to require the Franchisee to novate its interest or agree to the novation of another Train Operator's interest under this paragraph 1.

2. **Rolling Stock Related Contracts and insurance arrangements**

- 2.1 The Franchisee shall not:

- (a) execute any Rolling Stock Related Contract;
- (b) exercise any option or other discretion in any Rolling Stock Related Contract that would result in any increased payment or delay in delivery being made by or to the Franchisee or the relevant counterparty or which may result in it being reasonably likely to be unable to comply with the terms of the Franchise Agreement; or
- (c) amend or waive the terms of any Rolling Stock Related Contract,

without, in each case, the prior written consent of the Secretary of State (not to be unreasonably withheld) and shall supply a copy of all draft and all executed Rolling Stock Related Contracts (including any agreement amending any Rolling Stock Related Contract) together with such other information or documentation relating to such Rolling Stock Related Contract and/or the relevant rolling stock as the Secretary of State may request (which may include offer letters (original and final), the terms proposed by any person providing finance in relation to the relevant rolling stock (including cash flows), any agreement (in whatever form) to which the Franchisee (or an Affiliate of the Franchisee) is a party and which relates to the relevant rolling stock, information relating to capital allowances, details of any changes in the terms (including rentals) on which the relevant rolling stock is proposed to be leased compared to the terms on which such rolling stock was previously leased, a detailed justification of the Franchisee's proposed maintenance strategy for the relevant rolling stock and/or the Franchisee's analysis of the whole life costs of the relevant rolling stock) to the Secretary of State. Where the information or documentation so requested by the Secretary of State is not held by the Franchisee, the Franchisee shall use reasonable endeavours to obtain the relevant information or documentation from a third party (including any person from whom the Franchisee leases rolling stock)

- 2.2 The Franchisee shall not, without the prior written consent of the Secretary of State:

- (a) amend the terms of any insurance arrangements which relate to rolling stock vehicles used by it in the provision of the Passenger Services to which it is a party on the Start Date; or
- (b) enter into any new insurance arrangements after the Start Date which relate to rolling stock vehicles used or to be used by it in the provision of the Passenger Services ("**new insurance arrangements**").

- 2.3 Not used.

- 2.4 The Franchisee shall, in addition, if it enters into any new insurance arrangements, use all reasonable endeavours to ensure that the relevant insurers waive their rights of subrogation against any Train Operator which may have equivalent insurance arrangements providing for a similar waiver of rights of subrogation against the Franchisee, whether on a reciprocal basis or otherwise.
- 2.5 Without limiting paragraph 2.1, where the rolling stock to be leased by the Franchisee under any Rolling Stock Lease is Cascaded Rolling Stock the Secretary of State may:
- (a) as a condition of giving his consent to the Franchisee executing such Rolling Stock Lease, require that such Rolling Stock Lease contains a provision whereby, in the event of a Relevant Delay, the Secretary of State may require that such Cascaded Rolling Stock can continue to be used by the Prior Train Operator during such period as the Secretary of State may require. Without limitation this may include the Franchisee subleasing the Cascaded Rolling Stock back to the Prior Train Operator and/or a delay to the date on which the Cascaded Rolling Stock is required to be delivered to the Franchisee under such Rolling Stock Lease; and
 - (b) where the Secretary of State requires such a provision to be included in the relevant Rolling Stock Lease, if a Relevant Delay occurs, require the Franchisee to make the Cascaded Rolling Stock available for use by the Prior Train Operator during such period as the Secretary of State may require.

For the purpose of this paragraph 2.5 and paragraph 2.6:

“Cascaded Rolling Stock” means rolling stock proposed to be used by the Franchisee in the provision of the Passenger Services the availability of which is, in the opinion of the Secretary of State, directly or indirectly dependent upon the successful introduction into service of any other rolling stock by any other Train Operator (“Relevant Rolling Stock”);

“Prior Train Operator” means the Train Operator which used or is using the Cascaded Rolling Stock immediately prior to its proposed use by the Franchisee; and

“Relevant Delay” means any delay to the successful introduction into service of any Relevant Rolling Stock.

- 2.6 Where the Secretary of State exercises his right pursuant to paragraph 2.5(b):
- (a) this shall be a Change, provided that, in determining the Change Inputs in respect of such Change, no adjustment to the Baseline Inputs shall be made in respect of such Change other than in relation to the difference between each of the rolling stock lease costs and Variable Track Usage Charge for the Cascaded Rolling Stock and whatever rolling stock is to be used by the Franchisee in place of the Cascaded Rolling Stock;

- (b) the Franchisee shall not be liable for any failure to comply with its obligations under the Franchise Agreement to the extent that:
 - (i) such failure to comply arises directly as a result of the Franchisee being unable to use the Cascaded Rolling Stock; and
 - (ii) the Franchisee uses all reasonable endeavours to comply with the relevant obligations notwithstanding the unavailability of the Cascaded Rolling Stock.

3. **Assignment of Property Leases during the Franchise Term**

- 3.1 The Franchisee shall (other than on termination of the Franchise Agreement, for which the provisions of paragraph 4.5 of Schedule 15.4 (Provisions Applying on and after Termination) shall apply) following receipt of a notice purporting to terminate a Property Lease or on becoming aware of any proceedings or any other steps having or purporting to have similar effect, if requested by the Secretary of State, assign its interest under all or any Property Leases to the Secretary of State or as he may direct, subject where applicable to the agreement of any other party to such Property Lease or the ORR.
- 3.2 Such assignment shall be on such terms as the Secretary of State may reasonably require, including:
 - (a) that the Franchisee shall not be released from any accrued but unperformed obligation, the consequences of any antecedent breach of a covenant or obligation in the Property Leases or any liability in respect of any act or omission under or in relation to the Property Lease prior to, or as at the date of, any such assignment (except to the extent that the Secretary of State or his nominee agrees to assume responsibility for such unperformed obligation, such liability or the consequences of such breach in connection with the relevant assignment); and
 - (b) that neither the Secretary of State nor his nominee shall be obliged, in connection with such assignment, to agree to assume responsibility for any unperformed obligation, liability or consequences of a breach referred to in paragraph 3.2(a), and the Franchisee shall indemnify the Secretary of State or his nominee, as the case may be, on an after-tax basis against any costs, losses, liabilities or expenses suffered or incurred in relation thereto.
- 3.3 The Franchisee shall, on the occurrence of any of the circumstances specified in paragraph 3.1 in relation to any other Train Operator who is a party to a Property Lease to which the Franchisee is also party, agree to the assignment of such Train Operator's interest under the relevant Property Lease to the Secretary of State or as he may direct, subject, where applicable, to the consent of Network Rail. The provisions of paragraph 3.2 shall apply to any such assignment.
- 3.4 The Franchisee shall notify the Secretary of State on becoming aware of any circumstances which might lead to the Secretary of State being able to require the Franchisee to assign its interest or agree to the assignment of another Train Operator's interest under this paragraph 3.

4. **Station and Depot Leases**

4.1 The Franchisee shall at all times enforce its rights under each Station Lease and Depot Lease.

4.2 The Franchisee shall not:

- (a) terminate or agree to terminate in whole or in part, or take or omit to take any other action which might result in the termination of any Station Lease or Depot Lease;
- (b) assign all or part of its interest under any Station Lease or Depot Lease; or
- (c) sublet the whole or substantially the whole of the property comprised in any Station Lease or Depot Lease,

except to the extent that the Secretary of State may otherwise agree from time to time (such agreement not to be unreasonably withheld if the Franchisee has made arrangements, reasonably satisfactory to the Secretary of State, for the continued operation of such Station or Depot (as the case may be) for the remainder of the Franchise Term or if consent to the Closure of the relevant Station or Depot has been granted).

5. **Station Subleases**

5.1 Unless the Secretary of State agrees otherwise, the Franchisee shall not sublet to any of its Affiliates any part of the property comprised in any Property Lease except on terms that any such subletting:

- (a) (other than any subletting to an Affiliate which is a Train Operator) is terminable without compensation immediately upon the termination of the Franchise Agreement; and
- (b) is excluded from the provisions of Part II of the Landlord and Tenant Act 1954 and the Tenancy of Shops (Scotland) Act 1949.

5.2 If so requested by the Secretary of State, the Franchisee shall:

- (a) extend each Station Sublease on the same terms for such period as the Secretary of State may request (including a period equivalent to the franchise term of the Train Operator who is the lessee under such Station Sublease); and
- (b) if such Station Sublease terminates (which for the purposes of this paragraph 5.2(b) shall include the termination, at or around the time of termination of the Previous Franchise Agreement, of a station sublease in respect of which the Franchisee was the lessor), grant a new Station Sublease on the same terms to such Train Operator and for such period as the Secretary of State may request (including a period equivalent to the franchise term of the Train Operator who is the lessee under such Station Sublease),

subject, where required, to the consent of Network Rail (and, if required, the relevant sub-lessee) and to the duration of the relevant Station Lease.

- 5.3 The Franchisee shall notify the Secretary of State immediately on it becoming aware of any event which might give the Franchisee a right to forfeit or terminate any Station Sublease. The Franchisee shall notify the Secretary of State if it wishes to forfeit or terminate any such Station Sublease but shall not (without the Secretary of State's prior written consent) effect such forfeiture or termination until the date which occurs three months after the date of such notice.

SCHEDULE 2.3

Third Party Delivery of Passenger Services and Other Franchisees

1. Subcontracting any Passenger Services

- 1.1 Subject to paragraph 1.2, the Franchisee may not subcontract or delegate the provision of the Passenger Services without the prior written consent of the Secretary of State.
- 1.2 The Franchisee may subcontract or delegate the provision of the Passenger Services, provided that:
- (a) the Secretary of State receives prior written notice of any such subcontracting or delegation;
 - (b) the Franchisee continues to be party to all Access Agreements and Property Leases necessary to provide such Passenger Services and to enjoy all relevant access and operational rights thereunder;
 - (c) the Franchisee continues to specify and control the terms and conditions (subject to the requirements of the Inter-Operator Schemes) on which such Passenger Services are to be provided, including the determination of the Price or Child Price (as the case may be) of any Fares;
 - (d) the Train Mileage of the Passenger Services so delegated or subcontracted does not exceed 5 per cent of the aggregate scheduled Train Mileage of the Franchisee in any Reporting Period; and
 - (e) the Franchisee continues to perform its obligations under Schedule 1.1 (Service Development) in respect of any subcontracted or delegated services.
- 1.3 Any such subcontracting or delegation shall not relieve the Franchisee from any of its obligations under the Franchise Agreement, including its obligations under this paragraph 1 and Schedule 14 (Preservation of Assets).

2. Other Franchisees

- 2.1 If the franchise agreement of another franchisee terminates or a railway administration order is made in respect of another franchisee, the Franchisee shall co-operate with any reasonable request of the Secretary of State to ensure:
- (a) that the services provided or operated by such other franchisee may continue to be provided or operated by any successor Train Operator or the railway administrator; and
 - (b) that the benefit of any arrangements between the Franchisee and such other franchisee which were designated as a key contract under such franchise agreement immediately prior to its termination or to a railway administration order being made will continue to be provided to any successor Train Operator or to the railway administrator.
- 2.2 The benefit of any arrangements of the type referred to in paragraph 2.1(b) shall be provided on substantially the same terms as previously obtained by the

relevant franchisee, subject to paragraph 11 of Schedule 19 (Other Provisions) and paragraph 2.3, provided that the Secretary of State may exclude or modify any terms agreed or amended by such franchisee in the 12 months preceding the date on which such franchisee's franchise agreement was terminated or the date on which the relevant railway administration order was made which were, in the Secretary of State's reasonable opinion, to the material detriment of such franchisee's business. The benefit of such arrangements shall be provided for such period as the Secretary of State may reasonably require to allow the relevant Train Operator or railway administrator to renegotiate such arrangements or make alternative arrangements.

- 2.3 The Franchisee shall notify the Secretary of State of its intention to terminate any contract with any other Train Operator which is designated as a "Key Contract" under that Train Operator's franchise agreement and shall give that Train Operator sufficient notice to enable it to make suitable alternative arrangements for its passengers without causing disruption to the railway passenger services provided by such Train Operator.
- 2.4 If the franchise agreement of another franchisee terminates in contemplation of the entry into or entry into effect of a new franchise agreement with the same franchisee in respect of all or a material part of the relevant railway passenger services, the Franchisee shall waive any event of default or other right it may have to terminate any agreement with such franchisee arising out of such termination, provided that the entry into or entry into effect of such new franchise agreement takes place.
- 2.5 References in this paragraph 2 to a franchisee include references to any franchise operator of that franchisee.

SCHEDULE 2.4

Other Franchise Operations

1. Rolling Stock Testing and Commissioning

1.1 The Franchisee shall, to the extent reasonably requested by the Secretary of State and subject to payment of the Franchisee's reasonable costs by the relevant third party, co-operate with any third party which the Secretary of State may specify (including a Successor Operator, a rolling stock vehicle manufacturer, Network Rail or the Secretary of State) in connection with the testing and commissioning of new rolling stock vehicles or any new equipment to be fitted to rolling stock vehicles (whether such rolling stock vehicles are new or otherwise). Such co-operation shall not unreasonably disrupt the provision and operation of the Franchise Services and may include:

- (a) the movement of test trains within and around depots;
- (b) making available suitably qualified personnel to operate test trains along the Routes and provide information on the Routes;
- (c) making Train Slots available for such purposes;
- (d) granting or procuring the grant of access to the third party and its representatives to any relevant facilities; and
- (e) the delivery of rolling stock vehicles to specific locations.

2. Restrictions on Closures of Railway Passenger Services or Railway Facilities

2.1 Except to the extent that the Secretary of State agrees otherwise, the Franchisee shall not:

- (a) cease to operate;
- (b) cease to secure the operation of; or
- (c) propose to terminate the use of,

any Station (or part of a Station) or any railway passenger service over a Route where such cessation or proposal might result in a Closure.

2.2 If any procedures are commenced under Part 4 of the Railways Act 2005 in relation to a Closure, the Franchisee shall, at its own cost and to the extent so requested by the Secretary of State, take such action as the Secretary of State may require in order to enable the Secretary of State to comply with any duty imposed on him under Part 4 of the Railways Act 2005 in relation to such Closure.

3. **Not Used**

4. **Royal Train**

4.1 The Franchisee shall, if and to the extent requested by any person (including Rail Express Systems Limited) and subject to the payment by such person of any reasonable costs of the Franchisee, co-operate in the provision by such person of railway passenger services for Her Majesty Queen Elizabeth II or any successor head of state or members of the family or representatives of either of them.

4.2 The provision of railway services for Her Majesty Queen Elizabeth II or any successor head of state or members of the family or representatives of either of them may include:

- (a) running a "sweeper" train in front of the royal train;
- (b) having spare locomotives on standby as rescue traction; and/or
- (c) carrying out security requirements or co-operating with other persons in ensuring that security requirements are carried out prior to calling at any station on the Routes.

SCHEDULE 2.5

Transport, Travel and Other Schemes

1. **Not Used**
2. **Not Used**
3. **Not Used**
4. **Discount Fare Schemes**
 - 4.1 If the Secretary of State:
 - (a) effects, or proposes to effect, an amendment to a Discount Fare Scheme;
 - (b) introduces any new Discount Fare Scheme; or
 - (c) ceases to approve a Discount Fare Scheme,
for the purposes of Section 28 of the Act, such amendment, intended amendment, introduction or cessation of approval shall be a Change.
 - 4.2 The Secretary of State shall provide a reasonable opportunity to the Franchisee to make representations to him before amending, introducing or ceasing to approve a Discount Fare Scheme pursuant to paragraph 4.1.
 - 4.3 The Franchisee shall supply to the Secretary of State, in respect of any Discount Fare Scheme referred to in paragraph 4.1, such information within such period as the Secretary of State may reasonably require for the purposes of determining the financial effect of any such amendment, intended amendment, introduction or cessation of approval.
5. **Inter-Operator Schemes**
 - 5.1 The Franchisee shall participate in and comply with its obligations under the terms of each of the Inter-Operator Schemes.
 - 5.2 Without limiting paragraphs 5.1 and 5.3, the Franchisee agrees to be bound by Parts IV and V of Chapter 4 of the Ticketing and Settlement Agreement and shall not amend, or agree or propose to amend, the Ticketing and Settlement Agreement without the prior written consent of the Secretary of State.
 - 5.3 The Franchisee shall not amend, or agree or propose to amend, any Inter-Operator Scheme other than in accordance with its terms.
 - 5.4 The Franchisee shall:
 - (a) provide reasonable notice to the Secretary of State of any proposal to amend any Inter-Operator Scheme which it intends to make or of which it receives notification and which, in its opinion, is reasonably likely materially to affect the provision of the Franchise Services; and
 - (b) have regard to the Secretary of State's views in respect of any such proposal.

- 5.5 If an amendment is effected or proposed to be effected to an Inter-Operator Scheme which requires the consent or approval of the Secretary of State in accordance with the terms thereof, such amendment shall be treated as a Change to the extent and only to the extent that the Franchisee makes a saving as a consequence of such amendment or proposed amendment.

SCHEDULE 3

Priced Options

Part 1	Priced Options
Part 2	List of Priced Options
Part 3	Price in respect of the Priced Options

Part 1 to Schedule 3

Priced Options

1. Definitions

“**Connection**” has the same meaning as in the Train Service Requirement for the purpose of this Schedule 3.

2. List of Priced Options

Part 2 (List of Priced Options) of this Schedule 3 contains a list of the Priced Options agreed as at the date of the Franchise Agreement, and the terms upon which the Secretary of State may exercise each such Priced Option.

3. Terms on which Priced Option may be called

3.1 The Secretary of State may call any Priced Option by serving written notice on the Franchisee:

- (a) at any time on or prior to the last date for the call of such Priced Option and on terms of such Priced Option, in which case the terms of such Priced Option, including the agreed cost and revenue amounts for that Priced Option, shall apply and the Franchisee shall implement such Priced Option in accordance with those terms; or
- (b) at any time after the last date for the call of such Priced Option and/or on different terms to those specified within such Priced Option, in which case such call shall be a Change.

4. Cancellation of Priced Options after they are called

Priced Options [1 to 13 inclusive] are if called subject to a value for money review after the relevant Passenger Services have been operated for a period determined by the Secretary of State. The Secretary of State may notify the Franchisee after such a review that it shall no longer be required to operate relevant Passenger Services from a specified date [which shall be a Passenger Date occurring on or after the third anniversary of commencement of the relevant Passenger Services.] In such circumstances, notwithstanding that there shall be an amendment to the TSR, there shall not be a Change and the financial impacts shall be addressed solely by reversing the incremental change to the figures for calculation of the Annual Franchise Payments set out in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments) implemented when the relevant Priced Option was called in accordance with the relevant table in Part 3.

5. Co-operation with Promoters of Priced Options

Where a Promoter is identified in relation to a Priced Option and such Priced Option is called by the Secretary of State the Franchisee shall co-operate with the Promoter and act reasonably and in good faith in its engagement with the Promoter for the purposes of ensuring that the outputs to be delivered in consequence of the Priced Option being called are effectively delivered in accordance with the relevant timescales.

6. **Calling of a Priced Option to be a Significant Alteration**

Where a Priced Option is called the Franchisee shall comply with the obligations in paragraph 4 of Schedule 1.1 (Service Development) and accordingly consult on requisite changes to the Timetable on the basis that Significant Alterations are proposed.

Part 2 to Schedule 3

List of Priced Options

1. BRISTOL METRO PHASE 1 PASSENGER SERVICES

Description, objective and specification

- 1.1 This Priced Option relates to an amendment to the TSR so as to provide the Bristol Metro Phase 1 Passenger Services. The Promoter of the Priced Option is the "West of England Partnership".

Price for exercising this Priced Option (in £ base date)

- 1.2 Where this Priced Option is called in accordance with its terms, the price for this Priced Option shall be the price set out in Table 1 in Part 3 (Price in respect of the Priced Options) to this Schedule 3 and adjustments to Franchise Payments shall be made accordingly. The calling of this Priced Option by the Secretary of State shall not constitute a Change for the purpose of Schedule 9 (Changes).

Timescale for implementing this Priced Option from the date it is called

- 1.3 The timescale for the implementation of this Priced Option will be [•].

Other effects on the Franchise Agreement

- 1.4 The effects on the Franchise Agreement will be that:

- (a) the TSR shall be amended to require:
- (i) the Franchisee to operate a one Passenger Service per hour service in both directions between Severn Beach and Bath Spa calling at all intermediate stations. Such additional Passenger Services shall provide an additional hourly service between Bath Spa and Bristol so that there shall be a two Passenger Services per hour service at Keynsham and Oldfield Park;
 - (ii) the Franchisee to operate a one Passenger Service per hour service in both directions between Severn Beach and Portishead calling at Pill (subject to a station being constructed there) and such other intermediate stations as the Secretary of State shall specify at the time (if any) that the Priced Option is called;
 - (iii) the Franchisee shall operate a one Passenger Service per hour service in both directions between Bristol Temple Meads and Portishead calling at Pill (subject to a station being constructed there) and such other intermediate stations as the Secretary of State shall specify at the time (if any) that the Priced Option is called, so as to deliver, in conjunction with the Passenger Services described in sub paragraph (ii) above a half hourly service on the Portishead to Bristol Temple Meads route,

- (iv) all such Passenger Services shall be provided over an 18 hour Operating Day on Monday to Saturday and 9 hour Operating Day on Sunday,

and if implemented, the above requirements shall replace the existing requirements in the TSR relating to the Severn Beach branch.

- (b) the inclusion in Schedule 6.1 (Committed Obligations and Related Provisions) of a new Committed Obligation in Part 1 (List of Committed Obligations) which reads:

"Bristol Metro Phase 1 Passenger Services

[x.1] The Franchisee shall by no later than [the Passenger Change Date in December 2017] commence and thereafter continue to operate the Bristol Metro Phase 1 Passenger Services.

[x.2] The Franchisee shall in advance of the reopening of the Portishead line in a timely manner carry out all of the activities and actions reasonably required to be carried out or taken by a Train Operator which is the principal operator of passenger services over a new railway route."

Latest date for calling this Priced Option to maintain the price in paragraph 1.2

- 1.5 The latest date on which the Secretary of State may call this Priced Option in order to maintain the price quoted at paragraph 1.2 is[●].

2. EXETER TO OKEHAMPTON DEVON METRO PASSENGER SERVICES

Description, objective and specification

- 2.1 This Priced Option relates to an amendment to the TSR so as to provide enhanced Exeter to Okehampton Devon Metro Passenger Services between Exeter and Okehampton. The Promoter of this Priced Option is Devon County Council.

Price for exercising this Priced Option (in £ base date)

- 2.2 Where this Priced Option is called in accordance with its terms, the price for this Priced Option shall be the price set out in Table 2 in Part 3 (Price in respect of the Priced Options) to this Schedule 3 and adjustments to Franchise Payments shall be made accordingly. The calling of this Priced Option by the Secretary of State shall not constitute a Change for the purpose of Schedule 9 (Changes).

Timescale for implementing this Priced Option from the date it is called

- 2.3 The timescale for the implementation of this Priced Option will be [●].

Other effects on the Franchise Agreement

- 2.4 The effects on the Franchise Agreement will be as follows:

- (a) the TSR shall be amended to require the operation of eight Passenger Services per Operating Day Monday to Sunday inclusive in each direction

between Exeter St. Davids and Okehampton calling at all intermediate stations (including Sampford Courtenay). The first Passenger Service of the Operating Day shall leave Exeter St. Davids by 0630 and the last shall leave Exeter St. Davids not before 2030;

the inclusion of the following in Schedule 6.1 (Committed Obligations and Related Provisions) a new Committed Obligation in Part 1 (List of Committed Obligations) which reads:

- (b) the inclusion in Schedule 6.1 (Committed Obligations and Related Provisions) of a new Committed Obligation in Part 1 (List of Committed Obligations) which reads:

"Exeter to Okehampton Devon Metro Services

[x.1] The Franchisee shall by no later than [the Passenger Change Date in December 2014] commence and thereafter continue to operate the Exeter to Okehampton Devon Metro Services."

Latest date for calling this Priced Option to maintain the price in paragraph 2.2

- 2.5 The latest date on which the Secretary of State may call this Priced Option in order to maintain the price quoted at paragraph 2.2 is [●].

3. EXETER TO AXMINSTER DEVON METRO PASSENGER SERVICES

Description, objective and specification

- 3.1 This Priced Option relates to an amendment to the TSR so as to provide enhanced Exeter to Axminster Devon Metro services between Exeter and Axminster. The Promoter of this Priced Option is Devon County Council.

Price for exercising this Priced Option (in £ base date)

- 3.2 Where this Priced Option is called in accordance with its terms, the price for this Priced Option shall be the price set out in Table 3 in Part 3 (Price in respect of the Priced Options) to this Schedule 3 and adjustments to Franchise Payments shall be made accordingly. The calling of this Priced Option by the Secretary of State shall not constitute a Change for the purpose of Schedule 9 (Changes).

Timescale for implementing this Priced Option from the date it is called

- 3.3 The timescale for the implementation of this Priced Option will be [●].

Other effects on the Franchise Agreement

- 3.4 The effects on the Franchise Agreement will be as follows:

- (a) the TSR shall be amended to require the operation of five additional Passenger Services per operating day (Monday to Sunday inclusive) in each direction between Exeter St. Davids and Axminster calling at all intermediate stations including a new station at Cranbrook. The first train shall leave Exeter St. Davids bound for Honiton only by 0805 and the last shall leave Exeter St. Davids not before 1541 bound for Axminster. The Franchisee shall include such additional Passenger Services in the

Timetable so that, together with the passenger services provided by the franchisee of the "south west trains franchise" (or any successor), a three trains every two hours service is provided in both directions between Exeter St. Davids and Axminster at the relevant times; and

- (b) the inclusion in Schedule 6.1 (Committed Obligations and Related Provisions) of a new Committed Obligation in Part 1 (List of Committed Obligations) which reads:

"Exeter to Axminster Devon Metro Services

[x.1] The Franchisee shall by no later than [the Passenger Change Date in December 2014] commence and thereafter continue to operate the Exeter Axminster Devon Metro Passenger Services."

Latest date for calling this Priced Option to maintain the price in paragraph 3.2

- 3.5 The latest date on which the Secretary of State may call this Priced Option in order to maintain the price quoted at paragraph 3.2 is [●].

4. **EXETER TO EXMOUTH DEVON METRO PASSENGER SERVICES**

Description, objective and specification

- 4.1 This Priced Option relates to an amendment to the TSR so as to provide enhanced Exeter to Exmouth Devon Metro Passenger Services between Exeter and Exmouth. The Promoter of this Priced Option is Devon County Council on behalf of the Avocet Line Community Rail Partnership.

Price for exercising this Priced Option (in £ base date)

- 4.2 Where this Priced Option is called in accordance with its terms, the price for this Priced Option shall be the price set out in Table 4 in Part 3 (Price in respect of the Priced Options) to this Schedule 3 and adjustments to Franchise Payments shall be made accordingly. The calling of this Priced Option by the Secretary of State shall not constitute a Change for the purpose of Schedule 9 (Changes).

Timescale for implementing this Priced Option from the date it is called

- 4.3 The timescale for the implementation of this Priced Option will be [●].

Other effects on the Franchise Agreement

- 4.4 The effects on the Franchise Agreement will be as follows:
- (a) the TSR shall be amendment to require the operation of one additional Passenger Service per hour in each direction between Exeter St. Davids and Exmouth calling at all intermediate stations on every Sunday in the year so that the first train shall leave Exeter St. Davids by 1030 and the last shall leave Exeter St. Davids not before 1730; and
- (b) the inclusion in Schedule 6.1 (Committed Obligations and Related Provisions) of a new Committed Obligation in Part 1 (List of Committed Obligations) which reads:

"Exeter to Exmouth Devon Metro Passenger Services

[x.1] The Franchisee shall by no later than [the Passenger Change Date in December 2014] commence and thereafter continue to operate the Exeter Exmouth Devon Metro Services."

Latest date for calling this Priced Option to maintain the price in paragraph 4.2

- 4.5 The latest date on which the Secretary of State may call this Priced Option in order to maintain the price quoted at paragraph 4.2 is [●].

5. TRANSWILTS RAIL (PHASE 1) PASSENGER SERVICES

Description, objective and specification

- 5.1 This Priced Option relates to an amendments to the TSR so as to provide additional weekday, Saturday and Sunday Passenger Services between Westbury and Swindon via Melksham. The Promoter of this Priced Option is Wiltshire County Council.

Price for exercising this Priced Option (in £ base date)

- 5.2 Where this Priced Option is called in accordance with its terms, the price for this Priced Option shall be the price set out in Table 5 in Part 3 (Price in respect of the Priced Options) to this Schedule 3 and adjustments to Franchise Payments shall be made accordingly. The calling of this Priced Option by the Secretary of State shall not constitute a Change for the purpose of Schedule 9 (Changes).

Timescale for implementing this Priced Option from the date it is called

- 5.3 The timescale for the implementation of this Priced Option will be [●].

Other Effects on the Franchise Agreement

- 5.4 The effects on the Franchise Agreement will be as follows:

- (a) the TSR shall be amended to require:
- (i) the operation of six additional Passenger Services in each direction between Swindon and Westbury via Melksham between Monday and Friday (inclusive) so that there is:
- (A) one Passenger Service in each direction between Swindon and Westbury every two hours (allowing one interval of three hours) between 0800 and 1950;
 - (B) at least one arrival into each of Swindon (northbound) and Westbury (southbound) by 0850;
 - (C) at least one departure from Westbury to Swindon to leave Westbury not before 1915;
 - (D) at least one departure from Swindon for Westbury to leave Swindon not before 1800; and

- (E) at least one departure from Swindon to Westbury between 1600 and 1800;
- (ii) the operation of the same quantum of Passenger Services and service pattern as is required to be operated between Monday and Friday on Saturday with the variation that at least one Passenger Service must depart from Swindon for Westbury after 1900; and
- (iii) the operation of four additional Passenger Services in each direction on Sunday with at least one Passenger Service arriving at Swindon from Westbury before 1200 and at least one Passenger Service departing from Westbury for Swindon after 1800 and at least one Passenger Service departing Swindon for Westbury after 1800. [During the Summer at least one Swindon to Westbury Passenger Service shall provide a Connection with a Westbury to Weymouth Passenger Service at Westbury before 1100 and at least one Westbury to Swindon Passenger Service shall provide a Connection with a Weymouth to Westbury Passenger Service departing from Weymouth after 1659]¹¹; and
- (b) the inclusion in Schedule 6.1 (Committed Obligations and Related Provisions) of a new Committed Obligation in Part 1 (List of Committed Obligations) which reads:

"TransWilts Rail (Phase 1) Passenger Services

[x.1] The Franchisee shall by no later than [the passenger Change Date in December 2013] commence and thereafter continue to operate the TransWilts Rail (Phase 1) Passenger Services.

Latest date for calling this Priced Option to maintain the price in paragraph 5.2

5.5 The latest date on which the Secretary of State may call this Priced Option in order to maintain the price quoted at paragraph 5.2 is the date which is [●].

6. RIVIERA LINE (NEWTON ABBOT TO PAIGNTON) STRENGTHENING PASSENGER SERVICES

Description, objective and specification

6.1 This Priced Option relates to an amendment to the TSR so as to provide for the operation of an additional one Passenger Service between Newton Abbot and Paignton so as to supplement the hourly Exeter to Paignton service required by the TSR at the Start Date and accordingly result in an overall two trains per hour service frequency between Newton Abbot and Paignton. Each such additional Passenger Service shall be included in the Train Plan with a minimum seated capacity of seventy passengers. The Promoter of this Priced Option is Devon County Council on behalf of the Devon and Cornwall Community Rail Partnership.

Price for exercising this Priced Option (in £ base date)

¹¹ Position to be clarified by DfT.

6.2 Where this Priced Option is called in accordance with its terms, the price for this Priced Option shall be the price set out in Table 6 in Part 3 (Price in respect of the Priced Options) to this Schedule 3 and adjustments to Franchise Payments shall be made accordingly. The calling of this Priced Option by the Secretary of State shall not constitute a Change for the purpose of Schedule 9 (Changes).

Timescale for implementing this Priced Option from the date it is called

6.3 The timescale for the implementation of this Priced Option will be no later than [•].

6.4 The effects on the Franchise Agreement will be as follows:

- (a) the TSR shall be amended to require:
 - (i) between Monday and Friday (inclusive) the provision of one additional Passenger Service per hour in each direction between Newton Abbot and Paignton between 0850 and 1630. There shall be a departure by 0850 from Newton Abbot to Paignton and a departure by 0930 from Paignton to Newton Abbot and the last such additional Passenger Service shall depart from Newton Abbot to Paignton not before 1600 and from Paignton to Newton Abbot not before 1630; and
 - (ii) that the Train Plan provides that each additional Passenger Service provided pursuant to sub paragraph (i) above shall have a minimum capacity of seventy seats; and
- (b) the inclusion in Schedule 6.1 (Committed Obligations and Related Provisions) of a new Committed Obligation in Part 1 (List of Committed Obligations) which reads:

"Riviera Line (Exeter to Paignton) Strengthening Passenger Services

[x.1] The Franchisee shall by no later than [the Passenger Change Date in December 2013] commence and thereafter continue to operate the Riviera Line (Newton Abbot to Paignton) Strengthening Passenger Services."

Latest date for calling this Priced Option to maintain the price in paragraph 6.2

6.5 The latest date on which the Secretary of State may call this Priced Option in order to maintain the price quoted at paragraph 6.2 is [•].

7. HEART OF WESSEX LINE OPTIMISATION PASSENGER SERVICES

Description, objective and specification

7.1 This Priced Option relates to an amendment to the TSR so as to provide strengthened Passenger Services on the "Heart of Wessex line" between Bristol and Weymouth and improved journey opportunities for passengers using Yeovil Pen Mill station. The Promoter of this Priced Option is Wiltshire County Council on behalf of the Heart of Wessex Community Rail Partnership.

Price for exercising this Priced Option (in £ base date)

- 7.2 Where this Priced Option is called in accordance with its terms, the price for this Priced Option shall be the price set out in Table 7 in Part 3 (Price in respect of the Priced Options) to this Schedule 3 and adjustments to Franchise Payments shall be made accordingly. The calling of this Priced Option by the Secretary of State shall not constitute a Change for the purpose of Schedule 9 (Changes).

Timescale for implementing this Priced Option from the date it is called

- 7.3 The timescale for the implementation of this Priced Option will be no later than [●].

- 7.4 The effects on the Franchise Agreement will be as follows:

- (a) The TSR shall be amended to require:
- (i) eight additional Passenger Services in both directions so that the Timetable includes an hourly standard pattern timetable service between Westbury and Weymouth between 0715 and 2115; and
 - (ii) a Sunday service in accordance with the following specification [**to be confirmed**]; and
- (b) the inclusion in Schedule 6.1 (Committed Obligations and Related Provisions) of a new Committed Obligation in Part 1 (List of Committed Obligations) which reads:

"Heart of Wessex Line Optimisation Passenger Services

[x.1] The Franchisee shall by no later than [the Passenger Change Date in May 2014] commence and thereafter continue to operate the Heart of Wessex Line Optimisation Passenger Services."

Latest date for calling this Priced Option to maintain the price in paragraph 7.2

- 7.5 The latest date on which the Secretary of State may call this Priced Option in order to maintain the price quoted at paragraph 7.2 is [●].

8. ST. IVES TO PENZANCE SUMMER ONLY PASSENGER SERVICES

Description, objective and specification

- 8.1 This Priced Option relates to amendments to the TSR so as to extend from St. Erth to Penzance the twenty eight Passenger Services per day service required on the to St. Ives Bay line from Monday to Saturday inclusive between the Passenger Change Date in May and the first engineering change date in September in each year after the Priced Option is called. The Promoter of this Priced Option is Cornwall Council.

Price for exercising this Priced Option (in £ base date)

- 8.2 Where this Priced Option is called in accordance with its terms, the price for this Priced Option shall be the price set out in Table 8 in Part 3 (Price in respect of the Priced Options) to this Schedule 3 and adjustments to Franchise Payments shall be made accordingly. The calling of this Priced Option by the Secretary of State shall not constitute a Change for the purpose of Schedule 9 (Changes).

Timescale for implementing this Priced Option from the date it is called

- 8.3 The timescale for the implementation of this Priced Option will be [●].

- 8.4 The effects on the Franchise Agreement will be as follows:

- (a) the TSR shall be amended to specify Extensions from St. Erth to Penzance of the twenty eight Passenger Services required to be operated by the St. Erth – St. Ives Service Description from Monday to Friday inclusive and to amend the TSR to include this specification for Saturday (the eleven train balance of the minimum Saturday and Sunday total 39 train specification to be provided on Sunday) in Summer in each year after the Priced Option is called; and
- (b) the inclusion in Schedule 6.1 (Committed Obligations and Related Provisions) of a new Committed Obligation in Part 1 (List of Committed Obligations) which reads:

"St. Ives to Penzance Summer Only Passenger Services

[x.1] The Franchisee shall by no later than [the Passenger Change Date in May 2014] commence and thereafter continue to operate the St. Ives to Penzance Summer Only Passenger Services".

Latest date for calling this Priced Option to maintain the price in paragraph 8.2

- 8.5 The latest date on which the Secretary of State may call this Priced Option in order to maintain the price quoted at paragraph 8.2 is [●].

9. ST. IVES TO PENZANCE INCREMENTAL ALL YEAR PASSENGER SERVICES

Description, objective and specification

- 9.1 This Priced Option relates to an amendment to the TSR so as to extend from St. Erth to Penzance the twenty eight Passenger Services per day service required on the to St. Ives Bay line from Monday to Saturday inclusive between the first engineering change date in September and the Passenger Change Date in May of the following year. It is incremental to Priced Option 8 "St. Ives to Penzance Summer Only Passenger Services" and can only be called if Priced Option 8 is also called. The Promoter of this Priced Options is Cornwall Council.

Price for exercising this Priced Option (in £ base date)

- 9.2 Where this Priced Option is called in accordance with its terms, the price for this Priced Option shall be the price set out in Table 9 in Part 3 (Price in respect of the Priced Options) to this Schedule 3 and adjustments to Franchise Payments

shall be made accordingly. The calling of this Priced Option by the Secretary of State shall not constitute a Change for the purpose of Schedule 9 (Changes).

Timescale for implementing this Priced Option from the date it is called

9.3 The timescale for the implementation of this Priced Option will be [●].

9.4 The effects on the Franchise Agreement will be as follows:

(a) the TSR shall be amended to specify Extensions from St. Erth to Penzance of the twenty eight Passenger Services required to be operated by the St. Erth – St. Ives Service Description from Monday to Friday and the twenty five Passenger Services required to be operated by the St. Erth – St. Ives Service Description on Saturday (the fourteen train balance of the minimum Saturday and Sunday total thirty nine train specification to be provided on Sunday) between the engineering change date in September and the Passenger Change Date in May of the following year in each year after the Priced Option is called; and

(b) the inclusion in Schedule 6.1 (Committed Obligations and Related Provisions) of a new Committed Obligation in Part 1 (List of Committed Obligations) which reads:

"St. Ives to Penzance All Year Services

[x.1] The Franchisee shall by no later than [the Passenger Change Date in May 2014] commence and thereafter continue to operate the St. Ives to Penzance Incremental All Year Passenger Services".

Latest date for calling this Priced Option to maintain the price in paragraph 9.2

9.5 The latest date on which the Secretary of State may call this Priced Option in order to maintain the price quoted at paragraph 9.2 is [●].

10. ADDITIONAL LOOE VALLEY PASSENGER SERVICES

Description, objective and specification

10.1 This Priced Option relates to an amendment to the TSR so as to provide a seasonal increase in services on the "Looe Valley Line" between Liskeard and Looe. The Promoter of the Priced Option is Cornwall Council.

Price for exercising this Priced Option (in £ base date)

10.2 Where this Priced Option is called in accordance with its terms, the price for this Priced Option shall be the price set out in Table 10 in Part 3 (Price in respect of the Priced Options) to this Schedule 3 and adjustments to Franchise Payments shall be made accordingly. The calling of this Priced Option by the Secretary of State shall not constitute a Change for the purpose of Schedule 9 (Changes).

Timescale for implementing this Priced Option from the date it is called

10.3 The timescale for the implementation of this Priced Option will be [●].

10.4 The effects on the Franchise Agreement will be as follows:

- (a) the TSR shall be amended to require:
- (i) on Weekdays in the High Summer the operation of an additional two Passenger Services per day in both directions (calling at all intermediate stations with the exception of Coombe Junction Halt) on the Looe Valley Line between Looe and Liskeard (from twelve Passenger Services per day in the TSR effective on the Start Date, to fourteen Passenger Services per day) and so that the last train does not leave before 2200;
 - (ii) on Saturday in the High Summer the operation of eight Passenger Services per day in both directions so that (in accordance with the Train Service Requirement applicable in relation to weekends) the Franchisee is required to operate six Passenger Services per day in both directions on Sunday in the High Summer and so that the last train on both Saturday and Sunday does not leave before 2200; and
 - (iii) that the obligation of the Franchisee to provide a Summer Sunday service shall be extended so that such Sunday Service is provided between Easter Sunday and the first Sunday to occur after 15th October inclusive,
- and if implemented, the above services shall replace the existing requirements in the TSR relating to the Looe Valley Line; and
- (b) the inclusion in Schedule 6.1 (Committed Obligations and Related Provisions) of a new Committed Obligation in Part 1 (List of Committed Obligations) which reads:

"Additional Looe Valley Passenger Services

[x.1] The Franchisee shall by no later than [Easter 2014] commence and thereafter continue to operate the Additional Looe Valley Passenger Services."

Latest date for calling this Priced Option to maintain the price in paragraph 10.2

- 10.5 The latest date on which the Secretary of State may call this Priced Option in order to maintain the price quoted at paragraph 10.2 is [●].

11. TAVISTOCK TO PLYMOUTH PASSENGER SERVICES

Description, objective and specification

- 11.1 This Priced Option relates to an amendment to the TSR so as to provide Passenger Services between Tavistock and Plymouth if the Tavistock to Bere Alston route is reopened. The Promoter of this Priced Option is Devon County Council.

Price for exercising this Priced Option (in £ base date)

- 11.2 Where this Priced Option is called in accordance with its terms, the price for this Priced Option shall be the price set out in Table 11 in Part 3 (Price in respect of the Priced Options) to this Schedule 3 and adjustments to Franchise Payments

shall be made accordingly. The calling of this Priced Option by the Secretary of State shall not constitute a Change for the purpose of Schedule 9 (Changes).

Timescale for implementing this Priced Option from the date it is called

11.3 The timescale for the implementation of this Priced Option will be [●].

11.4 The effects on the Franchise Agreement will be as follows:

- (a) the TSR shall be amended to require:
 - (i) the operation of eight Passenger Services in each direction per Operating Day between Plymouth and Tavistock calling at all intermediate stations Monday to Sunday inclusive. The first train shall leave Tavistock by 0530 and the last train shall leave Plymouth not before 2153. Such Passenger Services shall be additional to the TSR requirement between Plymouth and Gunnislake;
 - (ii) that the Train Plan provides that additional Passenger Services provided pursuant to sub paragraph (i) above are formed of at least two vehicles; and
 - (iii) that the relevant Passenger Services shall operate from Monday to Sunday inclusive; and
- (b) the inclusion in Schedule 6.1 (Committed Obligations and Related Provisions) of a new Committed Obligation in Part 1 (List of Committed Obligations) which reads:

"Tavistock to Plymouth Passenger Services

[x.1] The Franchisee shall by no later than [the Passenger Change Date in December 2016] commence and thereafter continue to operate the Tavistock to Plymouth Passenger Services.

[x.2] The Franchisee shall in advance of the reopening of the Tavistock line in a timely manner carry out all of the activities and actions reasonably required to be carried out or taken by a Train Operator which is the principal operator of passenger services over a new railway route."

Latest date for calling this Priced Option to maintain the price in paragraph 11.2

11.5 The latest date on which the Secretary of State may call this Priced Option in order to maintain the price quoted at paragraph 11.2 is [●].

12. LONDON PADDINGTON TO PENZANCE ENHANCED PASSENGER SERVICES

Description, objective and specification

12.1 This Priced Option relates to an amendment to the TSR so as to provide an increase in the number of London Paddington to Penzance Passenger Services to nine per day Monday to Friday inclusive. This Priced Option shall not be capable

of being called if "Priced Option 13 Plymouth to Penzance Enhanced Local Passenger Services" is called.

12.2 Price for exercising this Priced Option (in £ base date)

12.3 Where this Priced Option is called in accordance with its terms, the price for this Priced Option shall be the price set out in Table 12 in Part 3 (Price in respect of the Priced Options) to this Schedule 3 and adjustments to Franchise Payments shall be made accordingly. The calling of this Priced Option by the Secretary of State shall not constitute a Change for the purpose of Schedule 9 (Changes).

Timescale for implementing this Priced Option from the date it is called

12.4 The timescale for the implementation of this Priced Option will be [●].

Other effects on the Franchise Agreement

12.5 The effects on the Franchise Agreement will be as follows:

- (a) the TSR shall be amended to require the operation of nine Penzance Extensions of the Exeter St. Davids to London Service Description on Monday to Friday inclusive in each direction (without a requirement to increase the overall quantum of Plymouth Penzance Passenger Services in the relevant Service Description); and
- (b) the inclusion in Schedule 6.1 (Committed Obligations and Related Provisions) of a new Committed Obligation in Part 1 (List of Committed Obligations) which reads:

"London Paddington to Penzance Enhanced Passenger Services

[x.1] The Franchisee shall by no later than [the Passenger Change Date in December 2013] commence and thereafter continue to operate the London Paddington to Penzance Enhanced Passenger Services."

Latest date for calling this Priced Option to maintain the price in paragraph 12.2

12.6 The latest date on which the Secretary of State may call this Priced Option in order to maintain the price quoted at paragraph 12.2 is [●].

13. PLYMOUTH TO PENZANCE ENHANCED LOCAL PASSENGER SERVICES

Description, objective and specification

13.1 This Priced Option relates to an amendment to the TSR so as to provide an increase in the number of Plymouth to Penzance Passenger Services in both directions so that two Passenger Services per hour operate between Plymouth and Penzance in both directions between Monday and Friday inclusive in the Core Operating Day of 0700 to 1859. This Priced Option shall not be capable of being called if any of "Priced Option 8 St. Ives to Penzance Summer Only Passenger Services", "Priced Option 9 St. Ives to Penzance Incremental All Year Passenger

Services" or "Priced Option 12 London Paddington to Penzance Enhanced Passenger Services" is called.

Price for exercising this Priced Option (in £ base date)

- 13.2 Where this Priced Option is called in accordance with its terms, the price for this Priced Option shall be the price set out in Table 13 in Part 3 (Price in respect of the Priced Options) to this Schedule 3 and adjustments to Franchise Payments shall be made accordingly. The calling of this Priced Option by the Secretary of State shall not constitute a Change for the purpose of Schedule 9 (Changes).

Timescale for implementing this Priced Option from the date it is called

- 13.3 The timescale for the implementation of this Priced Option will be [●].

Other effects on the Franchise Agreement

- 13.4 The effects on the Franchise Agreement will be as follows:

- (a) the TSR shall be amended to require the operation of additional Passenger Services on Monday to Friday inclusive so that when added to the requirement of the Service Description in the TSR for the Penzance to Plymouth Passenger Services two Passenger Services per hour are operated between Plymouth and Penzance in both directions in the core operating period of 0700 to 1859; and
- (b) the inclusion in Schedule 6.1 (Committed Obligations and Related Provisions) of a new Committed Obligation in Part 1 (List of Committed Obligations) which reads:

"Plymouth to Penzance Enhanced Passenger Services

[x.1] The Franchisee shall by no later than [the Passenger Change Date in December 2013] commence and thereafter continue to operate the London Paddington to Penzance Enhanced Passenger Services."

Latest date for calling this Priced Option to maintain the price in paragraph 13.2

The latest date on which the Secretary of State may call this Priced Option in order to maintain the price quoted at paragraph 13.2 is [●].

Part 3 to Schedule 3

Price in respect of the Priced Options

1. Bristol Metro Phase 1 Passenger Service

Table 1: Figures for Calculation of Annual Franchise Payments (Appendix to Schedule 8.2)

This table sets out the increment to the figures for calculation of the Annual Franchise Payments set out in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments) where this Priced Option is to be implemented by *[insert date by which price for Priced Option is committed]*:

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
Year 1 (part)					
Year 2					
Year 3					
Year 4					
Year 5					
Year 6					
Year 7					
Year 8					
Year 9					
Year 10					
Year 11					
Year 12					
Year 13					
Year 14 (end)					
Year 15 (extended)					
Year 16 (part) (extended)					

2. Exeter to Okehampton Devon Metro Passenger Services

Table 2: Figures for Calculation of Annual Franchise Payments (Appendix to Schedule 8.2)

This table sets out the increment to the figures for calculation of the Annual Franchise Payments set out in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments) where this Priced Option is to be implemented by *[insert date by which price for Priced Option is committed]*:

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
Year 1 (part)					
Year 2					
Year 3					
Year 4					
Year 5					
Year 6					
Year 7					
Year 8					
Year 9					
Year 10					
Year 11					
Year 12					
Year 13					
Year 14 (end)					
Year 15 (extended)					
Year 16 (part) (extended)					

3. **Exeter to Axminster Devon Metro Passenger Services**

Table 3: Figures for Calculation of Annual Franchise Payments (Appendix to Schedule 8.2)

This table sets out the increment to the figures for calculation of the Annual Franchise Payments set out in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments) where this Priced Option is to be implemented by *[insert date by which price for Priced Option is committed]*:

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
Year 1 (part)					
Year 2					
Year 3					
Year 4					
Year 5					

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
Year 6					
Year 7					
Year 8					
Year 9					
Year 10					
Year 11					
Year 12					
Year 13					
Year 14 (end)					
Year 15 (extended)					
Year 16 (part) (extended)					

4. **Exeter to Exmouth Devon Metro Passenger Services**

Table 4: Figures for Calculation of Annual Franchise Payments (Appendix to Schedule 8.2)

This table sets out the increment to the figures for calculation of the Annual Franchise Payments set out in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments) where this Priced Option is to be implemented by *[insert date by which price for Priced Option is committed]*:

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
Year 1 (part)					
Year 2					
Year 3					
Year 4					
Year 5					
Year 6					
Year 7					
Year 8					
Year 9					
Year 10					
Year 11					

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
Year 12					
Year 13					
Year 14 (end)					
Year 15 (extended)					
Year 16 (part) (extended)					

5. **TransWilts Rail (Phase 1) Passenger Services**

Table 5: Figures for Calculation of Annual Franchise Payments (Appendix to Schedule 8.2)

This table sets out the increment to the figures for calculation of the Annual Franchise Payments set out in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments) where this Priced Option is to be implemented by *[insert date by which price for Priced Option is committed]*:

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
Year 1 (part)					
Year 2					
Year 3					
Year 4					
Year 5					
Year 6					
Year 7					
Year 8					
Year 9					
Year 10					
Year 11					
Year 12					
Year 13					
Year 14 (end)					
Year 15 (extended)					
Year 16					

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
(part) (extended)					

6. **Riviera Line (Exeter to Paignton) Strengthening Passenger Services**

Table 6: Figures for Calculation of Annual Franchise Payments (Appendix to Schedule 8.2)

This table sets out the increment to the figures for calculation of the Annual Franchise Payments set out in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments) where this Priced Option is to be implemented by *[insert date by which price for Priced Option is committed]*:

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
Year 1 (part)					
Year 2					
Year 3					
Year 4					
Year 5					
Year 6					
Year 7					
Year 8					
Year 9					
Year 10					
Year 11					
Year 12					
Year 13					
Year 14 (end)					
Year 15 (extended)					
Year 16 (part) (extended)					

7. **Heart of Wessex Line Optimisation Passenger Services**

Table 7: Figures for Calculation of Annual Franchise Payments (Appendix to Schedule 8.2)

This table sets out the increment to the figures for calculation of the Annual Franchise Payments set out in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments) where this Priced Option is to be implemented by *[insert date by which price for Priced Option is committed]*:

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
Year 1 (part)					
Year 2					
Year 3					
Year 4					
Year 5					
Year 6					
Year 7					
Year 8					
Year 9					
Year 10					
Year 11					
Year 12					
Year 13					
Year 14 (end)					
Year 15 (extended)					
Year 16 (part) (extended)					

8. St. Ives to Penzance Summer Only Passenger Services

Table 8: Figures for Calculation of Annual Franchise Payments (Appendix to Schedule 8.2)

This table sets out the increment to the figures for calculation of the Annual Franchise Payments set out in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments) where this Priced Option is to be implemented by *[insert date by which price for Priced Option is committed]*:

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
Year 1 (part)					
Year 2					

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
Year 3					
Year 4					
Year 5					
Year 6					
Year 7					
Year 8					
Year 9					
Year 10					
Year 11					
Year 12					
Year 13					
Year 14 (end)					
Year 15 (extended)					
Year 16 (part) (extended)					

9. **St. Ives to Penzance All Year Passenger Services**

Table 9: Figures for Calculation of Annual Franchise Payments (Appendix to Schedule 8.2)

This table sets out the increment to the figures for calculation of the Annual Franchise Payments set out in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments) where this Priced Option is to be implemented by *[insert date by which price for Priced Option is committed]*:

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
Year 1 (part)					
Year 2					
Year 3					
Year 4					
Year 5					
Year 6					
Year 7					
Year 8					

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
Year 9					
Year 10					
Year 11					
Year 12					
Year 13					
Year 14 (end)					
Year 15 (extended)					
Year 16 (part) (extended)					

10. **Additional Looe Valley Passenger Services**

Table 10: Figures for Calculation of Annual Franchise Payments (Appendix to Schedule 8.2)

This table sets out the increment to the figures for calculation of the Annual Franchise Payments set out in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments) where this Priced Option is to be implemented by *[insert date by which price for Priced Option is committed]*:

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
Year 1 (part)					
Year 2					
Year 3					
Year 4					
Year 5					
Year 6					
Year 7					
Year 8					
Year 9					
Year 10					
Year 11					
Year 12					
Year 13					
Year 14 (end)					

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
Year 15 (extended)					
Year 16 (part) (extended)					

11. **Tavistock to Plymouth Passenger Services**

Table 11: Figures for Calculation of Annual Franchise Payments (Appendix to Schedule 8.2)

This table sets out the increment to the figures for calculation of the Annual Franchise Payments set out in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments) where this Priced Option is to be implemented by *[insert date by which price for Priced Option is committed]*:

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
Year 1 (part)					
Year 2					
Year 3					
Year 4					
Year 5					
Year 6					
Year 7					
Year 8					
Year 9					
Year 10					
Year 11					
Year 12					
Year 13					
Year 14 (end)					
Year 15 (extended)					
Year 16 (part) (extended)					

12. **London Paddington to Penzance Enhanced Passenger Services**

Table 12: Figures for Calculation of Annual Franchise Payments (Appendix to Schedule 8.2)

This table sets out the increment to the figures for calculation of the Annual Franchise Payments set out in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments) where this Priced Option is to be implemented by *[insert date by which price for Priced Option is committed]*:

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
Year 1 (part)					
Year 2					
Year 3					
Year 4					
Year 5					
Year 6					
Year 7					
Year 8					
Year 9					
Year 10					
Year 11					
Year 12					
Year 13					
Year 14 (end)					
Year 15 (extended)					
Year 16 (part) (extended)					

13. **Plymouth to Penzance Enhanced Local Passenger Services**

Table 13: Figures for Calculation of Annual Franchise Payments (Appendix to Schedule 8.2)

This table sets out the increment to the figures for calculation of the Annual Franchise Payments set out in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments) where this Priced Option is to be implemented by *[insert date by which price for Priced Option is committed]*:

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6
-----------------	-----------------	-----------------	-----------------	-----------------	-----------------

Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI
Year 1 (part)					
Year 2					
Year 3					
Year 4					
Year 5					
Year 6					
Year 7					
Year 8					
Year 9					
Year 10					
Year 11					
Year 12					
Year 13					
Year 14 (end)					
Year 15 (extended)					
Year 16 (part) (extended)					

SCHEDULE 4

Persons with Disabilities and Disability Discrimination

- 1. Relationship with other obligations relating to persons with disabilities**
- 1.1 The Franchisee acknowledges that its obligations in this Schedule 4 are in addition to and do not limit its obligations to comply with:
 - (a) the EA and any regulations imposed by it;
 - (b) any applicable condition(s) in any of its Licences (including in respect of persons with disabilities); and
 - (c) any other of the requirements of the Franchise Agreement.
- 1.2 This Schedule 4 sets out:
 - (a) specific arrangements which apply in respect of physical alterations to stations to facilitate accessibility and use by Disabled Persons; and
 - (b) specific obligations of the Franchisee directed at meeting the needs of persons with disabilities.
- 2. Physical Alterations and Accessibility of Stations**
- 2.1 In respect of physical alteration works at stations to facilitate accessibility and use by Disabled Persons, it is acknowledged by the Franchisee that:
 - (a) there is limited funding available to the Secretary of State to assist franchisees and/or franchise operators with the carrying out of those works;
 - (b) consequently, there is a need for such works to be carried out over a period of time to reflect the availability of funding, and for such works to be prioritised with regard to where there is the greatest need and/or where physical alterations can have the greatest effect; and
 - (c) the Secretary of State's national programme of works of physical alterations at stations addresses these issues in a structured way.
- 2.2 The Franchisee shall:
 - (a) co-operate reasonably with and assist the Secretary of State in the development and furtherance by the Secretary of State of the programme described in paragraph 2.1(c) by providing to the Secretary of State:
 - (i) information concerning the usage of Stations (including, where and to the extent reasonably practicable, usage of Stations by Disabled Persons); and
 - (ii) advice as to the most economic way in which accessibility for Disabled Persons could, in the Franchisee's reasonable opinion, be improved at Stations;

- (b) co-operate reasonably with other Train Operators and/or Network Rail to seek to ensure that, where it would be advantageous to do so, having regard to the needs of Disabled Persons, any planned work on the Stations to facilitate accessibility and use by Disabled Persons is, so far as reasonably practicable, co-ordinated with other work to be carried out at the Stations and/or other parts of the network; and
- (c) use all reasonable endeavours to secure sources of grant funding (other than from itself or an Affiliate) for improving accessibility for Disabled Persons at Stations (in addition to any funding secured through the Secretary of State pursuant to paragraph 2.5), including from Local Authorities, local development agencies and the Lottery Commission. The Franchisee shall notify the Secretary of State of:
 - (i) any such additional funding which it secures; and
 - (ii) the terms on which such additional funding has been granted.

2.3 In participating in any multi-modal fares scheme, the Franchisee shall use all reasonable endeavours to secure, through the planning and development of such scheme, improvements in disabled access to the entrances of any relevant station, including within and in the immediate proximity of such station.

2.4 If, during the Franchise Term:

- (a) the Franchisee has complied with its obligations in Section 20(4) and Section 20(9), as varied by paragraph 2(3) of Schedule 2, of the EA (to take such steps as are reasonable to provide a reasonable alternative method of making services at a Station accessible to a Disabled Person to avoid a Disabled Person being placed at a substantial disadvantage by a physical feature at a Station) and its obligations in paragraph 2.7 concerning Minor Works; and
- (b) notwithstanding such compliance, the Franchisee reasonably considers it is still required to carry out or procure physical works of alteration at a Station in order to comply with the EA Requirements in respect of that Station, and, in so carrying out or procuring, would incur expenditure which it would not otherwise have an obligation to incur,

the Franchisee may seek funding from the Secretary of State in respect of that expenditure.

2.5 If the Franchisee seeks funding from the Secretary of State under paragraph 2.4, and demonstrates to the Secretary of State's satisfaction that the criteria in paragraph 2.4 have been satisfied, then the Secretary of State may agree to adjust the amount of Franchise Payments in respect of some or all of the works and/or expenditure. In considering his response to any such request, the Secretary of State will have regard to the availability of funding and the priorities set out in the national programme described in paragraph 2.1(c), together with any other available sources of funding described in paragraph 2.2(c). If and to the extent the Secretary of State agrees to adjust Franchise Payments in accordance with this paragraph 2.5 in any Franchisee Year:

- (a) the Secretary of State shall make such adjustment to the Franchise Payments; and

- (b) the Franchisee shall spend such additional funds:
 - (i) in order to comply with the EA Requirements referred to in paragraph 2.4(b); and
 - (ii) in accordance with any conditions the Secretary of State may notify the Franchisee of.

2.6 If and to the extent the Franchisee is required to pay any increased access charges as a result of additional expenditure required to be incurred by another station Facility Owner for the purpose of complying with the EA Requirements in respect of a Franchisee Access Station, provided that the Franchisee:

- (a) notifies the Secretary of State within seven days of becoming aware of any proposal for the increase in such charges (or the works to which they relate); and
- (b) complies with the Secretary of State's reasonable directions regarding the exercise of any rights the Franchisee may have in respect thereof,

the imposition of the increased access charges shall be a Change.

2.7 The Franchisee shall:

- (a) establish and manage the Minor Works' Budget to fund the carrying out of Minor Works. For the purposes of this paragraph 2.7, Minor Works means small scale physical alterations or additions to improve accessibility of Stations to Disabled Persons, not involving substantial works of construction or reconstruction. The Minor Works:
 - (i) may, but shall not necessarily include, the Minor Works described in Appendix 1 of this Schedule 4;
 - (ii) shall not include any works which Network Rail, the Franchisee or any other person has a separate obligation to carry out, except where:
 - (A) such obligation is an obligation of the Franchisee under the EA; or
 - (B) the inclusion of such works would lead to the acceleration of the timescale for their completion and the Secretary of State gives his consent pursuant to paragraph 2.7(a)(iii);
 - (iii) shall only include works other than those permitted by paragraphs 2.7(a)(i) and (a)(ii) with the prior consent of the Secretary of State; and
 - (iv) must comply with the standards provided for in the Code of Practice, unless otherwise agreed with the prior consent of the Secretary of State;
- (b) as soon as reasonably practicable (and in any event within four months) after the Start Date and thereafter before the start of each Franchisee Year:

- (i) develop a Minor Works' Programme and consult with the Disabled Persons Transport Advisory Committee and relevant Rail Passengers' Council in relation thereto;
 - (ii) in conjunction with its activities in paragraph 2.7(b)(i), and, consistent with its obligations under paragraph 2.2(b), liaise with Network Rail and other Train Operators as necessary with regard to the determination and implementation of each Minor Works' Programme; and
 - (iii) following the consultation and liaison described in paragraphs 2.7(b)(i) and (b)(ii), obtain the Secretary of State's prior approval (such approval not to be unreasonably withheld) of each Minor Works' Programme;
- (c) carry out or procure the carrying out of the Minor Works' Programme in each Franchisee Year and in doing so, spend at least the amount of the Minor Works' Budget for the relevant Franchisee Year in such Franchisee Year (unless otherwise agreed by the Secretary of State);
 - (d) report progress to the Secretary of State in determining and carrying out the Minor Works' Programme no less than once every three Reporting Periods; and
 - (e) co-operate, as the Secretary of State may reasonably require, with Network Rail or any other person seeking to carry out or procure Minor Works at the Stations or any other stations.

3. **Dealing with Claims Relating to Stations**

3.1 If the Franchisee receives notification of a claim under the EA in respect of any alleged non-compliance with the EA Requirements or otherwise in respect of any Station (an "**EA Claim**") then the Franchisee shall:

- (a) notify the Secretary of State within seven days of receiving notification of the EA Claim. The Franchisee shall at the same time notify the Secretary of State of any reasonable alternative methods of making services at the Station accessible to Disabled Persons that it has considered and/or put in place pursuant to Section 20(4) and Section 20(9), as varied by paragraph 2(3) of Schedule 2, of the EA;
- (b) if required by the Secretary of State, defend the EA Claim or any aspect of the EA Claim (which may include appealing the judgment). The Secretary of State will, subject to paragraph 3.4, pay the Franchisee's reasonable costs of:
 - (i) any defence or appeal required by the Secretary of State; and/or
 - (ii) compliance with the Secretary of State's instructions in accordance with paragraph 3.1(c); and
- (c) act in accordance with the reasonable instructions of the Secretary of State to defend the EA Claim (or any aspect of it) as required under paragraph 3.1(b) and shall not (without the prior consent of the Secretary of State) settle or enter into any compromise in relation to the EA Claim (or the relevant aspect of it), including by entering into mediation.

- 3.2 If, in the reasonable opinion of the Franchisee, it will be more cost effective to settle the EA Claim rather than act in accordance with the Secretary of State's requirement under paragraph 3.1, it shall produce for the Secretary of State's approval a settlement proposal, setting out the terms of the Franchisee's proposals to make an offer to the Disabled Person making the EA Claim and its reasons for making such offer (the "**Settlement Proposal**").
- 3.3 If the Secretary of State does not accept the Settlement Proposal and still requires the Franchisee to defend the EA Claim (or any aspect of it) then the Franchisee shall defend the EA Claim in accordance with paragraph 3.1.
- 3.4 If the Franchisee is required to defend an EA Claim where it has submitted a Settlement Proposal to the Secretary of State and an award is made in respect of the EA Claim in favour of the person bringing it which is higher than the figure set out in the Settlement Proposal, then, subject to paragraph 3.5, the Secretary of State shall pay to the Franchisee:
- (a) the difference between such an award and the figure set out in the Settlement Proposal; and
 - (b) the further reasonable costs incurred or payable by the Franchisee in defending the EA Claim, to the extent that such costs have not already been paid by the Secretary of State under paragraph 3.1(b).
- 3.5 The Secretary of State shall not have any obligation to make the payments described in paragraphs 3.1(b) or 3.4 where it is determined or, if no declaration or determination by the court on this point has been sought or made, the Secretary of State, in his reasonable opinion, considers that the Franchisee has not taken such steps as it is reasonable, in all the circumstances of the case, for it to take to provide a reasonable alternative method of making services at the Station accessible to Disabled Persons.
4. **Specific additional obligations relating to persons with disabilities**
- 4.1 Not used.
- 4.2 The Franchisee shall establish and implement procedures necessary to:
- (a) record the making of reservations for seating accommodation for and/or the provision of assistance to, persons with disabilities which are made through the Assisted Passenger Reservation System (or whatever system may replace it from time to time for the purposes of the Secretary of State's Guidance on Disabled People's Protection Policies) and where the Franchisee is responsible for making the reservation and/or delivering the seating accommodation or assistance reserved. Any helpline established by the Franchisee for the purposes of making reservations for seating accommodation for and/or the provision of assistance to, persons with disabilities shall be provided free of charge;
 - (b) record whether such seating accommodation and/or assistance is actually provided; and
 - (c) provide such records to the Secretary of State on his request.
- 4.3 Where the Franchisee's Disabled People's Protection Policy:
- (a) has been established before the date of the Franchise Agreement; and

- (b) has not been revised and approved by the Secretary of State to take into account the Secretary of State's most recent published Guidance on Disabled People's Protection Policies as at the date of the Franchise Agreement,

the Franchisee shall within six months of the date of the Franchise Agreement revise its Disabled People's Protection Policy such that it complies with that guidance, and obtain the Secretary of State's approval of the revised version.

- 4.4 The Franchisee shall comply with the requirements set out in Appendix 2 (Alternative Transport) of this Schedule 4 in respect of the provision of alternative means of transportation for persons with disabilities.

APPENDIX 1 TO SCHEDULE 4

Minor Works

1. Providing additional signage, where it does not currently exist, to allow better way finding around the station by Disabled Persons.
2. Removing:
 - 2.1 thresholds (above 15 millimetres) which do not comply with the Code of Practice; or
 - 2.2 fewer than three steps,

from the entrances to booking halls or platforms to enable those facilities to have step-free access.
3. Providing contrasting manifestations on glazed areas where contrasting manifestations do not currently exist.
4. Providing additional handrails around the station where handrails do not currently exist and where the Franchisee reasonably believes they may be required by a Disabled Person.
5. Providing new accessible stair nosings where stair nosings do not currently exist.
6. Providing new tactile surfaces, including at the top and bottom of flights of steps (but excluding at platform edges) where tactile surfaces do not currently exist.
7. Providing additional seating that is accessible to Disabled Persons, but not replacing existing seating.
8. Providing induction loops for ticket office windows where induction loops do not currently exist.
9. Replacing non-standard fittings with fittings that are compliant with the Code of Practice in existing disabled toilets, which would include replacing non-standard fittings in respect of toilet bowls and sinks, but would not include making major changes to plumbing or to the dimensions of the toilet area.
10. Providing dropped kerbs at drop off/set down points or station car parks to enable access/egress thereto where dropped kerbs do not currently exist.
11. Marking out existing car-parking bays for use by persons with disabilities which comply with the Code of Practice, where such car parking bays do not currently comply.
12. Providing portable light-weight ramps (and appropriate restraining devices for such ramps) and any required assistance with the use of such ramps. Any such ramps shall be:
 - (a) compliant with the Rail Vehicle Accessibility Regulations 1998; and

- (b) carried on board trains to provide a method of facilitating access to or egress from a rolling stock vehicle, acknowledging that their use is subject to availability of staff:
 - (i) on the train of which the rolling stock vehicle comprises part;
or
 - (ii) at the station.

APPENDIX 2 TO SCHEDULE 4

Alternative Transport

1. References in this Appendix to passengers are references to passengers with disabilities who are wheelchair users or otherwise severely mobility impaired.
2. Subject to paragraph 4, where:
 - (a) a passenger wants to travel on a Passenger Service; and
 - (b) the design of the station at which the passenger's journey on such Passenger Service is to start (the "**Departure Station**") or finish (the "**Destination Station**") prevents the passenger from using that station to access or disembark from that Passenger Service,

the Franchisee shall provide alternative transport for that passenger in accordance with paragraph 3.
3. The Franchisee shall provide alternative transport for the passenger referred to in paragraph 2:
 - (a) from the Departure Station to the next station at which the Passenger Service is scheduled to call and at which it is possible for the passenger to access that Passenger Service;
 - (b) to the Destination Station, from the station closest to such station at which the Passenger Service is scheduled to call and which it is possible for the passenger to use to disembark from that Passenger Service; and/or
 - (c) to or from such other station as the Franchisee may, having regard to the journey and the needs of the passenger, agree,

and, in any case, at no cost additional to the price of the Fare which would otherwise be payable for the passenger's rail journey.
4. The Franchisee's obligations under this Appendix are subject to:
 - (a) reasonable prior notice of the passenger's requirement for alternative transport; and
 - (b) the availability of suitable alternative transport (provided that the Franchisee has used all reasonable endeavours to ensure that it has arrangements in place to meet requirements for the provision of such alternative transport).

SCHEDULE 5

Fares

- Schedule 5.1: Purpose, Structure and Construction**
- Schedule 5.2: Franchisee's Obligation to Create Fares**
- Schedule 5.3: Allocation of Fares to Fares Baskets**
- Schedule 5.4: Regulation of Fares Basket Values**
- Schedule 5.5: Regulation of Individual Fares**
- Schedule 5.6: Exceeding the Regulated Value, Regulated Price or Regulated Child Price**
- Schedule 5.7: Changes to Fares and Fares Regulation**
- Schedule 5.8: Fares Regulation Information and Monitoring**

SCHEDULE 5.1

Purpose, Structure and Construction

1. Purpose of Schedule 5

Purpose of provisions relating to Creating Fares

- 1.1 The purpose of Schedule 5.2 (Franchisee's Obligation to Create Fares) is to ensure that Commuter Fares and Protected Fares are Created in accordance with the Ticketing and Settlement Agreement and appropriate restrictions are placed on the Franchisee's ability to Create Fares.

Purpose of Fares Regulation

- 1.2 The purpose of Schedules 5.3 (Allocation of Fares to Fares Baskets) to 5.8 (Fares Regulation Information and Monitoring) (inclusive) is to provide for the regulation of Fares by the Secretary of State pursuant to Section 28 of the Act.

- 1.3 For the purpose of regulating Fares, each Fare that is to be regulated shall be allocated in accordance with this Schedule 5 to one of the following Fares Baskets:

- (a) the Commuter Fares Basket; or
- (b) the Protected Fares Basket.

- 1.4 The Secretary of State's regulation of Fares places a limit on the Price or Child Price of each Fare that is allocated by the Secretary of State to a Fares Basket. The limit on the Price or Child Price of each Fare is set by reference to:

- (a) the overall increase of the Prices and the Child Prices of all Fares in a Fares Basket; and
- (b) the individual increase in the Price or the Child Price of each Fare in a Fares Basket.

- 1.5 Subject to the more detailed provisions of Schedules 5.4 (Regulation of Fares Basket Values) and 5.5 (Regulation of Individual Fares):

- (a) the overall increase of the Prices and the Child Prices of all Fares in a Fares Basket may not exceed the Retail Prices Index + three per cent per annum in respect of each Fare Year commencing prior to 1 January 2015 and the Retail Prices Index + one per cent per annum in respect of each Fare Year commencing on or after 1 January 2015; and
- (b) the increase in the Price or the Child Price of any individual Fare in a Fares Basket may not exceed the Retail Prices Index + eight per cent per annum in respect of each Fare Year commencing prior to 1 January 2015 and the Retail Prices Index + six per cent per annum in respect of each Fare Year commencing on or after 1 January 2015.

- 1.6 The Secretary of State may alter these limits, and other aspects of the regulation of Fares, in accordance with the more detailed provisions of Schedule 5.7 (Changes to Fares and Fares Regulation).

2. **Structure of Schedule 5**

- 2.1 Schedule 5.2 (Franchisee's Obligation to Create Fares) sets out or refers to the Franchisee's obligations to Create Fares.
- 2.2 Schedule 5.3 (Allocation of Fares to Fares Baskets) sets out the allocation of Fares to Fares Baskets.
- 2.3 Schedule 5.4 (Regulation of Fares Basket Values) sets out the limits applicable to the overall increase in Prices and Child Prices of all Fares in a Fares Basket.
- 2.4 Schedule 5.5 (Regulation of Individual Fares) sets out the limits applicable to the increase in the Price or Child Price of any individual Fare in a Fares Basket.
- 2.5 Schedule 5.6 (Exceeding the Regulated Value, Regulated Price or Regulated Child Price) sets out the consequences of the Franchisee exceeding:
 - (a) the Regulated Value of any Fares Basket; or
 - (b) the Regulated Price or Regulated Child Price of any Fare.
- 2.6 Schedule 5.7 (Changes to Fares and Fares Regulation) sets out the Secretary of State's ability to vary the foregoing provisions.
- 2.7 Schedule 5.8 (Fares Regulation Information and Monitoring) sets out Fares regulation information and monitoring provisions.

3. **Construction**

References to "Fare"

- 3.1 For the purposes of:
 - (a) Schedule 5.2 (Franchisee's Obligation to Create Fares), Fare shall have the wide meaning given to it in paragraph (a) of that definition; and
 - (b) Schedules 5.3 (Allocation of Fares to Fares Baskets) to 5.8 (Fares Regulation Information and Monitoring) (inclusive), Fare shall have the narrow meaning given to it in paragraph (b) of that definition.
- 3.2 References in this Schedule 5 to a Fare shall, except to the extent the context otherwise requires, be construed as references to the Fare which is or can be Created by the Lead Operator for the Flow to which the Fare relates or, if such Flow is not a Compulsory Inter-available Flow, any Fare which the Franchisee has Created or can Create in respect of that Flow as the Secretary of State may specify.

Fares Documents

- 3.3 In the event that, in the Secretary of State's reasonable opinion, there is an immaterial inconsistency between the Fares, the maximum Price or Child Price (as the case may be) for any Fare recorded by RSP in 2010 or the 2010 Nominal Ticket Sales:
 - (a) described in or determined in accordance with this Schedule 5; and
 - (b) described in the relevant Fares Document,

the relevant Fares Document shall prevail.

3.4 In the event that, in the Secretary of State's reasonable opinion, there is a material inconsistency between the Fares, the maximum Price or Child Price (as the case may be) for any Fare recorded by RSP in 2010 or the 2010 Nominal Ticket Sales:

(a) described in or determined in accordance with this Schedule 5; and

(b) described in the relevant Fares Document,

this Schedule 5 shall prevail.

Setting of Child Prices

3.5 Any requirement under this Schedule 5 to set a Child Price in respect of a Fare shall be satisfied by the Franchisee Creating either:

(a) a Fare which is only valid for use by persons under the age of 16; or

(b) a Fare which is valid for use:

(i) by any person at a price; and

(ii) by persons under the age of 16 at a discounted price relative to the price set pursuant to paragraph 3.5(b)(i).

New Stations

3.6 Subject to paragraph 3.2, the Secretary of State may include within the definitions of:

(a) Fares Basket;

(b) Commuter Fare; and

(c) Protected Fare,

Fares to or from any New Station, on such basis as he may, after consultation with the Franchisee, reasonably determine and references in this Schedule 5 to Fares Basket, Commuter Fare, Protected Fare and Fares and other relevant definitions shall be construed accordingly.

SCHEDULE 5.2

Franchisee's Obligation to Create Fares

1. Creation of Commuter Fares and Protected Fares

The Franchisee shall ensure that each Commuter Fare and each Protected Fare has been Created, to the extent it is entitled or obliged to do so under the terms of the Ticketing and Settlement Agreement.

2. Restrictions on Creation of Fares

2.1 The Franchisee shall set the Child Price for any Fare that it Creates so that that Fare may be purchased by or for a person under the age of 16 for an amount which is no greater than the lowest amount that would be paid if that person were the holder of a 16 to 25 Railcard with no minimum fare (as amended or replaced from time to time) and whose purchase was made without condition.

2.2 The Franchisee shall not Create or agree to Create any Fare or Discount Card with a validity of 13 or more months without the consent of the Secretary of State (such consent not to be unreasonably withheld).

SCHEDULE 5.3

Allocation of Fares to Fares Baskets

1. Allocation of Fares to Fares Baskets

- 1.1 On or prior to the Start Date the Secretary of State shall allocate each Commuter Fare and each Protected Fare to the relevant Fares Basket in accordance with this Schedule 5.3.
- 1.2 Subject to paragraph 2, every Commuter Fare shall be allocated by the Secretary of State to the Commuter Fares Basket and every Protected Fare shall be allocated by the Secretary of State to the Protected Fares Basket.

2. Designation of Non-Fares Basket Fares

- 2.1 On or prior to the Start Date, the Secretary of State shall:
- (a) separately (or in aggregate with other Fares of the same type in the opposite direction or for similar journeys that have the same Price or Child Price as the case may be) rank, in descending order according to their Gross Revenue for the period of 12 months which ended 31 March 2010:
 - (i) all Commuter Fares; and
 - (ii) all Protected Fares;
 - (b) aggregate, following such ranking:
 - (i) those Commuter Fares with the lowest Gross Revenue, until the total of the aggregated Gross Revenue of such fares accounts for up to five per cent of the aggregate Reference Revenue of all Commuter Fares; and
 - (ii) those Protected Fares with the lowest Gross Revenue, until the total of the aggregated Gross Revenue of such fares accounts for up to five per cent of the aggregate Reference Revenue of all Protected Fares; and
 - (c) designate, following such aggregation:
 - (i) those Commuter Fares referred to in paragraph 2.1(b)(i) as Non-Fares Basket Fares; and
 - (ii) those Protected Fares referred to in paragraph 2.1(b)(ii) as Non-Fares Basket Fares.
- 2.2 Without prejudice to the Secretary of State's right to require the content of a Fares Basket to change at any time prior to the Start Date, or, thereafter, prior to the commencement of any Fares Setting Round, pursuant to paragraph 1 of Schedule 5.7 (Changes to Fares and Fares Baskets), any Commuter Fare or Protected Fare that is also designated as a Non-Fares Basket Fare shall not be allocated to the relevant Fares Basket.

- 2.3 The Secretary of State may de-designate any Non-Fares Basket Fare pursuant to paragraph 1.1 of Schedule 5.7 (Changes to Fares and Fares Regulation).

SCHEDULE 5.4

Regulation of Fares Basket Values

1. **Value of Fares Basket not to exceed Regulated Value**

Subject to paragraph 1.3 of Schedule 5.6 (Exceeding the Regulated Value, Regulated Price or Regulated Child Price) the Franchisee shall procure that the Value of a Fares Basket at any time in any Fare Year does not exceed its Regulated Value for that Fare Year.

2. **Value**

The Value of a Fares Basket at any time shall be the aggregate of the Projected Revenue of each Fare in that Fares Basket at that time.

3. **Projected Revenue**

The Projected Revenue of any Fare at any time shall be an amount equal to:

$P \times 2010 \text{ Nominal Ticket Sales}$

where:

P is the Price or Child Price (as the case may be) of that Fare at that time; and

2010 Nominal Ticket Sales is the number of nominal ticket sales of that Fare for 2010, ascertained as follows

$$\frac{A}{B}$$

where:

A is the aggregate Gross Revenue recorded by RSP as attributable to sales of that Fare and any other Fare with which it was aggregated under paragraph 2.1(a) of Schedule 5.3 (Allocation of Fares to Fares Basket) for the period of 12 months which ended 31 March 2010; and

B is the Price or Child Price (as the case may be) for that Fare recorded by RSP in February 2010.

4. **Regulated Value**

4.1 The Regulated Value of a Fares Basket for any Fare Year shall be an amount equal to:

$2010 \text{ Ticket Revenue} \times \text{PPAI}$

where:

2010 Ticket Revenue is the aggregate Gross Revenue recorded by RSP as attributable to sales of all Fares in that Fares Basket for the period of 12 months which ended 31 March 2010;

PPAI is:

(a) in respect of the Fare Year commencing 1 January 2011, the Permitted Aggregate Increase for that Fare Year; and

(b) in respect of each Fare Year commencing on or after 1 January 2012, the product of the Permitted Aggregate Increase for each Fare Year between that Fare Year and the Fare Year which begins on 1 January 2011 (inclusively).

4.2 The Permitted Aggregate Increase in any Fare Year shall be an amount equal to:

$$PAI = \frac{(100 \times RPI) + k}{100}$$

where:

PAI is the Permitted Aggregate Increase in that Fare Year;

RPI is an amount equal to:

$$\frac{RPI_{-1}}{RPI_{-2}}$$

where:

RPI₋₁ is the Retail Prices Index for the July of the calendar year preceding that Fare Year; and

RPI₋₂ is the Retail Prices Index for the July of the calendar year preceding the calendar year referred in the definition of RPI₋₁; and

k is equal to + three in respect of each Fare Year commencing prior to 1 January 2015 and + one in respect of each Fare Year commencing on or after 1 January 2015.

SCHEDULE 5.5

Regulation of Individual Fares

1. **Price or Child Price not to exceed Regulated Price or Regulated Child Price**

1.1 The Franchisee shall procure that the Price or Child Price (as the case may be) of:

- (a) each Commuter Fare included in the Commuter Fares Basket; and
- (b) each Protected Fare included in the Protected Fares Basket,

in any Fare Year does not exceed the Regulated Price or Regulated Child Price (as the case may be) for such Fare in that Fare Year.

1.2 The Franchisee shall procure that the Price or Child Price (as the case may be) of any Season Ticket Fare shall be the same in both directions.

2. **Regulated Price**

2.1 The Regulated Price or the Regulated Child Price (as the case may be) for any Fare in any Fare Year shall be an amount equal to the greater of:

- (a) Preceding Year Ticket Price + £0.10p; and
- (b) Preceding Year Ticket Price x PII

where:

Preceding Year
Ticket Price

for the Fare Year commencing 1 January 2011, is the maximum Price or Child Price (as the case may be) for that Fare recorded by RSP in 2010 and, for any subsequent Fare Year, is the maximum Price or Child Price (as the case may be) recorded by RSP in the Fare Year preceding that Fare Year, provided that such maximum Price or Child Price (as the case may be) complied with the requirements of this Schedule 5. If such maximum Price or Child Price (as the case may be) did not so comply, then such maximum Price or Child Price (as the case may be) shall be the last Price or Child Price (as the case may be) recorded by RSP which did so comply; and

PII is the Permitted Individual Increase in any Fare Year, as determined in accordance with paragraph 2.2.

2.2 The Permitted Individual Increase in any Fare Year shall be an amount equal to:

$$PII = \frac{(100 \times RPI) + k + 5}{100}$$

where:

PII is the Permitted Individual Increase in that Fare Year;

RPI is an amount equal to:

$$\frac{RPI_{-1}}{RPI_{-2}}$$

where: RPI₋₁ is the Retail Prices Index for the July of the calendar year preceding that Fare Year; and

RPI₋₂ is the Retail Prices Index for the July of the calendar year preceding the calendar year referred in the definition of RPI₋₁; and

k is equal to + three in respect of each Fare Year commencing prior to 1 January 2015 and + one in respect of each Fare Year commencing on or after 1 January 2015.

2.3 Where:

- (a) the Franchisee sets the Price or Child Price (as the case may be) of any Commuter Fare or Protected Fare in any Fare Year; and
- (b) the Secretary of State reasonably determines that the Price or Child Price (as the case may be) of such Commuter Fare or Protected Fare was set solely for the purpose of increasing the value of the Preceding Year Ticket Price in the next Fare Year,

the Preceding Year Ticket Price for the purposes of determining the Regulated Price or Regulated Child Price (as the case may be) pursuant to paragraph 2.1 in the next Fare Year shall be the maximum Price or Child Price (as the case may be) prior to such setting that complied with the requirements of this Schedule 5, as recorded by RSP in the relevant preceding Fare Year.

3. **Compulsory Inter-available Flows**

Where the Franchisee:

- (a) as Lead Operator for a Compulsory Inter-available Flow, is responsible for setting the Price or Child Price (as the case may be) of a Commuter Fare for that Flow; and
- (b) has notified RSP of the Price or Child Price (as the case may be) of that Commuter Fare in any Fares Setting Round,

the Franchisee shall not increase the Price or Child Price (as the case may be) of that Commuter Fare in the same Fares Setting Round without the consent of either the Secretary of State or each other Train Operator which provides railway passenger services for such Flow.

SCHEDULE 5.6

Exceeding the Regulated Value, Regulated Price or Regulated Child Price

- 1. Exceeding the Regulated Value**
- 1.1 If the Franchisee is in contravention of paragraph 1 of Schedule 5.4 (Regulation of Fares Basket Values) in respect of either the Commuter Fares Basket or the Protected Fares Basket:
 - (a) it shall reduce the Price or Child Price of Fares in the relevant Fares Basket at the next available opportunity and, in any event, at the next Fares Setting Round, so as to comply with the requirements of paragraph 1 of Schedule 5.4 (Regulation of Fares Basket Values) from such date; and
 - (b) the Secretary of State may adjust Franchise Payments by an amount equivalent in his opinion to the sum of:
 - (i) any additional gross revenue accruing to the Franchisee or any person selling Fares on its behalf as a result of the Value of any Fares Basket exceeding its Regulated Value permitted under Schedule 5.4 (Regulation of Fares Basket Values); and
 - (ii) any costs incurred by the Secretary of State in determining the amount of such additional gross revenue.
- 1.2 Any adjustment to Franchise Payments by the Secretary of State pursuant to paragraph 1.1:
 - (a) shall not be treated as a Change; and
 - (b) shall be without prejudice to any other rights or remedies of the Secretary of State under the Act or the Franchise Agreement in respect of such contravention.
- 1.3 It shall not be a contravention of paragraph 1 of Schedule 5.4 (Regulation of Fares Basket Values) if and to the extent that:
 - (a) the Value of the Commuter Fares Basket exceeds its Regulated Value in any Fare Year;
 - (b) such excess is caused by the Price or Child Price of any relevant Commuter Fare being set pursuant to the terms of the Ticketing and Settlement Agreement by another person (other than an Affiliate); and
 - (c) the Franchisee does not have a reasonable opportunity, under any procedure for consulting or notifying Train Operators of alterations to the Prices and Child Prices of Fares under the Ticketing and Settlement Agreement or otherwise, to alter some or all of the other Commuter Fares in the Commuter Fares Basket so as to avoid the Value of the Commuter Fares Basket exceeding its Regulated Value.
- 1.4 If and to the extent that the circumstances described in paragraph 1.3 prevail in any Fare Year, the Franchisee shall not subsequently increase during that Fare

Year, or any subsequent Fare Year, the Price or Child Price of any Commuter Fare in the Commuter Fares Basket which it is entitled to set pursuant to the terms of the Ticketing and Settlement Agreement, unless, following such increase, the Franchisee would, otherwise than under paragraph 1.3, comply with the provisions of paragraph 1 of Schedule 5.4 (Regulation of Fares Basket Values) in relation to the Commuter Fares Basket.

1.5 Where circumstances described in paragraph 1.3 prevail in any Fare Year, the Franchisee shall not be required to reduce the Price or Child Price of any other Commuter Fare at any time during that Fare Year, or any subsequent Fare Year, where such Price or Child Price has previously been set in a Fares Setting Round.

2. **Exceeding the Regulated Price or Regulated Child Price**

2.1 If the Franchisee is in contravention of paragraph 1 of Schedule 5.5 (Regulation of Individual Fares):

(a) it shall reduce the Price or Child Price of any relevant Fare at the next available opportunity and, in any event, at the next Fares Setting Round, so as to comply with the requirements of paragraph 1 of Schedule 5.5 (Regulation of Individual Fares) from such date; and

(b) the Secretary of State may adjust Franchise Payments by an amount equivalent in his opinion to the sum of:

(i) any additional gross revenue accruing to the Franchisee or any person selling Fares on its behalf as a result of the sale of Fares at Prices and/or Child Prices in excess of the relevant amounts permitted under Schedule 5.5 (Regulation of Individual Fares); and

(ii) any costs incurred by the Secretary of State in determining the amount of such additional gross revenue.

2.2 Any adjustment to Franchise Payments by the Secretary of State pursuant to paragraph 2.1:

(a) shall not be a Change; and

(b) shall be without prejudice to any other rights or remedies of the Secretary of State under the Act or the Franchise Agreement in respect of such contravention.

SCHEDULE 5.7

Changes to Fares and Fares Regulation

1. Changes to Fares Baskets

1.1 The Secretary of State may require the content of the Commuter Fares Basket or the Protected Fares Basket (as the case may be) to change in accordance with the following:

- (a) where the Secretary of State is not satisfied that the Price or Child Price of any Non-Fares Basket Fare is reasonably constrained by the Price or Child Price of other Fares which:
 - (i) have been set in respect of the same, or part of the same, Flow as such Non-Fares Basket Fare, or a Flow which is reasonably proximate to the Flow on which such Non-Fares Basket Fare has been set; and
 - (ii) have been included in the relevant Fares Basket,the Secretary of State may de-designate any Non-Fares Basket Fare and include such Non-Fares Basket Fare in the relevant Fares Basket;
- (b) where any Commuter Fare for a Flow has been included in the Commuter Fares Basket, the Secretary of State may require the inclusion in the Commuter Fares Basket of any Weekly Season Ticket, Monthly Season Ticket, Quarterly Season Ticket, Annual Season Ticket, unrestricted Single Fare or unrestricted Return Fare that existed on that Flow in February 2010;
- (c) where any Protected Fare for a Flow has been included in the Protected Fares Basket, the Secretary of State may require the inclusion in the Protected Fares Basket of any Protected Return Fare or Protected Weekly Season Ticket that existed on that Flow in February 2003; and/or
- (d) where the Secretary of State changes the Reference Revenue and/or the Gross Revenue of any Fare pursuant to paragraph 3.1(a) and/or (b) then, in relation to the Fares Basket in which such Fare is or would be included, and without limiting paragraphs 1.1(a) to (c) inclusive, the Secretary of State may also:
 - (i) make any of the changes to such Fares Basket contemplated by this paragraph 1.1;
 - (ii) designate any Fare as a Non-Fares Basket Fare in accordance with the provisions (other than the requirement that such designation occurs on or prior to the Start Date) of paragraph 2 of Schedule 5.3 (Allocation of Fares to Fares Baskets); and/or
 - (iii) de-designate any Non-Fares Basket Fare and include such Non-Fares Basket Fare in the relevant Fares Basket.

1.2 The Secretary of State shall serve notice in writing on the Franchisee:

- (a) at any time prior to the Start Date; and
- (b) thereafter, no later than the commencement of any Fares Setting Round,
to require any Fare to be included in a Fares Basket or to designate any Fare as a Non-Fares Basket Fare pursuant to paragraph 1.1.

2. **Changes to the 2010 Nominal Ticket Sales**

2.1 The Franchisee may, in the event of any significant change to the pattern of travel on the Passenger Services during the Franchise Term, apply to the Secretary of State for the value of factors A and/or B in the formula for determining 2010 Nominal Ticket Sales in paragraph 3 of Schedule 5.4 (Regulation of Fares Basket Values) to be adjusted to take account of such changes, such that:

- (a) the value of factor A is re-calculated by using the Gross Revenue in respect of the sales of the relevant Fares for the most recently completed period of 12 months ending 31 March; and/or
- (b) the value of factor B is recalculated by using the Price or Child Price (as the case may be) of the relevant Fares recorded by RSP in the month of February during such period.

2.2 The Secretary of State shall act reasonably in relation to any such application but shall not under any circumstances be obliged to accept any such application in whole or in part. The Secretary of State shall be entitled to impose conditions upon any such acceptance, including conditions requiring that the value of both factors A and B are adjusted and/or are adjusted in respect of any or all Fares in the relevant Fares Basket.

3. **Changes to the Reference Revenue, Gross Revenue, 2010 Nominal Ticket Sales and/or 2010 Ticket Revenue**

3.1 The Secretary of State may, by notice in writing served on the Franchisee no later than the date of commencement of any Fares Setting Round, require:

- (a) the Reference Revenue of any Fares Basket to be calculated by reference to a different reference period for the purpose of paragraph 2 of Schedule 5.3 (Allocation of Fares to Fares Baskets) than the period of 12 months ended 31 March 2010; and/or
- (b) the Gross Revenue of all Commuter Fares and Protected Fares to be re-calculated for the purpose of paragraph 2 of Schedule 5.3 (Allocation of Fares to Fares Baskets) by reference to a different reference period than the period of 12 months ended 31 March 2010; and/or
- (c) the value of factor A in the formula for determining the 2010 Nominal Ticket Sales in paragraph 3 of Schedule 5.4 (Regulation of Fares Basket Values) to be re-calculated in respect of any Fare by reference to a different reference period than the period of 12 months ended 31 March 2010; and/or
- (d) the value of factor B in the formula for determining the 2010 Nominal Ticket Sales in paragraph 3 of Schedule 5.4 (Regulation of Fares Basket Values) to be re-calculated in respect of any Fare by reference to a different reference date other than February 2010; and/or

- (e) the 2010 Ticket Revenue in respect of any Fares Basket to be re-calculated for the purpose of paragraph 4 of Schedule 5.4 (Regulation of Fares Basket Values) by reference to a different reference period than the period of 12 months ended 31 March 2010.

3.2 Where, in accordance with paragraph 3.1(e), the 2010 Ticket Revenue in respect of any Fares Basket is re-calculated by reference to a different reference period, the value of "PPAI" in paragraph 4 of Schedule 5.4 (Regulation of Fares Basket Values) shall be determined solely by reference to the product of the Permitted Aggregate Increase for each Fare Year beginning after the end of such reference period.

3.3 Any revision pursuant to paragraph 3.1 or 3.2 shall take effect upon commencement of the next Fare Year to commence after the Fares Setting Round referred to in paragraph 3.1.

4. **Changes to Prices**

The Franchisee may request permission from the Secretary of State from time to time to increase any Prices or Child Prices beyond the levels permitted under Schedules 5.4 (Regulation of Fares Basket Values) and 5.5 (Regulation of Individual Fares) in connection with any proposed or actual improvement in any aspect of the Passenger Services relating to such Fares. The Secretary of State shall act reasonably in relation to any such request but shall not under any circumstances be obliged to accept any such request in whole or in part.

5. **Changes to Fares Regulation**

The parties agree that the Secretary of State shall have the power at any time and on more than one occasion during the Franchise Term to alter the obligations of, and restrictions on, the Franchisee under Schedules 5.2 (Franchisee's Obligation to Create Fares) to 5.8 (Fares Regulation Information and Monitoring) inclusive for any Fare Year, or part thereof (including alteration of the value of k under paragraph 4.2 of Schedule 5.4 (Regulation of Fares Basket Values) and/or paragraph 2.2 of Schedule 5.5 (Regulation of Individual Fares)). The exercise by the Secretary of State of his powers under this paragraph 5 shall be a Change.

6. **Changes to Compulsory Inter-available Flows**

6.1 Where:

- (a) pursuant to Clause 4-7 of the Ticketing and Settlement Agreement, the consent of the Secretary of State is requested for the abolition of a Compulsory Inter-available Flow (the Reference Flow) in respect of which any Fare Created would be a Commuter Fare or a Protected Fare (the "**Reference Fare**"); and
- (b) a Flow exists, which, in the Secretary of State's opinion, is substantially similar to the Reference Flow (the "**Equivalent Flow**"),

the Secretary of State may, as a condition of granting his consent to the abolition of the Reference Flow, by written notice to the Franchisee, require any Fare Created in respect of the Equivalent Flow which has substantially the same characteristics as the Reference Fare to be included in a Fares Basket (the "**Equivalent Fare**").

6.2 The Secretary of State shall not issue any such notice in respect of an Equivalent Fare unless the provisions of such notice have first been approved by the Ticketing and Settlement Scheme Council (as defined in the Ticketing and Settlement Agreement) or a delegate of such council.

6.3 The Price and Child Price of any Equivalent Fare in the first Fare Year in which it is to be introduced shall be no greater than the maximum permitted Price or Child Price in that Fare Year of the relevant Reference Fare, as if such Reference Fare had not been abolished.

7. **Change of Lead Operator/Major Flow Operator**

7.1 The Franchisee shall not without the Secretary of State's prior approval, agree to any request under the Ticketing and Settlement Agreement that it cease to be Lead Operator in respect of any Flow.

7.2 The Franchisee shall inform the Secretary of State if it becomes the Lead Operator in respect of any Flow. Upon the Franchisee becoming the Lead Operator in respect of any Flow, the Secretary of State may without limiting paragraph 3, exercise his rights pursuant to paragraph 3 in relation to the relevant Fares Basket.

7.3 The Franchisee shall inform the Secretary of State if it ceases to be a Major Flow Operator in respect of any Flow.

8. **Changes to Fares Documents**

8.1 Following:

- (a) any allocation of Fares to any Fares Basket pursuant to Schedule 5.3 (Allocation of Fares to Fares Baskets); or
- (b) any subsequent adjustment thereof pursuant to this Schedule 5.7,

the Secretary of State shall set out in the Commuter Fares Document and/or the Protected Fares Document (as the case may be) all Fares then included in the relevant Fares Basket and, as soon as reasonably practicable thereafter, the Secretary of State shall issue or reissue (as the case may be) such Fares Document(s) to the Franchisee.

SCHEDULE 5.8

Fares Regulation Information and Monitoring

1. Information

- 1.1 The Franchisee shall provide to the Secretary of State by no later than week 12 of each Fares Setting Round, a summary (to such level of detail or generality as the Secretary of State may reasonably require) of the Prices and Child Prices of the Commuter Fares or Protected Fares it is intending to set.
- 1.2 The Franchisee shall notify, or procure the notification to, the Secretary of State of any proposed increase to the Price or Child Price of any Commuter Fare or any Protected Fare and shall provide such details of any such proposal at such times (including before and during each Fares Setting Round) and in such form (including by electronic data transfer) as the Secretary of State may reasonably request from time to time.
- 1.3 The Franchisee shall make available, or procure that RSP makes available, to the Secretary of State, for any Fares Setting Round during the Franchise Term, such details (including the proposed Prices or Child Prices) of the Initial Permanent Fare of any Commuter Fare or Protected Fare for each such Fares Setting Round as the Secretary of State may reasonably request from time to time.

2. Monitoring

- 2.1 The Franchisee shall provide to the Secretary of State:
 - (a) such access as the Secretary of State may require to information pertaining to the Prices or Child Prices of Commuter Fares and Protected Fares from time to time; and
 - (b) such further information as the Secretary of State may require for the purpose of determining the Gross Revenue of the Franchisee in relation to any particular Fare or Fares or any particular period.
- 2.2 By no later than week 17 of each Fares Setting Round, the Franchisee will provide to the Secretary of State written confirmation from a statutory director of the Franchisee of whether the Franchisee has complied with its obligations under this Schedule 5 during each such Fares Setting Round. It shall be a contravention of the Franchise Agreement if any such written confirmation from a statutory director of the Franchisee is, in the reasonable opinion of the Secretary of State, in any material respect, untrue, inaccurate and/or misleading.
- 2.3 The Franchisee shall take such action as the Secretary of State may require following receipt of any details from the Franchisee pursuant to paragraph 1 in order to ensure that the Franchisee will comply with the provisions of Schedule 5.3 (Allocation of Fares to Fares Baskets) to this Schedule 5.8 (inclusive).

SCHEDULE 6

Committed Obligations and Franchise Specific Obligations

Schedule 6.1: Committed Obligations and Related Provisions

Schedule 6.2 Great Western Franchise Specific Provisions

SCHEDULE 6.1

Committed Obligations and Related Provisions

- Part 1:** **List of Committed Obligations**
- Part 2** **Miscellaneous Provisions**
- Part 3** **Late/Non Completion of Committed Obligations**

Part 1 to Schedule 6.1

List of Committed Obligations

[This Part will specify the terms of the Committed Obligations and the dates by which the Committed Obligations must be performed.]

1. *Where the ITT for the given franchise contains requirements which the DfT wishes Bidders to treat as Committed Obligations, the DfT will provide Bidders with drafting which reflects such requirements.*
2. *Where the Franchisee is a franchise operator under a Previous Franchise Agreement:*
 - (a) *the DfT will, if appropriate, consider whether to include a provision in the Franchise Agreement which carries over and restates any unfulfilled obligations, under that Previous Franchise Agreement at the expiry thereof; and*
 - (b) *any contraventions outstanding in respect of that Previous Franchise Agreement will not be carried over as contraventions of the Franchise Agreement.*
3. *Otherwise, Bidders to populate, including by proposing appropriate Committed Obligations Payment Adjustments .]*

1. Secure Stations Accreditation

- 1.1 The Franchisee shall maintain throughout the Franchise Period the "Secure Stations Accreditation" achieved by the Train Operator under the Previous Franchise Agreement at each of the following Stations:

[•].

Part 2 to Schedule 6.1

Miscellaneous Provisions

[This Part will be amended by the DFT to provide for what happens in the event that a Bidder's committed obligation is qualified in such a way that means that the obligation falls away if the qualification is not met]

1. APPLICATION

This Part 2 of this Schedule 6.1 sets out further terms which apply to the Committed Obligations set out in Part 1 (List of Committed Obligations) to this Schedule 6.1 and the references to Committed Obligations in this Part 2 of this Schedule 6.1 are only to the Committed Obligations in Part 1 (List of Committed Obligations) of this Schedule 6.1.

2. CONTINUATION OF AVAILABILITY

2.1 Save as expressly provided in this Schedule 6.1, the Franchisee shall maintain facilities established in accordance with its Committed Obligations throughout the remainder of the Franchise Term.

2.2 The Franchisee shall be treated as maintaining Committed Obligations notwithstanding temporary non-availability due to accidental damage or vandalism or maintenance, repair or replacement activities, or temporary staff absence, subject in each case to the Franchisee taking all reasonable steps to keep any such period of temporary non-availability to a minimum.

2.3 Where Part 1 (List of Committed Obligations) to this Schedule 6.1 includes a commitment regarding staffing or particular appointments the Franchisee plans to make:

- (a) the obligation of the Franchisee applies, but shall not be regarded as being contravened by:
 - (i) temporary absences (for example for sickness or holiday); or
 - (ii) temporary non-fulfilment of a relevant post whilst the Franchisee is recruiting for that post, subject to the Franchisee using all reasonable endeavours to keep the duration between appointments as short as reasonably practicable; and
- (b) the Franchisee's rights and obligations in relation to the numbers or deployment of its other staff remain unaffected.

3. EXPENDITURE COMMITMENTS

Annual Expenditure

3.1 Where Part 1 (List of Committed Obligations) to this Schedule 6.1 provides for the expenditure of an annual amount (or an amount over some other period) by the Franchisee, that amount:

- (a) is assessed net of Value Added Tax; and

- (b) is the amount required to be expended by the Franchisee itself or procured by the Franchisee to be expended.

Expenditure Commitments in real amounts

- 3.2 All expenditure commitments set out in Part 1 (List of Committed Obligations) to this Schedule 6.1, to the extent they have not already been incurred by the Franchisee, shall be indexed by the Retail Prices Index (in the same way as variable costs are indexed in Schedule 8.2 (Annual Franchise Payments)).

Expenditure by Network Rail

- 3.3 All amounts which the Franchisee has committed (whether unconditionally or otherwise) pursuant to Part 1 (List of Committed Obligations) to this Schedule 6.1 to expend in connection with improvements to track or Stations shall be in addition to any expenditure made by Network Rail as part of its infrastructure improvements or maintenance programme to the extent such expenditure is not directly funded or reimbursed by the Franchisee.

4. LIAISON AND CO-OPERATION

Where the Franchisee is committed to liaison and co-operation under Part 1 (List of Committed Obligations) to this Schedule 6.1, it shall participate actively in the relevant measures including through the application of management time and internal resources, correspondence and attendance at meetings, in each case as the Franchisee reasonably considers in all the circumstances to be an appropriate use of its resources and effective to help achieve the relevant objective.

5. NATURE OF COMMITMENT

- 5.1 Any commitment in terms of Part 1 (List of Committed Obligations) to this Schedule 6.1 shall be in addition to any obligation of the Franchisee elsewhere in this Agreement and nothing in this Schedule 6.1 shall limit or restrict an obligation imposed on the Franchisee elsewhere in this Agreement.
- 5.2 Where in Part 1 (List of Committed Obligations) to this Schedule 6.1, references are made to particular manufacturers or suppliers of equipment or services, the Franchisee may fulfil its relevant commitment by using reasonable equivalents.
- 5.3 Each commitment under this Schedule 6.1 shall come to an end on expiry of the Franchise Term for whatever reason, save in respect of any accrued payments owed pursuant to Part 3 (Late/Non-Completion of Committed Obligations) to this Schedule 6.1 but not yet paid.

6. REVIEW OF COMPLIANCE

- 6.1 Progress with Committed Obligations is an agenda item for Franchise Performance Meetings and the Franchisee shall ensure that at such meetings, the Secretary of State is given such progress reports as he may reasonably request.
- 6.2 In addition to its obligation under paragraph 6.1, the Franchisee shall from time to time promptly provide such evidence of its compliance with any Committed Obligation as the Secretary of State may reasonably request.

Part 3 to Schedule 6.1

Late/Non Completion of Committed Obligations

1. LATE COMPLETION OR NON-DELIVERY OF COMMITTED OBLIGATIONS

If the Franchisee fails to deliver in full a Committed Obligation in accordance with and by the timeframe specified for its delivery in Part 1 (List of Committed Obligations) to this Schedule 6.1, such late, partial or non-delivery shall constitute a contravention of the Franchise Agreement.

2. COMMITTED OBLIGATION PAYMENT ADJUSTMENT

2.1 In addition to being a contravention of the Franchise Agreement, if any of the Committed Obligations referred to in the Table is not delivered in full by the date specified for that Committed Obligation in column 3 of the Table, the Franchisee shall pay to the Secretary of State:

(a) in respect of each Reporting Period or part thereof for which that Committed Obligation remains undelivered in full from such date; and

(b) until the Committed Obligation is delivered in full,

a Committed Obligation Payment Adjustment, being the amount set out in column 4 of the Table, as adjusted in accordance with paragraph 2.3 or 2.4 (as appropriate).

2.2 Column 5 of the Table shall specify which of paragraphs 2.3 or 2.4 shall apply to each Committed Obligation specified therein, should any such Committed Obligation be partially delivered by the date specified for that Committed Obligation in column 3 of the Table.

Pro-rating of Committed Obligation Payment Adjustment where partial delivery

2.3 Where:

(a) in relation to any Committed Obligation referred to in column 5 of the Table to be subject to the terms of this paragraph 2.3 that Committed Obligation is expressed in terms of a requirement to deliver or carry out activities in respect of a specified number of facilities; and

(b) the Franchisee has delivered or carried out the relevant activity in respect of one or more but less than the number of facilities specified in that Committed Obligation by the relevant delivery date,

then the relevant Committed Obligation Payment Adjustment shall be reduced pro rata by reference to the number of facilities so delivered or by reference to the number of those activities that have been carried out (as appropriate).

Adjustment to Committed Obligation Payment Adjustment where partial spend

2.4 Where:

(a) in relation to any Committed Obligation referred to in column 5 of the Table to be subject to the terms of this paragraph 2.4 that Committed

Obligation is expressed in terms of a requirement to spend a specified sum in fulfilling its stated objective; and

- (b) the Franchisee has spent less than the sum specified in that Committed Obligation in fulfilling its stated objectives by the relevant delivery date,

then the relevant Committed Obligation Payment Adjustment shall be reduced pro rata by reference to the amount actually spent by that delivery date.

2.5

- (a) Where in relation to any Committed Obligation that is expressed in terms of a requirement to spend a specified sum in fulfilling its stated objective, the Franchisee is able to achieve that stated objective within the timeframe specified for its delivery without investing the full amount referred to in that Committed Obligation, whether because of cost savings or securing additional investment from third parties, the Franchisee may apply to the Secretary of State for the consent referred to in paragraph 2.5(b).
- (b) The Secretary of State's consent for the purposes of paragraph 2.5(a) is his consent for the Franchisee to invest any unspent amount towards the fulfilment of such other commitments as the Franchisee proposes at that time. That consent may not be unreasonably withheld.
- (c) If the Secretary of State consents to an application pursuant to paragraph 2.5(a) in respect of any Committed Obligation, then:
 - (i) Part 1 (List of Committed Obligations) to this Schedule 6.1 and this Part 3 shall be amended to reflect the terms of any new commitments; and
 - (ii) no Committed Obligation Payment Adjustment shall be payable in respect of the unspent amount that relates to that Committed Obligation.

2.6 The Committed Obligation Payment Adjustment shall be payable in accordance with Schedule 8.1 (Franchise Payments) of the Franchise Agreement.

Table: **Committed Obligations where a Committed Obligation Payment Adjustment applies** [*Bidders to populate*]

Column 1	Column 2	Column 3	Column 4	Column 5
Reference in Part 1 (paragraph)	Summary Description	Deadline	Committed Obligation Payment Adjustment (£ per Reporting Period)	Does Paragraph 2.3 or 2.4 apply?

Note: Column 2 (Summary Description) in the Table should be read in conjunction with the relevant Committed Obligation in Part 1 (List of Committed Obligations) to this Schedule 6.1 set out at the paragraph specified in column 1 (Reference).

3. WAIVER OF PAYMENTS UNDER THIS PART 3

- 3.1 The Secretary of State may at his reasonable discretion decide to waive his rights to receive any payments payable in respect of a late, partial or non-delivery of any Committed Obligations.

- 3.2 In deciding whether to waive such rights the Secretary of State may, but shall not be obliged to, take into consideration the circumstances under which the late, partial or non-delivery arose.

SCHEDULE 6.2

Great Western Franchise Specific Provisions

1. **British Transport Police Accommodation**

The Franchisee shall give due consideration to any request by the British Transport Police to provide suitable accommodation (including additional or alternative accommodation) or facilities at Stations to enable the British Transport Police to effectively perform the services owed to the Franchisee under any contract or arrangement entered into between the British Transport Police and the Franchisee.

2. **Crowding Limit**

2.1 For the purpose of paragraphs 7 and 8 of Schedule 1.1 (Service Development), the Crowding Limit shall be that level of passengers in excess of capacity (in respect of all trains operated by it) (as calculated in accordance with paragraph 1.2):

- (a) in the Morning Peak shall not exceed 4.5 per cent.;
- (b) in the Evening Peak shall not exceed 4.5 per cent.;
- (c) in the Morning Peak and the Evening Peak shall not exceed 3 per cent.;
and
- (d) shall not be unduly concentrated on any particular route or service.

2.2 For the purpose of this paragraph 1, "passengers in excess of capacity" shall be calculated in accordance with the following formula:

$$\frac{\Sigma(P - C)}{\Sigma(P)} \times 100$$

where:

$\Sigma(P - C)$ is the aggregate of (P-C) determined for all relevant trains operated by the Franchisee during the relevant period;

(P-C) is for each train the greater of:

- (a) the greatest number of passengers at any point during the journey of such train who have been travelling in Standard Class Accommodation for a period of more than 20 minutes, less the number of seats in Standard Class Accommodation on such train; and
- (b) the greatest number of passengers travelling in Standard Class Accommodation on such train, at any point during the journey of such train, less the capacity of such accommodation based on the capacity of the relevant rolling stock set out in Schedule 1.7,

provided that for any train (P-C) shall not be less than zero;

$\Sigma(P)$ is the aggregate of P determined for all relevant trains operated by the Franchisee during the relevant period; and

P is, for each train, the greatest number of passengers travelling in Standard Class Accommodation at any time on such train.

- 2.3 If the Secretary of State reasonably believes that the Franchisee is operating any Passenger Services as shuttle services or non through services in order to undermine or adversely effect the operation of paragraphs 1.1 and 1.2 then the Secretary of State may require any such shuttle services or non through services to be treated as single services for the purposes of paragraphs 1.1 and 1.2.

3. **Cooperation with Network Rail and Alliancing**

- 3.1 The Franchisee shall use all reasonable endeavours to work with Network Rail to identify ways in which cooperation between the Franchisee and Network Rail can be enhanced, costs can be reduced and closer working and alignment of incentives can improve value for money within the parameters of this Agreement.

- 3.2 Where the Franchisee considers pursuant to its obligations under paragraph 3.1 above that it is appropriate to enter into an alliance agreement with Network Rail that would require its obligations under this Agreement to be varied it may make a proposal for the Secretary of State to consider. The Franchisee agrees that any such proposal (unless otherwise agreed by the Secretary of State) shall:

- (a) be for the purposes of improved delivery of some or all of the following:
 - (i) the efficient and cost effective operation of some or all of the network over which the Passenger Services operate;
 - (ii) the efficient and cost effective maintenance of some or all of the network over which the Passenger Services operate;
 - (iii) the efficient and cost effective renewal of some or all of the network over which the Passenger Services operate;
 - (iv) the efficient and cost effective delivery of some or all enhancement projects on the network over which the Passenger Services operate:

and such other infrastructure enhancement projects as may be agreed by the Franchisee and Network Rail and approved by the Secretary of State during the Franchise Term.

- (b) be on terms which are commercially fair and reasonable so that:
 - (i) the incentives of the Franchisee and Network Rail are more effectively aligned in a way that gives a reasonable expectation that the matters subject to the alliance will be delivered in a more efficient and effective way;
 - (ii) the financial and operational risk of the Franchisee arising out of the operation of the Franchise is not unreasonably

increased (including through the agreement of appropriate limitations of liability); and

- (iii) the Secretary of State has rights to require the termination of the alliance agreement in appropriate circumstances including so that the term of the alliance is aligned with the Franchise Term and liabilities do not accrue to any Successor Operator.

3.3 The Franchisee shall provide such information, updates and reports on the progress of its negotiation with Network Rail as the Secretary of State shall reasonably require and meet with the Secretary of State to discuss the progress of the negotiations when reasonably requested to do so.

3.4 On reaching agreement in principle with Network Rail on the terms of an alliance agreement the Franchisee shall present the draft alliance agreement to the Secretary of State for approval and shall not enter into any such agreement without the prior written consent of the Secretary of State (which he shall have an unfettered discretion to withhold).

3.5 The Franchisee agrees that any approval of an alliance agreement shall (without prejudice to the unfettered discretion of the Secretary of State to refuse to consent to such an alliance) be conditional upon:

- (a) the Secretary of State being satisfied that such alliance agreement is consistent with the provisions of paragraph 3.3 (b) above;
- (b) the Franchisee agreeing to a fair and reasonable allocation of the gain from such alliance being passed to the Secretary of State (whether through profit share or otherwise) consistent with the role of the Secretary of State in funding the railway network (which it is agreed shall be at least 25% of the gain from the alliance that is not allocated to Network Rail); and
- (c) the Franchisee entering into a deed of amendment to the Franchise Agreement in a form reasonably determined by the Secretary of State.

4. **Passenger Services provided under agreements with Local Authorities**

4.1 The Franchisee shall from the Start Date operate each Start Date Local Authority Service in accordance with its agreement with each Relevant Local Authority. There shall be a review of the business case for each Start Date Local Authority Service on or around three years after the date that the relevant service began to be operated by the operator under the Previous Franchise Agreement. If the Secretary of State in his unfettered discretion decides that the business case is one which justifies the continuation of such Start Date Local Authority Service within the TSR then the Secretary of State shall amend the TSR to include the services previously provided as a Start Date Local Authority Service within it and the agreement with the Relevant Local Authority shall terminate from the date that the TSR amendment becomes effective. If the Secretary of State does not so decide there shall be no amendment to the TSR and if the Franchisee and the Relevant Local Authority wish to continue the operation of the relevant Passenger Services, unless the relevant agreement between the Relevant Local Authority and the Franchisee provides for continuation, paragraph 4.3 shall apply.

- 4.2 The Franchisee and the Secretary of State agree that where, following a Business Case Review, the Secretary of State determines that services provided pursuant to a Start Date Local Authority Service should be included in the TSR the TSR shall be amended accordingly as directed by the Secretary of State. Such amendment shall not be a Change and Franchise Payments shall be adjusted so that the Franchisee receives the same level of financial support for providing the relevant Passenger Services as it received from the Relevant Local Authority subject to continued indexation on the same basis that the payments received from the Relevant Local Authority were indexed and the Secretary of State shall reasonably determine the adjustment to Franchise Payments accordingly
- 4.3 Where during the Franchise Term the Franchisee agrees with a Local Authority that it will provide Future Local Authority Services the Franchisee agrees that the Secretary of State shall have the right, following a Business Case Review, to amend the TSR to include such Passenger Services within it and under such circumstances there shall not be a Change and Franchise Payments shall be adjusted so that the Franchisee receives the same level of financial support for providing the relevant Passenger Services as it received from the Relevant Local Authority subject to continued indexation on the same basis that the payments received from the Relevant Local Authority were indexed and the Secretary of State shall reasonably determine the adjustment to Franchise Payments accordingly.

5. **Crossrail**

- 5.1 For the purpose of facilitating the continued effective and efficient operation of the Crossrail Stations after they transfer to the Crossrail Operator the Franchisee shall:
- (a) from the Start Date implement such financial reporting systems as are reasonably required by the Secretary of State for the purpose of identifying the costs associated with the operation of the Crossrail Stations from the date specified by the Secretary of State;
 - (b) ensure that the Crossrail Stations and all systems of whatever nature used for the purposes of the Franchise Services at the Crossrail Stations are capable of being transferred in an efficient and cost effective manner to the Crossrail Operator on the date for such transfer;
 - (c) efficiently and effectively plan, project manage and implement station transfers in relation to the Crossrail Stations in accordance with the timescales of the Crossrail Programme as they might be varied from time to time including, without limitation, by making all necessary arrangements for the transfer of relevant Franchise Employees to the Crossrail Operator and the separation of ticket retailing and information distribution and broadcast systems, IT servers and networks;
 - (d) engage in such "shadow running" and testing of systems, services and operational plans as the Secretary of State may reasonably specify in advance of the commencement of operation of the Crossrail Services by the Crossrail Operator for the purposes of assisting the effective delivery of the Crossrail Programme and the efficient handover of the Crossrail Stations to the Crossrail Operator;
 - (e) act fairly, reasonably and in good faith for the purpose of agreeing:

(i) a fair and equitable reorganisation of the business of providing the Franchise Services from the Crossrail Stations in advance of the transfer of the Crossrail Stations to the Crossrail Operator; and

(ii) a consequent fair and reasonable transfer of relevant assets and resources in relation to the Crossrail Stations to the Crossrail Operator.

5.2 The Franchisee shall fully and effectively co-operate with the Secretary of State in connection with the commencement of the operation of the Crossrail Services by the Crossrail Operator (including, without limitation, through the transfer of the Crossrail Stations and the letting of a concession or franchise agreement). Accordingly if so requested by the Secretary of State the Franchisee shall:

(a) provide the Secretary of State (or any of his advisers, employees, representatives, nominees or agents) with such information, reports and analysis as the Secretary of State (or any of his advisers, employees, representatives, nominees or agents) may require. This may include without limitation:

(i) operational and financial information, data, reports and analysis (including driver, other train crew and rolling stock diagrams, health and safety and environmental information, information about Franchise Employees employed in relation to the carrying out of the Franchise Services from the Crossrail Stations, information about relevant real property and Network Rail charges and performance data);

(ii) terms and conditions of relevant Franchise Employees and human resources policies;

(iii) upon reasonable notice, attending meetings with the Secretary of State (or any of his advisers, employees, representatives, nominees or agents) in relation to the commencement of operation of the Crossrail Services by the Crossrail Operator;

(iv) reviewing and commenting on the implementation of timetables and programmes relating to the commencement of the operation of the Crossrail Services by the Crossrail Operator; and/or

(v) any other relevant information as the Secretary of State (or any of his advisers, employees, representatives, nominees or agents) may specify from time to time.

(b) provide access to the Crossrail Stations and other facilities to the Secretary of State (or any of his advisers, employees, representatives, nominees or agents) including access accompanied by representatives of bidders seeking to become the Crossrail Operator and their advisers.

5.3 The Franchisee shall comply with the reasonable requirements of the Secretary of State in relation to:

(a) the commencement of operation of the Crossrail Services by the Crossrail Operator; and

- (b) the implementation of all aspects of the Crossrail Programme (including through co-operation with Network Rail, the Crossrail Operator, Crossrail Limited and TfL as directed by the Secretary of State).

The Franchisee's obligations pursuant to this paragraph 5.3 shall include:

- (i) upon reasonable notice, attending meetings with the Secretary of State, TfL, Network Rail, the Crossrail Operator and other relevant bodies specified by the Secretary of State to discuss and provide an opinion on any relevant issues;
- (ii) providing information, data, reports and analysis reasonably required by the Secretary of State in relation to assessing the implications of the commencement of the operation of Crossrail Services by the Crossrail Operator or relevant aspects of the implementation of the Crossrail Programme including the transfer of the Crossrail Stations; and
- (iii) reviewing and commenting on implementation timetables and programmes for the commencement of the operation of the Crossrail Services by the Crossrail Operator, the transfer of the Crossrail Stations or relevant aspects of the implementation of the Crossrail Programme.

5.4 The Franchisee shall participate fully and actively participate in good faith as a skilled and experienced train operator in risk reviews initiated by the Secretary of State or (if directed by the Secretary of State) TfL relating to the implementation of the Crossrail Programme and the transfer of the Crossrail Services to a Crossrail Operator in the manner directed by the Secretary of State. The Franchisee shall develop risk mitigation plans as reasonably required by the Secretary of State pursuant to such risk reviews.

5.5 The Franchisee:

- (a) shall complete the Crossrail Transfer Arrangements on the Passenger Change Date in December 2017 (or such other date as the Secretary of State shall specify) including by entering into the Crossrail Transfer Agreement; and
- (b) shall not without the prior written permission of the Secretary of State enter into any contracts agreements or arrangements in relation to the Crossrail Stations where such contracts are not capable of being terminated on the Passenger Change Date in December 2017.

5.6 The Franchisee shall:

- (a) fully and effectively cooperate with Network Rail for the purposes of facilitating the efficient achievement of the enhancement and rebuilding programme at all relevant stations served by the Passenger Services and affected by the Crossrail Programme (including without limitation London Paddington) in accordance with the timescales for the Crossrail Programme as they might be varied from time to time and act reasonably in relation to station change and network change processes including through reasonable cooperation with TfL or Rail for London;
- (b) fully and effectively cooperate with the Secretary of State, TfL, Network Rail, Rail for London, the Crossrail Operator and other relevant bodies

specified by the Secretary of State for the purpose of developing and implementing plans for the enhancement and rebuilding of relevant stations served by the Passenger Services (including without limitation London Paddington) in connection with the Crossrail Programme;

- (c) from the commencement of the operation of passenger services by the Crossrail Operator at Maidenhead and Slough stations retail and load both ITSO and Oyster products and (subject to conclusion of relevant negotiations in relation to "contactless technology") support the agreement proposed to be entered into in relation to such contactless technology;
- (d) prior to the transfer of the Crossrail Stations to the Crossrail Operator not change the:
 - (i) net number of Franchise Employees employed at the Crossrail Stations (including Franchise Employees whose duties extend to other stations) by more than 5% (whether by increase or decrease) from the net number at the Start Date without the prior consent of the Secretary of State;
 - (ii) terms and conditions of Franchise Employees employed at the Crossrail Stations (including Franchise Employees whose duties extend to other stations) except where such changes are made to the terms and conditions of all Franchise Employees of the relevant grade or category or are a result of a properly conducted promotion process without the prior consent of the Secretary of State;
- (e) after the Passenger Change Date in December 2016 not change the identity of the Franchise Employees employed at the Crossrail Stations (including Franchise Employees whose duties extend to other stations) other than for reasonable business reasons unconnected to the transfer of the Crossrail Stations to the Crossrail Operator without the prior consent of the Secretary of State;
- (f) consult with the Secretary of State in relation to any proposals that it may have to change the number, terms and conditions or (after the Passenger Change Date in December 2016) the identity of Franchise Employees employed at the Crossrail Stations (in all cases including Franchise Employees whose duties extend to other stations);
- (g) take no actions or steps which is or are designed, directly or indirectly to prevent, prejudice, or frustrate:
 - (i) the transfer of the Crossrail Stations to the Crossrail Operator (including by acting in a manner that unreasonably increases the liability transferring to the Crossrail Operator pursuant to the Transfer of Undertakings (Protection of Employment) Regulations 2006);
 - (ii) the letting of a franchise agreement or concession agreement in relation to the operation of the Crossrail Services; or
 - (iii) the implementation of the Crossrail Programme;

- (h) fully and effectively co-operate with the Crossrail Operator in relation to train planning, timetabling and platforming arrangement for the purpose of ensuring the efficient operation of passenger services by the Crossrail Operator; and
 - (i) fully and effectively cooperate with the Crossrail Operator from the date that the Crossrail Stations transfer to it for the purpose of ensuring the passengers using trains operated by the Crossrail Operator receive throughout the remainder of the Franchise Term a consistently high level of customer service and experience at both the Crossrail Stations and Slough and Maidenhead and accordingly the Franchisee shall make Franchise Employees engaged in customer facing activities at Slough and Maidenhead stations available for training and briefing in common customer service and experience standards specified by the Crossrail Operator.
- 5.7 The Franchisee shall permit train drivers employed by the Crossrail Operator to travel in the cabs of its trains for the purpose of route learning.
- 5.8 The Secretary of State shall have the right to notify the Franchisee that specified rights of the Secretary of State pursuant to this paragraph 5 shall be exercisable by TfL and the Franchisee shall be required to act and perform its obligations accordingly.
- 5.9 Notwithstanding the provisions of paragraph 2.2 of Schedule 14.4 the Franchisee shall not be permitted to propose, whether at an Investment Asset Request Date or otherwise, that any Franchise Asset used wholly or mainly in relation to the provision of the Franchise Services at a Crossrail Station shall be designated as an Investment Asset.
- 5.10 In connection with the installation and maintenance of certain equipment at Slough and Maidenhead station for the purposes of the operation of the Crossrail Services (including in relation to driver only operation) the Franchisee shall grant reasonable access to such stations to TfL, Rail for London or the Crossrail Operator and co-operate in relation to such installation and maintenance.
- 5.11 The Franchisee shall take no actions or steps which is or are designed, directly or indirectly, to prevent, prejudice, or frustrate the transfer of the Crossrail Stations to the Crossrail Operator, the letting of a franchise agreement or concession agreement in relation to the operation of the Crossrail Services or the implementation of the Crossrail Programme.
- 6. The Infrastructure Projects**
- 6.1 The Franchisee shall from the Start Date until the completion of each Infrastructure Project co-operate with all relevant parties in relation to such Infrastructure Project and shall use all reasonable endeavours to facilitate the completion of relevant works in respect of each such Infrastructure Project in accordance with railway industry procedures including Network Change and Station Change (including by not raising objections under these procedures).
- 6.2 The Franchisee shall provide within 15 working days of the end of each Reporting Period a detailed report complying with the reasonable requirements of the Secretary of State describing progress in relation to matters relating to each Infrastructure Project and identifying and quantifying the emerging risk position in relation to each such Infrastructure Project. The Franchisee shall provide such additional information as the Secretary of State shall reasonably request and if

requested by the Secretary of State it shall develop such alternative and contingency plans as the Secretary of State may reasonably require for the purpose of mitigating relevant risk and ensuring that the adverse impacts on the Franchise Services of any relevant risk arising is mitigated to the greatest extent reasonable practicable.

6.3 For the purposes of this paragraph 6:

- (a) **"Infrastructure Project"** means any of the following infrastructure projects:
- (i) Great Western Electrification Programme (as such term is defined in paragraph 1 of Schedule 9.3 (Secretary of State Risk Assumptions);
 - (ii) improvements at the Station located at Reading;
 - (iii) the redevelopment of the Depot located at Reading;
 - (iv) the installation of the 25kV wiring on the freight route from Southampton Port to Reading via Basingstoke connecting to existing wiring via Didcot to the West Midlands and via Oxford, Bletchley and Bedford to the Midland main line;
 - (v) the gauge enhancement of the Great Western main line;
 - (vi) the capacity improvements on the Southampton to West Coast mail line;
 - (vii) the re-signalling programme on the Great Western route including through the implementation of the European Train Control System;
 - (viii) the redoubling of the section of track between Swindon and Kemble;
 - (ix) the programme to increase capacity, route availability and higher line speeds on the Oxford corridor and at Oxford Station;
 - (x) the programme of infrastructure improvements to reduce journey times, and increase service frequency of trains in and around Bristol;
 - (xi) the provision of a turn back facility at the Station located at Hereford;
 - (xii) the proposed high speed railway from London to Birmingham and the north known as "HS2" or "High Speed Two";
 - (xiii) the implementation of the scheme known as "Heathrow Airport – Access from London and from the West" as more particularly described in the high level output statement published by the Department for Transport on 16 July 2012; and

- (xiv) the project known as "East West Rail" for the rebuilding of a railway route between Oxford and Bletchley

together with such other infrastructure enhancement projects which impact on the routes over which the Passenger Services are operated and which are required to be delivered in consequence of a high level output specification or the operation of the high level output specification change process as are notified to the Franchisee by the Secretary of State from time to time; and

- (b) "**Station Change**" has the meaning given to the term "Proposal for Change" under the Station Access Conditions.

7. **Introduction of ITSO Ticketing/Smartmedia Technology**

- 7.1 To enable it to comply with its obligations pursuant to paragraph 7.5 (including in relation to the dates by which such obligations are required to be delivered) the Franchisee shall by no later than two (2) years from the Start Date:

- (a) with regard to the following stations (subject to paragraph 7.20):

Acton Main Line, Barnstaple, Bath Spa, Blackwater, Bodmin Parkway, Bourne End, Bradford-on-Avon, Bramley, Bridgwater, Bristol Parkway, Bristol Temple Meads, Burnham, Cam & Dursley, Camborne, Castle Bar Park, Castle Cary, Charlbury, Cheltenham, Chippenham, Cholsey, Cookham, Crowthorne, Dawlish, Didcot Parkway, Digby & Sowton, Dorking Deepdene, Ealing Broadway, Evesham, Exeter Central, Exeter St. Davids, Exmouth, Farnborough North, Frome, Furze Platt, Gloucester, Goring & Streatley, Hanwell, Hayes & Harlington, Henley-on-Thames, Hungerford, Iver, Kemble, Kingham, Langley, Liskeard, London Paddington, Looe, Maidenhead, Moreton-in-Marsh, Mortimer, Nailsea & Backwell, Newbury, Newquay, Newton Abbot, North Camp, Oxford, Paignton, Pangbourne, Par, Penzance, Pewsey, Plymouth, Reading, Reading West, Redruth, [Romsey]¹², Shalford, Slough, Southall, St. Austell, St. Erth, St. Ives, Stonehouse, Stroud, Swindon, Taplow, Taunton, Teignmouth, Thatcham, Theale, Tilehurst, Tiverton Parkway, Topsham, Torquay, Totnes, Trowbridge, Truro, Twyford, Warminster, West Drayton, West Ealing, Westbury, Weston-super-Mare, Windsor & Eton Central, Worle, Yate and Yatton,

install or modify a quantum of ITSO Certified Smartmedia product retailing and fulfilment equipment, media, readers and validators (including on any automated ticket gates where fitted or to be fitted) that in the reasonable opinion of the Secretary of State is appropriate at each such station for the purpose of enabling the Franchisee to comply with its obligations pursuant to paragraph 7.5. All ITSO equipment operated by the Franchisee pursuant to its obligations under this paragraph 7.1(a) shall be fully compatible (including as to ITSO Certified Smartmedia functionality) with the ITSO equipment employed by relevant Facility Owners or other Train Operators at stations at which the Passenger Services call to ensure as far as practicable reciprocal operation of such ITSO Certified Smartmedia;

¹²

May transfer to South West Trains before commencement of the Great Western franchise – status to be confirmed.

- (b) install or utilise an ITSO Certified Smartmedia back office which interfaces with other ITSO host operators or processing systems across the ITSO Environment where required by the Franchisee's ITSO operating licence and the ITSO security management service in order to operate an efficient and effective ITSO-based scheme in accordance with paragraphs 7.1(a) above and 7.2 below.

7.2 (Subject to paragraph 7.20) with regard to the following stations:

Aldermaston, Appleford, Ascott-under-Wychwood, Ashchurch for Tewkesbury, Avoncliff, Avonmouth, Bedminster, Bedwyn, Bere Alston, Bere Ferrers, Betchworth, Bruton, Bugle, Calstock, Carbis Bay, Causeland, Chapelton, Chetnole, Chilworth, Clifton Down, Combe, Coombe Junction Halt, Coppleshill, Crediton, Culham, Dawlish Warren, [Dean]¹³, Devonport, Dilton Marsh, Dockyard, Dorchester West, Dorking West, Drayton Green, Eggesford, Exeter St. Thomas, Exton, Falmouth Docks, Falmouth Town, Filton Abbey Wood, Finstock, Freshford, Gomshall, Gunnislake, Handborough, Hayle, Heyford, Highbridge & Burnham, Honeybourne, Ivybridge, Keyham, Keynsham, Kings Nympton, Kintbury, Lapford, Lawrence Hill, Lelant, Lelant Saltings, Lostwithiel, Luxulyan, Lympstone Commando, Lympstone Village, Maiden Newton, Marlow, Melksham, Menheniot, Midgham, Montpelier, [Mottisfont & Dunbridge]¹⁴, Morchard Road, Newbury Racecourse, Newton St. Cyres, Oldfield Park, Parson Street, Patchway, Penmere, Penryn, Perranwell, Pershore, Pilning, Polsloe Bridge, Portsmouth Arms, Quintrel Downs, Radley, Redland, Roche, Saltash, Sandhurst, Sandplace, Sea Mills, Severn Beach, Shiplake, Shipton, Shirehampton, South Greenford, St. Andrews Road, St. Budeaux Ferry Road, St. Budeaux Victoria Road, St. Columb Road, St. Germans, St. James Park, St. Keyne Wishing Well Halt, Stapleton Road, Starcross, Tackley, Thornford, Torre, Umberleigh, Wargrave, Weston Milton, Wishing Well Halt, Yeoford, Yeovil Pen Mill and Yetminster,

the Franchisee shall actively consider installing ITSO equipment at such stations with the intention that by the end of the Franchise Term, ITSO equipment is installed at all of such stations. In doing so the Franchisee shall (i) give due consideration to reasonable means of introducing and installing ITSO equipment at such stations (including by one or all, of the installation of ITSO compatible TVMs, readers, validators, or any other compatible ticketing and gating equipment and (ii) take into reasonable account costs that would be incurred in introducing and installing ITSO equipment at such stations and the benefits likely to accrue to passengers from such introduction and installation. Pursuant to this objective the Franchisee shall in addition:

- (a) co-operate with internet service providers, utility providers, local authorities any other relevant persons so as to provide enhanced opportunities for installation of ITSO equipment at stations served by the Passenger Services;
- (b) ensure that, where any relevant equipment is installed or existing equipment replaced or upgraded at any station served by the Passenger Services, it is ITSO compliant; and

¹³ May transfer to South West Trains before commencement of the Great Western franchise – status to be confirmed.

¹⁴ May transfer to South West Trains before commencement of the Great Western franchise – status to be confirmed.

- (c) no later than 31 January in each year (and within one month of the end of the Franchise Period) in relation to all stations served by the Passenger Services not listed in paragraph 7.1(a) and in relation to which ITSO equipment has not been installed report on the Franchisee's plans for fitting ITSO equipment at them and future prospects for such installation of ITSO equipment.

All ITSO equipment operated by the Franchisee pursuant to its obligations under this paragraph 7.2 shall be fully compatible (including as to ITSO Certified Smartmedia functionality) with the ITSO equipment employed by relevant Facility Owners or other Train Operators at stations at which the Passenger Services call to ensure as far as practicable reciprocal operation of such ITSO Certified Smartmedia.

- 7.3 The Franchisee shall be permitted to propose in relation to any of those stations in relation to which the Franchisee has obligations pursuant to paragraph 7.2 reasonable non-station based equipment solutions (including train borne validators) for the purposes of delivering some or all of the required ITSO equipment functionality. The Secretary of State shall consider and not unreasonably refuse to consent to any such proposal.
- 7.4 Where the Franchisee operates Passenger Services at stations not listed in paragraph 7.1 or 7.2, and where the Franchisee is not the Facility Owner, the Franchisee shall co-operate with the relevant Facility Owner and any other Train Operators operating passenger services from such stations with the intention of ensuring that ITSO equipment operated by the Franchisee pursuant to its obligations under this paragraph 7 is fully compatible with the ITSO equipment employed by such relevant Facility Owner or other Train Operator (including as to ITSO Certified Smartmedia functionality to ensure as far as practicable reciprocal operation of such Smartmedia). It shall not be a breach of this paragraph 7.4 if the relevant Facility Owner or Train Operators fail to introduce or install ITSO compatible facilities at such stations.
- 7.5 The Franchisee shall ensure that:
 - (a) passengers travelling on any of the Passenger Services can do so using ITSO Certified Smartmedia for all Initial ITSO Fares by no later than two (2) years from the Start Date; and
 - (b) passengers travelling on any of the Passenger Services can do so using ITSO Certified Smartmedia for all types of fare by no later than five (5) years from the Start Date.
- 7.6 The Franchisee shall not be in breach of its obligations under paragraphs 7.5(a) and 7.5(b) to the extent it is unable to provide passengers travelling to or from the stations referred to in paragraph 7.2 or within the ambit of paragraph 7.4 with access to all ITSO fares where this is a consequence of the Franchisee not having provided ITSO ticketing or validation equipment at any relevant station in circumstances where the Franchisee is not in breach of its obligations under this Agreement in relation to the fitting of ITSO ticketing or validation equipment and the Franchisee has taken all reasonable steps to provide cost effective interim measures to enable passengers to make use of ITSO fares.
- 7.7 The Franchisee shall use all reasonable endeavours to co-operate with Network Rail and other Train Operators in relation to the provision of equipment to permit ITSO Certified Smartmedia.

7.8 The Franchisee shall:

- (a) co-operate with other Train Operators in relation to the introduction of flexible ticketing schemes by such other Train Operators (including flexible season tickets and/or flexible ticketing schemes based on ITSO Certified Smartmedia);
- (b) develop an approach to the use of ITSO Certified Smartmedia to facilitate use of more sophisticated ticket types and demand management over time;
- (c) facilitate the use of ITSO Certified Smartmedia on IOP within the Zones for the IOP London Products, by the IOP Acceptance Date;
- (d) promote the inter-availability of any smartmedia related ticketing schemes and shall join any relevant ATOC approved smartmedia related ticketing scheme;
- (e) promote demand management and passenger benefits by making proposals for the development and implementation of new Smartmedia/flexible products;
- (f) co-operate with relevant passenger transport executives, local authorities, TfL and the Welsh Assembly Government as well as other train operators in relation to any proposals to use or convert any multi-modal fare schemes to use ITSO Certified Smartmedia and shall not unreasonably withhold or delay its consent to any such proposals; and
- (g) co-operate with relevant local authorities in relation to any proposal to implement ITSO Certified Smartmedia based schemes including multi modal fare schemes and shall not unreasonably withhold or delay its consent to any such proposals.

7.9 The Franchisee shall use all reasonable endeavours to accept, retail and fulfil on ITSO Certified Smartmedia the IOP London Products and all products that are currently accepted, retailed and fulfilled under the Ticketing and Settlement Agreement.

7.10 The Franchisee will co-operate with TfL, the Secretary of State and relevant Train Operators in making such reasonable changes to joint ticketing products as are reasonably required to permit TfL to generate sufficient additional revenue to meet the IOP operating and maintenance costs as set out in the IOP Agreement subject to:

- (a) TfL meeting the Franchisee's reasonable and demonstrable costs and revenue losses as agreed in advance by the Secretary of State that are directly associated with the changes to such joint ticketing products;
- (b) any necessary changes to, or derogations from, fares regulation being granted by the Secretary of State; and
- (c) the Franchisee not being obliged to make any payment or transfer of revenue to TfL to cover TfL's IOP operating and maintenance costs as defined in the scope of the IOP Agreement, except in the case of a change where the Franchisee has agreed to pay for all or part of TfL's operating and maintenance costs associated with that change.

7.11 The Franchisee shall ensure that any ITSO ticketing/smartmedia technology (and any amendment, extension or replacement thereof) inherited, used by the Franchisee or introduced (whether on a permanent or a trial basis) pursuant to this paragraph 7 (the "**Scheme**") is compliant with the ITSO specification and operating requirement which is current at the time of such introduction and that any such Scheme remains compliant with any subsequent ITSO specification and operating requirement.

ITSO Certified Smartmedia Ticketing

7.12 The Franchisee shall use reasonable endeavours to ensure that:

- (a) at least [•]¹⁵ percent of Passenger Journeys in each of:
 - (i) the Reporting Year ending on [31 March 2016]; and
 - (ii) the Reporting Year ending on [31 March 2017],are made using ITSO Certified Smartmedia; and
- (b) at least [•]¹⁶ percent of Passenger Journeys in each of:
 - (i) the Reporting Year ending on [31 March 2018]; and
 - (ii) each subsequent Reporting Year,are made using ITSO Certified Smartmedia.

7.13 For each Reporting Year referred to in:

- (a) paragraph 7.12(a)(i) or 7.12(a)(ii) that the target referred to in paragraph 7.12(a) is not achieved, the Franchisee will spend the First ITSO Amount; and
- (b) paragraph 7.12(b)(i) or 7.12(b)(ii) that the target referred to in paragraph 7.12(b) is not achieved, the Franchisee will spend the Second ITSO Amount,

on the marketing and promotion of ITSO Certified Smartmedia.

7.14 Any such expenditure shall be additional to the amounts the Franchisee would in any event spend on the marketing and promotion of ITSO Certified Smartmedia as identified in the Financial Model.

7.15 Where the Franchisee is required to expend the First ITSO Amount or the Second ITSO Amount, the relevant amount shall be expended by no later than the end of the Reporting Year following the Reporting Year in respect of which the target referred to in paragraph 7.12(a) or paragraph 7.12(b) (as applicable) was not achieved. Any expenditure shall be made in accordance with an expenditure plan to be submitted to the Secretary of State for approval within twenty days of the end of the Reporting Year in respect of which the relevant target was not achieved.

¹⁵ Bidders to propose.

¹⁶ Bidders to propose.

- 7.16 Any expenditure of the First ITSO Amount or the Second ITSO Amount shall be made with the intention of rectifying the relevant shortfall in Passenger Journeys using ITSO Certified Smartmedia as soon as reasonably practicable on a long term and sustainable basis. The Franchisee acting as a skilled and experienced Train Operator of the Franchise will use all reasonable endeavours to obtain value for money from the expenditure of the First ITSO Amount and/or the Second ITSO Amount as the case may be.
- 7.17 The Secretary of State will not unreasonably withhold or delay approval of any expenditure plan. It is agreed that it will be appropriate for the Secretary of State to withhold consent if any proposed expenditure plan does not comply with the provisions of paragraph 7.16 and it is further agreed that in such circumstances the Secretary of State shall be permitted to approve the expenditure plan with such amendments as he may reasonably propose and the Franchisee shall be obliged to comply with such amended expenditure plan.

Monitoring Requirements

- 7.18 Commencing with effect from the earlier of 1 April 2014 and the date on which passengers can use ITSO Certified Smartmedia for their journey on the Passenger Services the Franchisee shall within 10 days of the end of each Reporting Period report to the Secretary of State:

- (a) the total number of Passenger Journeys made during the relevant Reporting Period; and
- (b) the total number of Passenger Journeys made using ITSO Certified Smartmedia during the relevant Reporting Period.

- 7.19 For the purposes of monitoring compliance with paragraphs 7.12 to 7.17, the Secretary of State shall within 10 days of receipt from the Franchisee of information provided pursuant to paragraph 7.18 in respect of the last Reporting Period in each Reporting Year ending on or after [31 March 2016] reasonably determine the percentage number of Passenger Journeys made using ITSO Certified Smartmedia during the relevant Reporting Year in accordance with the following formula:

$$\frac{Y}{Z} \times 100$$

where:

- Y is the total number of Passenger Journeys made in the relevant Reporting Year using ITSO Certified Smartmedia;
- Z is the total number of Passenger Journeys made in the relevant Reporting Year.

- 7.20 Where during the Franchise Term the Franchisee becomes Facility Owner of a station the Secretary of State shall have the right by service of notice in writing to add such additional station to the list of stations in either paragraph 7.1(a) or paragraph 7.2. Where the relevant station is added to the list in paragraph 7.1(a) such paragraph shall be deemed amended so that the obligations of the Franchisee in relation to such station must be delivered within such period of time as the Secretary of State shall reasonably determine

8. Transfer of Bristol Temple Meads and Reading Stations

8.1 The Franchisee shall work jointly with Network Rail to ensure that from 1 April 2014, Bristol Temple Meads and Reading Stations are transferred from the Franchisee to Network Rail to become Managed Stations.

9. Co-operation with Reopening Projects

9.1 The Franchisee shall co-operate with Devon County Council and Network Rail and act reasonably and in good faith in its engagement with them in relation to the Tavistock line reopening project.

9.2 The Franchisee shall co-operate with relevant Local Authorities (including the "West of England Partnership") and Network Rail and act reasonably and in good faith in its engagement with them in relation to the Portishead line reopening project.

10. Co-operation with Local Authority sponsored projects

The Franchisee shall co-operate in good faith with any Local Authority that seeks to promote a scheme for the provision of additional or varied Passenger Services including by attending meetings and contributing to feasibility schemes and project plans and liaising with relevant industry participants including Network Rail. This paragraph does not oblige the Franchisee to incur any cost in the actual provision of revised Passenger Services.

APPENDIX 1 TO SCHEDULE 6.2

Crossrail Business Transfer Agreements

Dated

20[●]

- (1) [*GREAT WESTERN FRANCHISEE*]
- (2) [*CROSSRAIL CONCESSIONAIRE*]

BUSINESS TRANSFER AGREEMENT

Regarding the Crossrail Stations

BETWEEN:

- (1) **[GREAT WESTERN FRANCHISEE]**, (company registration no. [•]) whose registered office is at [•] (“**Transferor**”); and
- (2) **[CROSSRAIL CONCESSIONAIRE]**, (company registration no. [•]) whose registered office is at [•] (“**Transferee**”).

BACKGROUND

- (A) The Transferor is currently the Facility Owner (as such term is defined under the Railways Act 1993 (as amended and supplemented from time to time including by the Railways Act 2005)) at the Stations and has for these purposes entered into leases in respect of the Stations with Network Rail.
- (B) The Transferee has been appointed to provide railway passenger services on the railway transport system constructed and maintained as specified in the Crossrail Act 2008.
- (C) The Transferor has agreed to transfer the operation of each of the Crossrail Stations to the Transferee with the effect that from the date of such transfer the Transferee will become the Facility Owner at the each of the Crossrail Stations in place of the Transferor.
- (D) This Agreement sets out the terms on which the Transferor is to cease being and the Transferee is to become the Facility Owner of each of the Crossrail Stations.

OPERATIVE CLAUSES

1. INTERPRETATION

In this Agreement:

1.1 the following expressions have the following meanings unless inconsistent with the context:

- “Business”** the operation of the Stations and all associated activities;
- “Business Assets”** all property, rights and assets of the Business to be sold to the Transferee pursuant to this Agreement as described in **clause 2**;
- “Business Contracts”** all Contracts entered into by or on behalf of the Transferor which are unperformed (wholly or partly) as at the Transfer Date as listed in **Schedule 3**;
- “Business Day”** any day (other than a Saturday or Sunday) on which banks are open in London for normal banking business;
- “CA 2006”** the Companies Act 2006, as amended;
- “Completion”** completion of the sale and purchase of the

	Business Assets in accordance with clause 4 ;
"Confidential Information"	all know how and information (howsoever stored) in relation to the Business which is not publicly known;
"Consideration"	the aggregate consideration for the sale of the Business Assets as provided in clause 3 ;
"Consultation Regulations"	means the Collective Redundancies and Transfer of Undertaking (Protection of Employment) (Amendment) Regulations 1995, the Collective Redundancies and Transfer of Undertakings (Protection of Employment) (Amendment) Regulations 1999 and the Information and Consultation of Employees Regulations 2004;
"Continuing Tenancies"	means the tenancies relating to each of the Stations brief details of which are set out in Part 2 of Schedule 5 ;
"Contract"	any legally binding agreement or commitment;
"Customer Advances"	all amounts paid to the Transferor before the Transfer Date in respect of goods or services to be supplied by the Business to a customer under any Contract after the Transfer Date;
"Employees"	the persons employed in the Business immediately before the Transfer Date, as listed in Schedule 1, whose contracts of employment after the Transfer Date will be or are deemed effected between the Transferee and such persons under regulation 4 of the Regulations;
"Employment Costs"	all salaries, wages, commissions, bonuses, all statutory contributions, holiday pay (including payment for accrued but untaken holiday), national insurance contributions, pension contributions made to or on behalf of an employee, taxation (including all income tax deductible under PAYE) and all other employment costs of the Employees;
"Encumbrance"	any mortgage, charge, pledge, lien, assignment by way of security, option, restriction, claim, right of pre-emption, right of first refusal, third party right or interest, other encumbrance or security interest of any kind, or other preferential arrangement having similar effect;
"Existing Station Access Agreements"	means the station access agreements brief details of which are set out in Part 4 of Schedule 5 ;
"Excluded Assets"	any and all assets of the Transferor other than the Business Assets;

“Liabilities”	all costs, expenses, losses, damages, claims, proceedings, awards, fines, orders and other liabilities (including reasonable legal and other professional fees and expenses) whenever arising or brought;
“Meter Readings”	the meter readings to be undertaken at Completion in accordance with paragraph 4 of Schedule 6 ;
“Network Rail”	means Network Rail Infrastructure Limited a company registered in England with registered number 02904587 whose registered office is at Kings Place, 90 York Way, London N1 9AG;
“ORR”	Office of Rail Regulation;
“Property”	means each of the Stations as particularly described in Part 1 of Schedule 5 and each and every part of such property;
“Records”	all the Transferor’s books and records relating to the Business, the Business Assets and the Employees (including personnel files) as listed in Schedule 4 excluding those relating to the Excluded Assets and any records that the Transferor is required by law to retain
“the Regulations”	the Transfer of Undertakings (Protection of Employment) Regulations 2006
“SACs”	the Station Access Conditions
“Station Access Conditions”	in respect of each Station: <ul style="list-style-type: none"> (a) the National Station Access Conditions 1996 (England and Wales); and (b) the annexes relating to such Station as each is modified from time to time in respect of such Station with the approval of the ORR;
“Tangible Assets”	those items listed in Schedule 2
“Terminating Tenancies”	means the tenancies relating to each of the Stations, brief details of which are set out in Part 3 of Schedule 5
“Trade Credits”	all amounts owing to trade creditors by the Transferor in connection with the Business as at the Transfer Date in respect of goods or services supplied to the Transferor before the Transfer Date (whether or not invoiced and whether or not then due and payable);
“Trade Debts”	all amounts owing to the Transferor by trade debtors in connection with the Business as at

the Transfer Date in respect of goods or services supplied by the Transferor before the Transfer Date (whether or not invoiced and whether or not then due and payable);

“Transfer Date”

01:59 on *[insert date]*;

“Transferee’s Group”

any of the following from time to time: the Transferee, its subsidiary undertakings and any parent undertaking of the Transferee and all other subsidiary undertakings of any parent undertaking of the Transferee and **“member of Transferee’s Group”** will be construed accordingly;

“Transferor’s Group”

any of the following from time to time: the Transferor, its subsidiary undertakings, any parent undertaking of the Transferor and all other subsidiary undertakings of any parent undertaking of the Transferor and “a member of the Transferor’s Group” will be construed accordingly;

“Transferor Prepayments”

all amounts paid by the Transferor before the Transfer Date in respect of goods or services to be supplied to the Transferee under any Contract with a supplier after the Transfer Date;

“VAT”

Value Added Tax

“VATA”

Value Added Tax Act 1994;

- 1.2 references to any statute or statutory provision include, unless the context otherwise requires, a reference to the statute or statutory provision as modified, replaced, re-enacted or consolidated and in force from time to time prior to Completion and any subordinate legislation made under the relevant statute or statutory provision (as so modified, replaced, re-enacted or consolidated) in force prior to Completion;
- 1.3 references to a person includes a reference to any individual, firm, company, corporation or other body corporate, government, state or agency of a state or any unincorporated association, joint venture or partnership (whether or not having a separate legal personality);
- 1.4 references to the masculine, feminine or neuter gender respectively include the other genders and references to the singular include the plural and vice versa;
- 1.5 references to clauses and Schedules are to clauses of and Schedules to this Agreement, and references to paragraphs are to paragraphs in the Schedule in which such references appear;
- 1.6 the Schedules form part of this Agreement and will have the same force and effect as if expressly set out in the body of this Agreement;

- 1.7 the headings in this Agreement will not affect its interpretation;
- 1.8 any phrase introduced by the term "**include**", "**including**", "**in particular**" or any similar expression will be construed as illustrative and will not limit the sense of the words preceding that term;
- 1.9 references to a "**subsidiary undertaking**" or "**parent undertaking**" are to be construed in accordance with section 1162 CA 2006;
- 1.10 references to documents "**in the agreed terms**" are references to documents initialled by or on behalf of the Transferor and the Transferee; and
- 1.11 "**Party**" means party to this Agreement.

2. **SALE AND PURCHASE**

- 2.1 The Transferor will sell and transfer, or procure the sale and transfer, with full title guarantee (unless otherwise specified in this Agreement) to the Transferee and the Transferee will buy as at the Transfer Date the Business as a going concern together with the following assets:
- (a) the Tangible Assets;
 - (b) the benefit (subject to the burden) of the Business Contracts; and
 - (c) the Records.
- 2.2 Each of the Business Assets will be sold and bought free from any Encumbrance and with all rights attached to it unless otherwise specified in this Agreement.
- 2.3 Subject to the matters fairly disclosed to the Transferee, the Transferor warrants that each of the Business Assets is legally and beneficially owned by the Transferor free from any Encumbrance or any claim to, or Contract to grant, any Encumbrance.
- 2.4 Except as otherwise provided in this Agreement:
- (a) beneficial ownership and risk in each of the Business Assets in respect of which beneficial ownership is to pass to the Transferee will pass to Transferee on Completion;
 - (b) title to all Business Assets in respect of which beneficial ownership is to pass to the Transferee which can be transferred by delivery will pass on delivery and such delivery will be deemed to take place at Completion; and
 - (c) the Transferor will be a trustee for the Transferee in respect of the Business Assets until they have been actually delivered and/or, in the case of Business Assets not capable of transfer by delivery, transferred or assigned to the Transferor.

2.5 Notwithstanding any other provision of this Agreement, the Excluded Assets are excluded from the sale and purchase under this Agreement.

3. **CONSIDERATION**

3.1 The Consideration for the sale of the Business and the Business Assets will be the sum of £[●].

3.2 All amounts expressed in this Agreement as being payable by the Transferee are expressed exclusive of any VAT which may be chargeable.

4. **COMPLETION**

4.1 Completion is conditional on those items set out below ("**the Conditions**") having been satisfied or (if appropriate) waived:

- (a) the Transferor terminating the lease with Network Rail in respect of each of the Stations and the Transferee entering into the a lease with Network Rail in relation to each of the Stations (or such other arrangements between Network Rail and the Transferee as are appropriate in the circumstances);
- (b) the Transferor's licence being amended to delete the Property and the Transferee's licence being amended to include the Property;
- (c) the Transferor terminating the Terminating Tenancies;
- (d) to the extent applicable, the Transferor terminating the Existing Station Access Agreements and the Transferee entering into new station access agreements with Users (as defined in the SACs) in relation to the Stations; and
- (e) if applicable, the Transferor and the Transferee entering into a deed of novation in the agreed terms with the relevant Counterparty to the following Contracts with effect from Completion:

[Insert details of novating contracts if relevant].

4.2 The Parties will use their respective reasonable endeavours to procure that each of the conditions set out in **clause 4.1** are satisfied as soon as practicable and in any event that evidence of satisfaction is given to the other before the Transfer Date.

4.3 The Transferor will give evidence (in a form reasonably satisfactory to the Transferee) of satisfaction of the Condition set out in **clause 4.1(c)** and (in relation to the Transferor) **clauses 4.1(a), 4.1(b), 4.1(d) and 4.1(e)**, such evidence to be given as soon as possible and in any event within five Business Days of their satisfaction. The Transferee will give evidence (in a form reasonably satisfactory to the Transferor of satisfaction of the Conditions set out

in **clauses 4.1(a), 4.1(b), 4.1(d) and 4.1(e)** such evidence to be given as soon as possible and in any event within five Business Days of their satisfaction.

- 4.4 If either Party becomes aware of any fact or matter that prejudices the satisfaction of a Condition, then such Party will promptly inform the other Party as soon as reasonably practicable.
- 4.5 If a Condition has not been waived or satisfied and evidence of satisfaction given in accordance with **clause 4.3** on or before the Transfer Date (or such later date as may be agreed between the Transferor and the Transferee), this Agreement will automatically terminate.
- 4.6 Upon termination of this Agreement pursuant to **clause 4.5** the following provisions will apply:
- (a) the Transferee will return to the Transferor all information (and all copies of such information) which has been supplied to the Transferee or their advisers by the Transferor or its advisers before such date;
 - (b) the Transferee will destroy all reports, analyses, studies and other document prepared by it or its advisers which contain or otherwise reflect information supplied to it or its advisers by the Transferor and its advisers; and
 - (c) each of the Parties' further rights and obligations under this Agreement (with the exception of **clauses 4.6, 10, 11, 12 and 20**) shall cease immediately on termination, but termination does not affect the Parties' accrued rights and obligations at the date of termination.
- 4.7 Pending Completion, the Transferor will procure that the Business is carried on in the ordinary course so as to maintain that Business as a going concern and the Transferor undertakes that it will not, without the prior written consent of the Transferee:-
- (a) alter (whether to take effect prior to, on or after the Transfer Date) any of the terms of employment or engagement of any of the Employees or promise or make any representation that any such terms shall be altered;
 - (b) terminate or take any steps to terminate the contract of employment of, or dismiss (constructively or otherwise) any of the Employees;
 - (c) enter into or take any steps to enter into (whether to take effect prior to, on or after the Transfer Date) any new employment contract or promise or make any representation to any person that such a contract will be entered into;
 - (d) alter or agree to alter (whether to take effect prior to, on or after the Transfer Date) any of the terms of the Continuing Tenancies or take

any action which would, or would be likely to, cause the Continuing Tenancies to terminate; or

(e) dispose of or create any Encumbrance over the Business Assets.

4.8 At Completion, the Transferor and the Transferee will comply with the provisions of **Schedule 6**.

4.9 [Following Completion, the Transferor shall provide certain transitional services to the Transferee on the terms set out in **Schedule 7**.] [*Delete if not applicable*]

5. **VALUE ADDED TAX**

5.1 In this **clause 5**:

"Special Provisions Order" means the Value Added Tax (Special Provisions) Order 1995

"HMRC" means HM Revenue & Customs.

5.2 All amounts expressed in this Agreement as being payable by the Transferee are expressed to be exclusive of VAT which may be chargeable and the Transferee agrees to pay to the Transferor in addition to such amounts, any VAT for which the Transferor is liable to account to HMRC in respect of any supply made by the Transferor to the Transferee under or in connection with this Agreement within five Business Days of production of a valid VAT invoice by the Transferor.

5.3 The Parties intend that section 49 VATA and Article 5 Special Provisions Order will apply to the transfer of the Business Assets and the Transferor and the Transferee will each use all reasonable endeavours to secure that pursuant to the provisions referred to above the sale of the Business Assets is treated as neither a supply of goods nor a supply of services for the purposes of VAT but as the transfer of a business as a going concern. Provided always that nothing in this **clause 5.3** shall require the Transferor to request a review of any determination by HMRC or any notification by HMRC that section 49 VATA and Article 5 Special Provisions Order does not apply to the transfer of Business Assets in whole or in part.

5.4 The Transferor represents, warrants and undertakes to the Transferee that it is duly and properly registered for the purposes of VAT.

5.5 The Transferee represents, warrants and undertakes to the Transferor that;

(a) it is duly and properly registered for the purposes of VAT; and

(b) that it will use the Business Assets to carry on the same kind of business as that carried on with those assets by the Transferor (whether or not as part of any existing business of the Transferee).

- 5.6 The Transferor will preserve the VAT records relating to the Business Assets required to be maintained in accordance with paragraph 6(1) Schedule 11 VATA and any regulations made under that section. The Transferee will indemnify the Transferor against the Transferor's proper and reasonable costs incurred in complying with the Transferor's obligations under section 49(5) VATA.
- 5.7 If HMRC notify the Transferor in writing that they do not agree that the sale of the Business Assets (or any part of them) pursuant to this Agreement falls within section 49 VATA and Article 5 Special Provisions Order, the Transferor will forthwith on receipt of such notification or on Completion (whichever is the later) issue to the Transferee a valid VAT invoice in respect of the sale of the Business Assets (or the relevant part of them). The Transferee will within five Business Days of receipt of such invoice pay to the Transferor the VAT charged on the sale of the Business Assets (or the relevant part of them) in addition to the Consideration.
- 5.8 The Transferee undertakes to indemnify the Transferor in respect of any liability of the Transferor to pay HMRC any interest, penalty or surcharge by reason of the late payment of any VAT charged on the sale of the Business Assets (or any part of them) pursuant to the provisions of this Agreement provided that the Transferee shall only be liable to indemnify the Transferor in respect of such interest, penalty or surcharge where the VAT charged on the sale of the Business Assets (or any part of them) arises as a result of the breach by the Transferee of its warranties in **clause 5.5**.

6. **LIABILITIES AND APPORTIONMENTS**

- 6.1 All expenditure, overheads and outgoings in respect of the Business or Business Assets and all payments received in respect of the Business or Business Assets which, in each case, cover a period both before and after the Transfer Date will be apportioned on a time basis so that such part of the relevant expenditure or payment received attributable to a period up to and including the Transfer Date will be borne by, or for the benefit of, the Transferor and such part of the relevant expenditure or payment received attributable to the period after the Transfer Date will be borne by, or for the benefit of, the Transferee.
- 6.2 The Transferor will pay to the Transferee all the Customer Advances and the Transferee will pay to the Transferor an amount equal to all the Transferor Prepayments.
- 6.3 The Transferor will prepare a statement of adjustments setting out the net balance payable by either the Transferee or the Transferor to the other in accordance with **clauses 6.1** and **6.2** and will submit such statement to the Transferee within 14 days of Completion. Such statement shall take into account the Meter Readings. The Transferee and the Transferor will then seek to agree such statement and the net balance payable pursuant to this clause will be paid within 14 days of this statement being agreed or determined or on such other date as the Transferee and the Transferor agree. Any payments pursuant to

clause 6.1 not included in such statement of adjustments but subsequently made or received by the Transferor or the Transferee will be apportioned in accordance with **clause 6.1** and any claim for reimbursement will be made by notice in writing supported by copy documentation evidencing the amount of the same and the calculation of the apportionment. All sums due will be paid within ten Business Days of a receipt of a notice of apportionment save where there is a dispute as to the amount to be paid in which case the matter may be dealt with in accordance with **clause 10**.

- 6.4 To the extent that any payment is made to the Transferor after Completion in respect of the performance by the Transferee of any Contract with a customer or generally in relation to the carrying on of the Business by the Transferee after Completion, the Transferor will receive the same as trustee for the Transferee and will account to the Transferee for the same as soon as reasonably practicable and in any event within seven Business Days following receipt.
- 6.5 The Transferor shall indemnify and keep indemnified the Transferee against all Liabilities (save for any Liability which the Transferee has expressly agreed to assume pursuant to this Agreement) which may arise:-
- (a) as a result of any breach by the Transferor of any Contract (including without limitation, any Continuing Tenancy) prior to the Transfer Date; and
 - (b) otherwise in connection with the ownership of the Business Assets or the carrying on of the Business prior to the Transfer Date.
- 6.6 The Transferee shall indemnify and keep indemnified the Transferor against all Liabilities (save for any Liability which the Transferor has expressly agreed to retain pursuant to this Agreement) which may arise:-
- (a) as a result of any breach by the Transferee of any Contract (including without limitation, any Continuing Tenancy) after the Transfer Date; and
 - (b) otherwise in connection with the ownership of the Business Assets or the carrying on of the Business after the Transfer Date.
- 6.7 In respect of any claim arising prior to the Transfer Date under any policy of insurance maintained by the Transferor in relation to the Business or the Station:-
- (a) it is agreed that the Transferor or its insurers shall be responsible for the resolution of such claims without liability for the Transferee; and
 - (b) the Transferor undertakes that it has taken reasonable measures to address the root cause of any incident giving rise to such a claim.

7. **BUSINESS CONTRACTS**

- 7.1 [Subject to the provisions of **clause 6** and the other provisions of this **clause 7**, the Transferee will with effect from the Transfer Date assume the obligations of the Transferor, and become entitled to the benefits of the Transferor, under the Business Contracts.
- 7.2 The Transferor hereby assigns to the Transferee with effect from the Transfer Date all its rights, title and interest under or pursuant to all the Business Contracts which are capable of assignment without the consent of other parties.
- 7.3 In so far as a Business Contract cannot be transferred without the consent of a third party or a novation agreement:
- (a) this Agreement does not constitute an assignment or an attempted assignment of the Business Contract if such assignment or attempted assignment would constitute a breach of the Business Contract;
 - (b) the Transferor will, as requested by the Transferee, use its reasonable endeavours (with the co-operation of the Transferee) to procure such consent or novation.
- 7.4 Subject to **clause 7.5**, unless and until such consent or novation is obtained:
- (a) the Transferor will hold the benefit of such Business Contracts upon trust for the Transferee absolutely and will account to the Transferee for any sums received by the Transferor in relation thereto without any deduction or withholding of any kind; and
 - (b) the Transferee will, as the Transferor's agent, perform all the obligations of the Transferor under such Business Contract for the period from the Transfer Date; and
 - (c) the Transferor will do each act or thing reasonably requested of it by the Transferee to enable performance of the Business Contract by the Transferee and to provide for the Transferee the benefits of the Business Contract (including its rights of enforcement) provided that the Transferee indemnifies the Transferor in full against all costs (including legal costs) and expenses incurred.
- 7.5 If any consent or novation is not obtained within sixty days after Completion and the provisions set out in this **clause 7** do not enable the full benefit of a Business Contract to be enjoyed by the Transferee then the Transferor will be entitled by notice in writing to the Transferee to inform the Transferee of the Transferor's intent to terminate the relevant Business Contract or to exclude the same from the Business Assets.] [*Delete if not applicable*]

8. EMPLOYEES

8.1 The Transferor shall perform and discharge its obligations in relation to the Employees which arise up to and including the Transfer Date.

8.2 The Transferor and the Transferee acknowledge that, to the extent that the undertaking or part of the undertaking of the Transferor is continued by the Transferee after the Transfer Date, pursuant to the Regulations the contracts of employment between the Transferor and the Employees (except in so far as such contracts relate to any occupational pension scheme as defined in Regulation 10 of the Regulations) will have effect from and including the Transfer Date, which shall be the "time of transfer" under the Regulations, as if originally made between the Transferee and the Employees.

8.3 All Employment Costs in respect of the period:

- (a) up to the Transfer Date (whether or not due for payment at that date) will be borne by the Transferor;
- (b) on and from the Transfer Date will be borne by the Transferee,

and will if necessary be apportioned on a time basis between the Transferee and the Transferor.

8.4 The Transferor shall indemnify the Transferee against all Liabilities arising out of or in connection with:-

- (a) any claim by any Employee arising from his employment with the Transferor or the termination of that employment (howsoever arising) prior to the Transfer Date;
- (b) the non-payment or underpayment of Employment Costs in respect of any period prior to the Transfer Date; and
- (c) any claim by any Employee, trade union, elected employee representative or staff association in respect of all or any of the Employees arising from any failure by the Transferor to comply with any legal obligation to any such Employee, trade union, representative or staff association or with regulations 13 or 14 of the Regulations or with any provision of the Consultation Regulations.

8.5 The Transferee shall indemnify the Transferor against Liabilities arising out of or in connection with:-

- (a) any claim by any Employee arising from his employment with the Transferee or the termination of that employment (howsoever arising) after the Transfer Date;
- (b) the non-payment or under-payment of Employment Costs in respect of the period commencing after the Transfer Date;

- (c) any claim arising as a result of the Transferee's failure to comply with section 258 of the Pensions Act 2004 as transferee;
 - (d) any claim by any Employee arising from a change or anticipated change to that Employee's terms and conditions of employment by the Transferee, whether such claim is brought before, on or after the Transfer Date, including any claim pursuant to regulation 4(9) of the Regulations; and
 - (e) any claim by any Employee or representative of any Employee pursuant to regulation 13 of the Regulations, to the extent that such claim arises out of any failure by the Transferee to comply with its obligations under regulation 13(4) of the Regulations.
- 8.6 The Transferee shall make such pension provisions in respect of the Employees as comply with its obligations under sections 257 and 258 Pensions Act 2004 and the Regulations and, for the avoidance of doubt, shall have no other Liability to the Transferor in respect of the provision of pension benefits to any Employee.
- 8.7 *[Pension issues to be identified to enable drafting to be produced. For example payment of the pension top up amount in relation to Relevant Protected Persons on transfer of such persons from the GW Section to the Crossrail Section]*.
- 8.8 Where either Party (the "**Indemnifying Party**") is obliged to indemnify the other (the "**Indemnified Party**") under this clause, the Parties will co-operate fully with each other in relation to the Liability and save as required by law, the Indemnified Party will not settle a claim without the prior written consent of the Indemnifying Party, such consent not to be unreasonably withheld or delayed.
9. **RECORDS AND ACCESS**
- 9.1 Without prejudice to any other provision of this Agreement, the Transferee and its agents will be entitled for a period of three years from the date of this Agreement on giving reasonable notice to the Transferor to have access during normal business hours and to take copies (at its own expense) of any books, documents or other records (including computer records) in the Transferor's possession relating exclusively to the Business or the Business Assets and which have not been delivered to the Transferee.
- 9.2 The Transferor and its agents will, where necessary for the completion of its accounts or tax returns or for dealing with any claims or disputes relating to the use of the Business Assets or the carrying on of the Business up to the Transfer Date, be entitled for a period of six years from Completion on giving reasonable notice to the Transferee to have access during normal business hours and to take copies of (at its own expense) any of the Records which were delivered to the Transferee pursuant to this Agreement.

10. **DISPUTES**

- 10.1 In the event of any dispute, either Party shall be entitled to call an extraordinary meeting of the Parties designated representatives who are responsible for the administration of this Agreement, which, in the case of the Transferee, shall be [X] and in the case of the Transferor shall be [X], (the “**Designated Representatives**”) for any purpose including resolving a dispute, by service of five Working Days' written notice on the other Party. The Parties shall negotiate in good faith to resolve such dispute. If the dispute cannot be resolved by the Designated Representatives at or within ten Business Days of such meeting, either Party may refer the matter for resolution to the [*Managing Director of the Transferee*] and [*Managing Director of the Transferor*] who shall discuss the matter in good faith with the intention of settling the dispute as soon as reasonably possible.
- 10.2 If any dispute cannot be settled by negotiation in accordance with **clause 10.1** above, the Parties, in good faith, may, by agreement, seek to resolve that dispute through mediation under the auspices of a mediator. The mediator shall be selected by mutual agreement and, in the case of any dispute relating to financial matters (including, without limitation, any dispute relating to apportionment pursuant to **clauses 6 or 8** (a “**Financial Dispute**”) shall be a qualified accountant of good standing. Failing agreement within fourteen days after a request by one Party to the other, a mediator shall be chosen at the request of either Party by the President for the time being of the Law Society or, in the case of a Financial Dispute, by the President of the Institute of Chartered Accountants in England and Wales, who in each case shall be requested to choose a suitably qualified and experienced mediator for the dispute in question. If the dispute is not resolved by mediation within thirty days of the appointment of the mediator (or such other period as the Parties may agree), or if one of the Parties will not participate in the mediation, the dispute shall be resolved in accordance with the Rail Industry Dispute Resolution Rules.

11. **CONFIDENTIALITY**

- 11.1 This Agreement and any Confidential Information disclosed by one Party to the other hereunder shall be confidential to the Party both before and after the Transfer Date and neither Party shall make any disclosure in relation to or permit any announcement or publication to be made concerning this Agreement or its terms, either in whole or in part, or any comment or statement relating to this Agreement except:
- (a) to the ORR, the Department for Transport or Transport for London; or
 - (b) with the prior written consent of the other as to the form and content of any such announcement, publication, statement or comment, such consent not to be unreasonably withheld or delayed; or

- (c) as far as may be necessary for the prompt performance of its obligations under this Agreement; or
- (d) in connection with any dealing or proposed dealing with its interest; or
- (e) without prejudice to **clause 11.1(a)** above, for the purposes of obtaining any regulatory or government authorisation, approval or consent; or
- (f) as required by law or any relevant stock exchange or if ordered to do so by a court of competent jurisdiction, HM Revenue and Customs; or
- (g) to a member of the Transferor's Group or the Transferee's Group upon obtaining from such Party an undertaking of confidentiality equivalent to that contained in this **clause 11.1**; or
- (h) to any outside consultants or advisers engaged by or on behalf of such party and acting in that capacity upon obtaining from such consultants or advisers an undertaking of confidentiality equivalent to that contained in this **clause 11.1**; or
- (i) to any lenders, security trustee, bank or other financial institution (and their advisers) from which such party is seeking or obtaining finance upon obtaining from each such person an undertaking of confidentiality equivalent to that contained in this **clause 11.1**; or
- (j) to the directors, officers and employees of such Party.

11.2 If either Party seeking to disclose a document or information can demonstrate to the reasonable satisfaction of the other that any such document, material or information is in the public domain through no breach of **clause 11.1** then to the extent that it is in the public domain this obligation shall cease but without prejudice to any claim by either party in respect of any prior breach.

12. **COSTS**

Except where expressly stated otherwise, each Party will bear such Party's own costs and expenses relating to the negotiation, preparation and implementation of this Agreement.

13. **INTEREST**

If any Party becomes liable to pay (the "**Paying Party**") any sum pursuant to this Agreement, whether a liquidated sum or by way of damages or otherwise, the Paying Party will be liable to pay interest on such sum from the due date for payment at the annual rate of four per cent above the base lending rate from time to time of [*name of Bank*], accruing on a daily basis until payment is made, whether before or after any judgment.

14. **NOTICES**

14.1 Any notice or other communication given in connection with this Agreement will be in writing and will be delivered personally or sent by pre-paid first class post (or air mail if overseas) or by fax to the recipient's address set out at **clause 14.3** in this Agreement or to any other address which the recipient has notified in writing to the sender received not less than seven (7) Business Days before the notice was despatched.

14.2 A notice or other communication is deemed given:

- (a) if delivered personally, upon delivery at the address provided for in this clause; or
- (b) if sent by pre-paid first class post, on the second Business Day after posting it; or
- (c) if sent by email, when confirmation of its transmission has been received by the sender,

provided that, if it is delivered personally or sent by fax on a day which is not a Business Day or after 4 p.m. on a Business Day, it will instead be deemed to have been given or made on the next Business Day.

14.3 The addresses referred to in **clause 14.1** are:

Transferor

To: **[NAME]**
Address: **[DETAILS]**
For the attention of: **[NAME]**
Email: **[NUMBER]**
[Copy to:] **[]**

Transferee

To: **[NAME]**
Address: **[DETAILS]**
For the attention of: **[NAME]**
Email: **[NUMBER]**
[Copy to:] **[]**

15. **ASSIGNMENT**

15.1 Save as provided in **clause 15.2**, neither Party may assign the benefit of, and/or any of its rights under, this Agreement without the prior consent of the other Party.

15.2 The Transferee may assign the benefit of, and any of its rights under, this Agreement to another member of the Transferee Group and the Transferor may assign the benefit of, and any of its rights under, this Agreement to another member of the Transferor Group.

16. **FURTHER ASSURANCE**

16.1 Each Party will (at their own cost) do, or procure the doing of, all acts and things and execute, or procure the execution of, all documents as the other party reasonably considers necessary to give full effect to the terms of this Agreement.

17. **RIGHTS OF THIRD PARTIES**

The Parties do not intend that any of its terms will be enforceable by virtue of the Contracts (Rights of Third Parties) Act 1999 by any person not a party to it.

18. **ENTIRE AGREEMENT**

18.1 This Agreement and the documents referred to in it constitute the entire agreement between the Parties and supersede and replace any previous agreement, understanding, undertaking, representation, warranty or arrangement of any nature whatsoever between the parties relating to the subject matter of this Agreement.

18.2 The Parties acknowledge and agree that in entering into this Agreement, and the documents referred to in it, they have not relied on, and will have no remedy in equity, contract, tort, under the Misrepresentation Act 1967 or otherwise in respect of, any representation other than as set out in this Agreement and each document referred to in it.

18.3 The only remedy available to the Parties in respect of this Agreement and the documents referred to in it is for breach of contract and, for the avoidance of doubt, neither party will have the right to rescind this Agreement or the documents referred to in it for breach of contract, negligent or innocent misrepresentation or otherwise.

18.4 Nothing in this clause will have the effect of limiting or restricting any liability of the Parties arising as a result of any fraudulent misrepresentation.

19. **GENERAL**

19.1 Unless otherwise provided, any outstanding obligation contained in this Agreement will remain in force notwithstanding Completion.

- 19.2 Failure or delay by any Party in exercising any right or remedy under this Agreement will not in any circumstances operate as a waiver of it, nor will any single or partial exercise of any right or remedy in any circumstances preclude any other or further exercise of it or the exercise of any other right or remedy.
- 19.3 Any waiver of any breach of, or any default under, any of the terms of this Agreement will not be deemed a waiver of any subsequent breach or default and will in no way affect the other terms of this Agreement.
- 19.4 No variation of this Agreement will be valid unless it is in writing and signed by or on behalf of each party to this Agreement.
- 19.5 Nothing in this Agreement will have the effect of limiting or restricting any liability of the Transferor in respect of a claim arising as a result of any fraud by or on behalf of Transferor.

20. **GOVERNING LAW AND JURISDICTION**

- 20.1 This Agreement and any non-contractual obligations arising out of or in connection with it will be governed by English law.
- 20.2 The courts of England and Wales will have exclusive jurisdiction to settle any dispute which arises out of or in connection with this Agreement (including (without limitation) in relation to any non-contractual obligations). The Parties irrevocably agree to submit to that jurisdiction.

21. **COUNTERPARTS**

This Agreement may be executed in any number of counterparts and by the parties to it on separate counterparts, each of which when executed and delivered will be an original.

Schedule 1

The Employees

[To be inserted]

SCHEDULE 2

Tangible Assets¹⁷

[Insert Details]

¹⁷ Full list to be included

SCHEDULE 3

The Business Contracts

[Insert Details]

SCHEDULE 4

Records

[Insert Details]

SCHEDULE 5

Part 1

The Property

Each of the following stations:

1. Acton Main Line;
2. Burnham;
3. Ealing Broadway;
4. Hanwell;
5. Hayes & Harlington;
6. Iver;
7. Langley;
8. Southhall;
9. Taplow;
10. West Drayton; and
11. West Ealing.

Part 2

The Continuing Tenancies

[DETAILS TO BE ADDED]

Part 3

The Terminating Tenancies

[DETAILS TO BE ADDED]

Part 4

The Existing Station Access Agreements

[DETAILS TO BE ADDED]

SCHEDULE 6

Completion Arrangements

At Completion the following will take place:

1. **Items for delivery by the Transferor**

The following items will be produced and delivered to the Transferee by the Transferor:

- (a) at the Property, all of the Business Assets that are capable of transfer by delivery;
- (b) at the Property, copies of the material Business Contracts;
- (c) at the Property, the Records;
- (d) [OTHERS]

2. **Contracts**

The parties will procure that they enter into the following documents:

2.1 [insert details]

3. **Payment of Consideration**

3.1 The Transferee will pay the Consideration to the Transferor by such method as may be agreed between the parties.

4. **Meter Readings**

The Transferor or its representatives shall attend each of the Property on or immediately prior to the Transfer Date to take readings of the meters for the gas, electricity and water services used at each of such Property up to the Transfer Date and the Transferee agrees to allow the Transferor access to each Property on the Transfer Date for this purpose. A representative of the Transferee shall be permitted to accompany the Transferor (or its representative) at any meter readings carried out by the Transferor pursuant to this **paragraph 4**. The Transferor agrees to provide the Transferee with a list of the meter readings obtained pursuant to this **paragraph 4** within seven days of the Transfer Date. The apportionment of gas, electric and water services shall be by reference to the relevant meter readings as at the Transfer Date.

SCHEDULE 7

Transitional Services

[Insert details if applicable]

[EXECUTION CLAUSES]

SCHEDULE 6.3

The IEP Provisions

1. Definitions and Interpretation

1.1 In this Schedule 6.3, except where the context otherwise requires words and expressions defined in the Train Availability and Reliability Agreement shall have the same meaning when used herein; and

1.2 In this Schedule 6.3, except the context otherwise requires, the following words and expressions shall have the following meanings:

"Acceptance Certificate" has the meaning given to such term under the MARA;

"Acceptance Issues" means in respect of a Type of Set, that any compatibility issue set out in Annex B of Appendix C to Schedule 1 of the MARA is subsisting on the Great Western IEP Network as at the date on which the TSP presents a Set of such Type for Type Acceptance;

"Approvals Plan" means the TSP's plan for obtaining all Relevant Approvals including any required Derogations in relation to each Set, developed and implemented in accordance with Appendix E to Schedule 1 of the MARA;

"Dispute Resolution Agreement" means the dispute resolution agreement in the form set out in Schedule 13 of the Train Availability and Reliability Agreement to be acceded to by the Franchisee in accordance with paragraph 2.5(b) of this Schedule 6.3;

"East Coast Operator" means East Coast Main Line Company Limited (Company Number 04659708) or any successor operator from time to time in relation to some or to all of the railway passenger services operated by it;

"Final Acceptance" means a certificate of Final Acceptance of a Set in the form set out in Form 3 in Appendix D to Part A of Schedule 2 of the MARA;

"Final Acceptance Conditions" means the conditions in respect of Final Acceptance set out in Paragraph 5.2 of Part A of Schedule 2 to the MARA;

"Fleet"	means the fleet of Sets described in Appendix C to Part A of Schedule 2 of the MARA;
"Full Set"	means any Set consisting of more than seven Vehicles but fewer than or equal to twelve Vehicles to be delivered by the TSP pursuant to the MARA and identified in Appendix C to Part A of Schedule 2 of the MARA, including any replacement ordered pursuant to Part I of Schedule 6 of the MARA;
"Great Western IEP Network"	means the sections of the IEP Network set out in the table in Part 1 of Appendix F of Schedule 1 of the MARA;
"Great Western Relevant Approvals"	means all Relevant Approvals required in relation to the Great Western IEP Network;
"Half Set"	means any Set consisting of fewer than eight Vehicles to be delivered by the TSP pursuant to the MARA and identified in Appendix C to Part A of Schedule 2 of the MARA, including any replacement ordered pursuant to Part I of Schedule 6 of the MARA;
"IEP Network"	means the routes specified in Appendix F to Schedule 1 of the MARA;
"MARA Effective Date"	means the date notified to the Franchisee by the Secretary of State such date to be the later of [<i>insert date of the MARA</i>] and the date on which all the conditions precedent set out in clauses 3.1 and 3.2 of the MARA have been satisfied (or waived or deferred in accordance with the terms of the MARA);
"MARA Variation"	has the meaning given to the term "Variation" under the MARA;
"Pension Amount"	has the meaning given to such term under the Train Availability and Reliability Agreement;
"Relevant Operator"	has the meaning given to such term in the MARA;
"Relevant Operator Equipment"	means any equipment, information and communications technologies

(including hardware, software, networks and peripherals) and fixtures relating to:

(e) an electronic point of sale system; and/or

(f) a wireless internet connection system;

"Set" means a Half Set or a Full Set;

"Train User Review Group" means each of the following:

(g) passenger user design review group (to consider issues such as interior practicalities (including seat design, including comfort));

(h) driver design review group (to consider issues such as cab and facilities);

(i) other train staff user design review group (to consider issues such as catering facilities (including trolley storage facilities) train guard facilities, train dispatch, cleaning and control and communication); and

(j) interior design style review group (to consider issues such as interior aesthetics (including seat design, including comfort));

"Type" has the meaning given to such term under the MARA;

"Type Acceptance" means the acceptance of a Type of Set pursuant to Paragraph 2 of Part A of Schedule 2 of the MARA;

2. **The MARA Provisions**

2.1 By an agreement dated 24 July 2012 (the "**MARA**") the Secretary of State appointed the TSP to design, build, own and maintain the Sets to be operated by the Franchisee on the Great Western IEP Network for the purposes of providing certain of the Passenger Services. The TSP shall make the Sets available to the Franchisee in accordance with the terms of the Train Availability and Reliability Agreement.

2.2 The Franchisee acknowledges that the MARA provides for certain rights which are to be exercised, and certain obligations which are to be performed, by the Franchisee in its capacity as Relevant Operator under the MARA. Accordingly the Franchisee shall:

- (a) exercise all reasonable skill, care, diligence and safety in the exercise of such rights and in the performance of such obligations;
- (b) exercise such rights and perform such obligations in accordance with good industry practice and in compliance with Law;
- (c) co-operate with the Secretary of State and the TSP and act reasonably and in good faith in and about the exercise of such rights and the performance of such obligations as specified under the MARA.

2.3 The MARA sets out the process (the "**Design Process**") for developing and completing the design of the Sets. It is acknowledged by the Franchisee that:

- (a) the Design Process (including the establishment of the train user review groups) will have commenced and may have been finalised prior to the date of the Franchise Agreement; and
- (b) that the design for the Sets will also be used for the purposes of the supply and construction of new fleet of high speed trains for operation by the East Coast Operator. The Franchisee hereby:
 - (i) confirms its agreement to any aspect of the design of the Sets that have been approved or agreed by the Secretary of State or any person acting on his behalf prior to the date of the Franchise Agreement;
 - (ii) agrees to co-operate with the East Coast Operator in the carrying out of its obligations and the exercise of its rights as provided for under the MARA including in relation to its participation in the Design Process; and
 - (iii) agrees:
 - (A) if any of the Train User Review Group has been set up prior to the date of the Franchise Agreement, to continue to maintain (at its own cost) such Train User Review Group for the duration of the Design Process (or for such other time period as may be required by the Secretary of State) and to ensure that, to the extent relevant and reasonably practicable, such Train User Review Group is representative of the User Population (as such term defined in the MARA); or
 - (B) if any Train User Review Group has not been set up prior to the date of the Franchise Agreement, to establish (at its own cost) and maintain for the duration of the Design Process (or for such other time period as may be required by the Secretary of State) each such Train User Review Group within the timescales required under the MARA and to ensure that each such Train User Review Group so

established is, to the extent relevant and reasonably practicable, representative of the User Population.

- 2.4 At the request of the Secretary of State or the TSP (as the case may be) the Franchisee shall:
- (a) review and provide comments to the Secretary of State, within such timescales as may be stipulated by the Secretary of State, in respect of any matter (including documents, reports and minutes of meeting) arising under or in connection with the MARA including the Design Process, the Approvals Plan and the Training Plan;
 - (b) upon receipt of reasonable notice by the Secretary of State or the TSP attend all meetings arranged by the Secretary of State or the TSP for the discussion of matters connected with the MARA including the Design Process, the Approvals Plan and the Training Plan; and
 - (c) provide such materials and information in the possession and control of the Franchisee as the Secretary of State may consider reasonably necessary for the purposes of complying with his obligations or exercising his rights under the MARA.
- 2.5 On or before the date of the Franchise Agreement the Franchisee shall:
- (a) enter into the Relevant Operator Direct Agreement with the TSP in the same form as the document in agreed terms marked "**RODA**"; and
 - (b) accede to the Dispute Resolution Agreement by executing the deed of adherence in the form of the document in the agreed terms marked "**DRA**".

Franchisee Obligations under the MARA/RODA

- 2.6 The Franchisee agrees and undertakes to:
- (a) observe and comply with all the conditions and obligations on its part as set out in the Relevant Operator Direct Agreement;
 - (b) properly perform all the obligations on its part as set out in the Relevant Operator Direct Agreement;
 - (c) act reasonably and in good faith in and about the performance of its obligations and the exercise of its rights under the Relevant Operator Direct Agreement.
- 2.7 Subject to paragraph 2.8, the Franchisee shall indemnify and hold harmless the Secretary of State from and against all Losses suffered or incurred by the Secretary of State arising under or in connection with:
- (a) any failure by the Franchisee to comply with the provisions of paragraph 2.6;
 - (b) any claim by the TSP against the Secretary of State under the MARA to the extent that such claim is (in whole or in part) attributable to any act or omission by the Franchisee in or about the exercise of its rights or the performance of its obligations under the RODA and/or MARA.

2.8 Without prejudice to the Secretary's of State's right under the Act and Schedule 10 (Remedies, Termination and Expiry), the Franchisee's total liability to the Secretary of State under paragraph 2.7 shall in no circumstances exceed ten million pounds (£10,000,000) x RPI. The Secretary of State hereby agrees that if he exercises his rights under:

- (a) Section 57A of the Act to impose a penalty; or
- (b) Section 55 to require that a sum not exceeding 10 percent of turnover is paid by the Franchisee;

in each case, in respect of any contravention by the Franchisee of the provisions of paragraph 2.6 such penalty or sum (as the case may be) shall take account of any amounts already paid by the Franchisee to the Secretary of State under paragraph 2.7 such that the aggregate amount payable by the Franchisee for a breach of paragraph 2.6 whether in contract, tort (including negligence) breach of statutory duty or otherwise and under any of Section 55 or Section 57A (as the case may be) of the Act for any breach of paragraph 2.6 shall not at any time during the Franchise Period exceed ten million pounds (£10,000,000) x RPI. For the purposes of this paragraph 2.8 "RPI" shall have the meaning given to it in the definition of Threshold Amount.

2.9 The Secretary of State shall notify the Franchisee of any amendment to the MARA which has the effect of requiring the Franchisee to perform or incur any liability in respect of any obligations in excess of the obligations assumed by the Franchisee in its capacity as Relevant Operator under the MARA (as at the date of the Franchise Agreement) and, if applicable, under the Relevant Operator Direct Agreement (the "**Additional Obligations**"). At the direction of the Secretary of State, the Franchisee shall make such amendments to the Relevant Operator Direct Agreement and/or the Train Availability and Reliability Agreement (as may be applicable) as may be required for the purposes of the Franchisee assuming the Additional Obligations. Any such direction by the Secretary of State shall be a Change but only to the extent that such assumption of the Additional Obligations would result in the Franchisee incurring additional costs (that is, over and above the costs and liabilities it would have incurred had the amendment to the MARA not been made).

Pre Acceptance/Acceptance Processes

2.10 The Franchisee agrees and undertakes to:

- (a) in respect of any Great Western Relevant Approvals or Derogations which as a matter of law or industry standard only an operator of rolling stock may apply for, carry out or procure the carrying out (at its own costs) of such activities for which it is responsible under the Approvals Plan;
- (b) by the Actual Acceptance Date of the first Set in the Fleet, amend its Safety Management System (in so far as it relates to the maintenance and operation of the Sets) as required by law or industry standard to allow for the operation of the Sets in passenger service and the maintenance of the Sets and to the extent required, obtain a revised Safety Certificate to reflect the revised Safety Management System; and
- (c) co-operate with the TSP to develop the Training (which for these purposes shall include providing appropriate information as to the level of competence of the Franchisee's trainers, drivers and other employees)

and carry out all of the activities for which it is responsible under the Training Plan.

2.11 The Franchisee shall immediately notify the Secretary of State if in respect of any Set:

- (a) it is of the view that such Set has not satisfied the Final Acceptance Conditions. In these circumstances the Franchisee shall provide a copy to the Secretary of State (at the same time as such written statement is issued to the TSP) of any written statement it provides to the TSP and which sets out the reasons why it believes that such Set has not satisfied any of the Final Acceptance Conditions; or
- (b) it intends to issue a Qualified Acceptance Certificate in relation to such Set. The Franchisee shall ensure that it provides to the Secretary of State (at the same time as such letter is issued to the TSP) a copy of any letter it issues to the TSP for the purposes of obtaining its consent to the issue of the Qualified Acceptance Certificate.

Acceptance Issues

2.12 Where:

- (a) the existence of an Acceptance Issue is the sole cause of the Secretary of State not being able to issue a Type Acceptance Certificate or Qualified Type Acceptance Certificate; and
- (b) the Secretary of State considers (following consultation with the Franchisee, the TSP or any other person as the Secretary of State may deem necessary) that despite the existence of such Acceptance Issue the relevant Type of Set is capable of operating effectively in revenue earning service on the Great Western IEP Network subject to one or more operating restrictions; and
- (c) the Secretary of State proposes, following consultation with the Franchisee and the TSP, appropriate operating restrictions in respect of the relevant Type of Set (including, if appropriate and without limitation, implementing speed restrictions for certain parts of the Great Western IEP Network or agreeing appropriate actions by the Franchisee under its Safety Management System) and appropriate modifications to the Diagrams in respect of the relevant Type of Set and appropriate modifications to the Dispatch Requirements in respect of that Type of Set to reflect such modifications to the Diagrams (which shall in each case, in all other respects comply with the requirements of the Train Availability and Reliability Agreement),
 - (i) the Franchisee shall modify the Diagram and the Dispatch Requirements in respect of such Type of Set in the manner proposed by the Secretary of State under paragraph 2.12(c). Any such modification by the Franchisee shall be a Change; and
 - (ii) the Franchisee hereby agrees that it shall not withhold the issue of any Acceptance Certificate (or qualify any Acceptance Certificate) in respect of such Type of Set solely because of one or more Acceptance Issues in respect of which operating restrictions have been recorded in a

Certificate of Temporary Specific Infrastructure Acceptance Conditions.

- (d) a Qualifying Change has occurred pursuant to paragraph 2.12(c)(i) and:
- (i) the relevant Acceptance Issues are no longer subsisting (as evidenced by the TSP and the Secretary of State having countersigned an amended Certificate of Temporary Specific Infrastructure Acceptance Conditions in respect of each Type of Set); and/or
 - (ii) the Franchisee is entitled to operate each Set of such Type free and clear of any operating restrictions pertaining to the relevant Acceptance Issues (but at all times in accordance with the terms of the Train Availability and Reliability Agreement relating to such Set),

a further Change (which for these purposes shall be a Qualifying Change irrespective of whether such Change meets the requirements of the definition of Qualifying Change) shall occur. The Franchisee shall promptly on receipt of the amended Certificate of Temporary Specific Infrastructure Acceptance Conditions as countersigned by the Secretary of State and the TSP modify the Diagrams and the Dispatch Requirements in respect of the relevant Type of Set to reflect the fact that the relevant Acceptance Issues are no longer subsisting and that any operating restrictions pertaining to such Acceptance Issues are no longer in force.

Set Retention Amounts

- 2.13 In accordance with the provisions of the MARA, where any Set has been issued with a Qualified Acceptance Certificate and such Set has not received a Final Acceptance Certificate after six months from the date on which such Set was issued with a Qualified Acceptance Certificate, a set retention amount equivalent to two per cent (2%) of the Indexed SAP (the "**Set Retention Amount**") is to be deducted from the TARA Payments payable by the Franchisee to the TSP until the periods specified in the MARA. Accordingly the Franchisee shall on each TARA Payment Date pay an amount that is equivalent to the Set Retention Amount deducted in relation to any Set into the following bank account or such other bank account as may be notified by the Secretary of State to the Franchisee from time to time:

Bank: [Insert bank details];

Address: [Insert details];

Sort Code: [insert details];

Account Number :[insert details].

3. TARA Provisions

- 3.1 On or before the date of the Franchise Agreement the Franchisee shall enter into the Train Availability and Reliability Agreement with the TSP in the same form as the document in the agreed terms marked "**TARA**".

- 3.2 The Franchisee agrees and undertakes to:
- (a) observe and comply with all the conditions and obligations on its part under the Train Availability and Reliability Agreement;
 - (b) agree and take all steps which may be required to implement any amendment to the Train Availability and Reliability Agreement as the Secretary of State may direct from time to time (including any amendments consequential upon the implementation of a MARA Variation required by the Secretary of State);
 - (c) take all legitimate steps as may be required to terminate the Train Availability and Reliability Agreement as the Secretary of State may direct from time to time; and
 - (d) except as otherwise permitted by the Secretary of State, not vary, agree to vary, waive performance of, terminate or in any way deal with or change the terms of the Train Availability and Reliability Agreement without the prior consent of the Secretary of State.
- 3.3 It shall be a Change if the Secretary of State directs the Franchisee to agree and implement an amendment to, or to terminate the Train Availability and Reliability Agreement pursuant to paragraphs 3.2(b) or 3.2(c).
- 3.4 Without prejudice to any other requirement in the Franchise Agreement the Franchisee shall:
- (a) immediately notify the Secretary of State as soon as it becomes aware of the likely occurrence or occurrence (as the case may be) of a TSP Default;
 - (b) at the same time as it receives the same from the TSP, provide copies to the Secretary of State of any Performance Reports and minutes in respect of any Performance Review Meeting; and
 - (c) where the Franchisee exercises its rights under Paragraph 7 of Part A of Schedule 4 of the Train Availability and Reliability Agreement to monitor the compliance by the TSP with its obligations thereunder (the "**Compliance Audit**"), as soon as reasonably practicable after undertaking any such Compliance Audit provide an update to the Secretary of State of its findings in relation to such Compliance Audit.

Relevant Operator Equipment

- 3.5 If the Franchisee wishes to install any Relevant Operator Equipment on any Set then it shall, at least six months before the Scheduled Acceptance Date of the first Set in the Fleet, notify the TSP in writing and provide details of the Relevant Operator Equipment that the Franchisee wishes the TSP to install and the Set or Sets that are affected.
- 3.6 Within 20 business days of receipt of any notification pursuant to paragraph 3.5, the Secretary of State, the Franchisee and the TSP shall seek to agree [(and on any failure to agree such matter shall be resolved in accordance with the process set out in the Dispute Resolution Agreement)]:
- (a) the scope of the works the Franchisee requires the TSP to undertake;

- (b) an installation programme (which shall be in accordance with paragraph 3.7 and shall ensure that the installation of the Relevant Operator Equipment in respect of any Set is complete by the Actual Acceptance Date of such Set) (the "**Installation Programme**"); and
- (c) the amount to be paid by the Franchisee for the installation works, and the timing of such payment.

3.7 The Installation Programme shall be such programme as is reasonable in the circumstances assuming that:

- (a) the TSP is not required in order to undertake the installation to employ additional resource beyond that already employed by the Manufacturer or sub-contracted by the Manufacturer for the purposes of installing Relevant Operator Equipment; and
- (b) the Installation Programme does not affect the performance by the TSP of its obligations under the MARA, including the delivery of the Sets for Acceptance in accordance with the Testing, Commissioning and Acceptance Plan,

and the Secretary of State and the Franchisee (together with the TSP and the Manufacturer as required by the MARA) shall consult and cooperate with a view to agreeing and completing the Installation Programme.

3.8 The Franchisee shall:

- (a) provide to the TSP the Relevant Operator Equipment that it wishes the TSP to install;
- (b) provide to the TSP detailed installation instructions relating to the Relevant Operator Equipment;
- (c) have in place any consents, approvals, permissions, authorisations, acceptances, certifications, licences, exemptions, filings, registrations, notarisations, declarations and other matters required in relation to the installation and/or operation of the Relevant Operator Equipment on the Sets; and
- (d) provide to the TSP any other information the TSP may request,

in each case in accordance with the Installation Programme.

4. **Step-in/Step-out Processes**

4.1 If with the consent of the Secretary of State the Franchisee exercises its rights of step-in, in accordance with the provisions of Paragraph 1.2 of Part F of Schedule 10 of the Train Availability and Reliability Agreement then such exercise of its step-in rights shall constitute a Change. If a Qualifying Change as contemplated in this paragraph [4.1] occurs then in agreeing or determining any Revised Inputs in respect of such Change it shall be assumed that where such step-in rights have arisen as a result of a TSP Default the Franchisee shall be entitled to set off any reasonable costs that the Franchisee or its nominee reasonably and properly incurs (including their respective administrative expenses, staff costs, other overheads and in the case of the Franchisee's nominee, a reasonable profit element) in the exercise of such step-in rights (including any Required Action).

- 4.2 Unless as may otherwise be directed by the Secretary of State, the Franchisee shall exercise its rights under Paragraph 2.8(a) of Part F of Schedule 10 of the Train Availability and Reliability Agreement to cease to pay to the TSP the portion of the TARA Payments relating to the Services that are affected by the Required Actions (the "**Unpaid TARA Payments**") during such Step-In Period if at any time during the Step-In Period it is entitled to do so because the TSP has not complied with its obligations to provide reasonable assistance to the Franchisee in accordance with Paragraph 2.2 of Part F of Schedule 10 of the Train Availability and Reliability Agreement. The Franchisee shall by way of adjustment to Franchise Payment on the next Payment Date following the date of exercise of such rights reimburse to the Secretary of State an amount that is equal to the Unpaid TARA Payments.
- 4.3 If a Qualifying Change contemplated in paragraph 4.1 occurs and the Franchisee and the Secretary of State agree (or the Secretary of State reasonably determines) at any time following the exercise by the Franchisee of its step-in rights pursuant to Paragraph 1 of Part F of Schedule 10 of the Train Availability and Reliability Agreement that a Step-Out Notice should be served on the TSP then there shall be a further Change (which for these purposes shall be a Qualifying Change irrespective of whether such Change meets the requirements of the definition of Qualifying Change) on the date that such Step-Out Notice is so served on the TSP.

Pension Issues

- 4.4 A Change shall occur if the Franchisee is required pursuant to Paragraph 1.20 of Appendix A to Part E of Schedule 1 to the Train Availability and Reliability Agreement to pay (and actually pays) to the Receiving Scheme (whether directly or through the Franchise Section) a Top Up Amount for and in respect of the Relevant Protected Persons and Relevant Indefeasible Rights Members, such Top Amount to be as calculated by the Scheme Actuary in accordance with the terms of the Actuaries' Letter and as verified by the Franchisee and the TSP in accordance with the terms of the Train Availability and Reliability Agreement.
- 4.5 The Franchisee shall ensure that it pays each Pension Amount to the TSP on the basis and as determined pursuant to the terms of the Train Availability and Reliability Agreement and the Actuaries' Letter.
- 4.6 For the purposes of Paragraph 1.46 of Appendix A to Part E of Schedule 1 to the Train Availability and Reliability Agreement, provided that the provisions of Paragraph 1.45 of Appendix A to Part E of Schedule 1 to the Train Availability and Reliability Agreement have been complied with, the Secretary of State shall (provided that he has received notice from the Franchisee within 20 business days of being so requested by the TSP), execute and deliver to the TSP the relevant Flexible Apportionment Arrangement within 30 business days of such request by the TSP.
- 4.7 For the purposes of the definition of "**Operator Actuary**" under the Train Availability and Reliability Agreement the Franchisee shall appoint as actuary such person as the Secretary of State shall direct.

SCHEDULE 7

Performance Benchmarks

Schedule 7.1: Performance Benchmarks

Appendix 1: Cancellations Benchmark Table

Appendix 2: TOC Minute Delay Benchmark Table

Schedule 7.2: National Passenger Surveys

Appendix 1: NPS Benchmark Table

SCHEDULE 7.1

Performance Benchmarks

1. Benchmarks

Location of Benchmarks

1.1 The Cancellations Benchmarks are set out in the table in Appendix 1 (Cancellations Benchmark Table) to this Schedule 7.1.

1.2 The TOC Minute Delay Benchmarks are set out in the table in Appendix 2 (TOC Minute Delay Benchmark Table) to this Schedule 7.1.

2. Information Provisions

Cancellations Benchmarks

2.1 At the end of each Reporting Period, the Franchisee shall, in accordance with the relevant requirements of Appendix 3 (Operational Information) to Schedule 13 (Information and Industry Initiatives), report to the Secretary of State the total number of Cancellations or Partial Cancellations in that Reporting Period.

2.2 For each Reporting Period, the Secretary of State shall calculate a moving annual average of the Franchisee's performance against the Cancellations Benchmark in accordance with the following formula:

$$\frac{A + D}{13}$$

where:

A is ascertained as follows:

$$\frac{B}{C} \times 100$$

where:

B is the total number of Cancellations or Partial Cancellations of Passenger Services operated in that Reporting Period, on the basis that:

- (a) Cancellation shall count as 1;
- (b) a Partial Cancellation shall count as 0.5; and
- (c) any Cancellations or Partial Cancellations during that Reporting Period which were caused by:
 - (i) the Franchisee's implementation of a Service Recovery Plan during that Reporting Period; or
 - (ii) the occurrence or continuing effect of a Force Majeure Event,

shall, if the Franchisee has complied with paragraph 4.6, be disregarded in determining such total number;

C is the total number of Passenger Services scheduled to be operated in that Reporting Period, disregarding, if the Franchisee has complied with paragraph 4.6, any Cancellations or Partial Cancellations during that Reporting Period which were caused by:

(a) the Franchisee's implementation of a Service Recovery Plan during that Reporting Period; or

(b) the occurrence or continuing effect of a Force Majeure Event; and

D is the sum of the values of A in each of the 12 preceding Reporting Periods.

2.3 Not used.

2.4 Not used.

2.5 Not used.

2.6 Not used.

TOC Minute Delay Benchmarks

2.7 At the end of each Reporting Period the Franchisee shall, in accordance with the relevant requirements of Appendix 3 to Schedule 13 (Information and Industry Initiatives), report to the Secretary of State:

(a) the total number of Minutes Delay:

(i) in that Reporting Period attributable to the Franchisee;

(ii) in that Reporting Period for which the attribution is in dispute between Network Rail and the Franchisee;

(iii) from the 12 preceding Reporting Periods for which the attribution remains in dispute; and

(iv) from the 12 preceding Reporting Periods for which disputed attributions have been resolved or determined since the Franchisee's last report pursuant to this paragraph 2.7, and the number of such Minutes Delay attributed to each of the Franchisee and Network Rail as a result of such resolution or determination; and

(b) the aggregate Train Mileage operated in that Reporting Period.

2.8 For each Reporting Period, the Secretary of State shall calculate a moving annual average of the Franchisee's performance against the TOC Minute Delay Benchmark in accordance with the following formula:

$$\frac{A}{D}$$

where:

A is the sum of the number of Minutes Delay that are attributable to the Franchisee:

- (i) in such Reporting Period; and
- (ii) in the 12 preceding Reporting Periods;

D is ascertained as follows:

$$\frac{B}{1000}$$

Where:

B is the sum of the actual Train Mileage operated by the Franchisee:

- (i) in such Reporting Period; and
- (ii) in the 12 preceding Reporting Periods.

2.9 In performing the calculation pursuant to paragraph 2.8, the Secretary of State shall disregard any Minutes Delay that are caused by the occurrence or continuing effect of a Force Majeure Event.

2.10 Where the attribution of any Minutes Delay is in dispute between Network Rail and the Franchisee at the end of a Reporting Period the Secretary of State shall, for the purpose of performing the calculation referred to in paragraph 2.8, allocate any disputed Minutes Delay between the Franchisee and Network Rail in the proportions of:

A to B

where:

A is the total number of undisputed Minutes Delay from the 12 preceding Reporting Periods that are attributable to the Franchisee including any disputed attributions which were resolved or determined during such 12 preceding Reporting Periods; and

B is the total number of undisputed Minutes Delay from the 12 preceding Reporting Periods that are attributable to Network Rail including any disputed attributions which were resolved or determined during such 12 preceding Reporting Periods.

2.11 The Franchisee agrees with the Secretary of State to comply with the requirements of the Track Access Agreement in respect of Minutes Delay attribution.

First 12 Reporting Periods of the Franchise Term

2.12 For as long as fewer than 13 Reporting Periods have elapsed following the Start Date, the Secretary of State shall, for the purposes of performing the calculations referred to in paragraphs 2.2 and 2.8, assume performance at the Previous Performance Level in respect of the relevant Reporting Periods (up to a maximum of the 12 Reporting Periods) that precede the Start Date.

Calculations

- 2.13 The Secretary of State shall perform the calculations referred to in paragraphs 2.2 and 2.8 rounded to two decimal places, with the midpoint (that is, 11.115) rounded upwards (that is, 11.12).

Notice of Performance Results

- 2.14 As soon as reasonably practicable after the end of each Reporting Period, the Secretary of State shall notify the Franchisee of the results of the calculations performed pursuant to this paragraph 2.

Meaning of Train Plan

- 2.15 For the purposes of this Schedule 7.1, Train Plan shall, unless otherwise stated, mean the then current train plan and which includes any amendments thereto pursuant to paragraph 3 of Schedule 1.2, where:
- (a) such amendments are required as a consequence of Network Rail exercising its rights pursuant to the Track Access Agreement; and
 - (b) the Franchisee has complied with the provisions of such paragraph in respect thereof.

3. Not Used

4. Performance Levels

- 4.1 Not used.

Consequences for Poor Performance

- 4.2 The consequences of the Franchisee's performance exceeding (that is, equalling or being worse than) the Improvement Plan Performance Levels relating to each Benchmark are set out in paragraph 4.5 of this Schedule 7.1.
- 4.3 The Franchisee shall procure that in each Reporting Period the moving annual average of the number of:
- (a) Cancellations and Partial Cancellations does not exceed (that is, is neither equal to nor worse than) the Breach Performance Levels and the Default Performance Levels specified in the cells relating to each such Reporting Period in the Cancellations Benchmark Table;
 - (b) not used; and
 - (c) the Minutes Delay occurring in respect of the Passenger Services which are attributable to the Franchisee (including in accordance with paragraph 2.10) per 1000 Train Miles actually operated in that Reporting Period does not exceed (that is, is neither equal to nor worse than) the Breach Performance Levels and the Default Performance Levels specified in the cells relating to such Reporting Period in the TOC Minute Delay Benchmark Table.
- 4.4 Certain consequences of the Franchisee's performance exceeding (that is, equalling or being worse than) the Breach Performance Levels and Default

Performance Levels relating to each Benchmark are set out in Schedule 10 (Remedies, Termination and Expiry).

Improvement Plans

4.5 If and whenever the Franchisee's performance:

- (a) in respect of a Reporting Period, calculated as a moving annual average in accordance with this Schedule 7.1, exceeds (that is, is equal to or worse than) the Improvement Plan Performance Level for any Benchmark, the Franchisee shall promptly notify the Secretary of State of that fact; and
- (b) in relation to any Benchmark exceeds (that is, is equal to or worse than) the Improvement Plan Performance Level for that Benchmark for any two consecutive Reporting Periods the Franchisee shall:
 - (i) prepare and provide to the Secretary of State, for his comments, a plan that it proposes to implement to ensure that its future performance does not exceed (that is, is neither equal to or worse than) the Improvement Plan Performance Level (an "**Improvement Plan**"). The Franchisee shall have due regard to any comments provided by the Secretary of State in relation to the Improvement Plan and may amend the Improvement Plan as may be considered necessary (and consistent with its obligation under this paragraph 4.5(b)(i));
 - (ii) implement such Improvement Plan; and
 - (iii) advise the Secretary of State from time to time of the results of the implementation of such Improvement Plan.

4.6 **Submission of Records Relating to the Implementation of a Service Recovery Plan**

The Franchisee shall, within eight weeks of the end of each Reporting Period for which a Service Recovery Plan has been implemented (or such other period as may be agreed by the Secretary of State), submit to the Secretary of State all the comprehensive records (as more particularly described in the relevant paragraph of the Service Recovery Plan) which relate to the implementation of such Service Recovery Plan during that Reporting Period.

APPENDIX 1 TO SCHEDULE 7.1

Cancellations Benchmark Table

Column 1	Column 2	Column 3	Column 4
Franchisee Year/ Reporting Period	Improvement Plan Performance Level (%)	Breach Performance Level (%)	Default Performance Level (%)
[Year 1]	Period 5	0.99%	1.10%
	Period 6	0.99%	1.10%
	Period 7	0.99%	1.10%
	Period 8	0.99%	1.10%
	Period 9	0.99%	1.10%
	Period 10	0.99%	1.10%
	Period 11	0.99%	1.10%
	Period 12	0.99%	1.10%
[Year 2]	Period 13	0.99%	1.10%
	Period 1	0.99%	1.10%
	Period 2	0.99%	1.10%
	Period 3	0.99%	1.10%
	Period 4	0.99%	1.10%
	Period 5	0.99%	1.10%
	Period 6	0.99%	1.10%
	Period 7	0.99%	1.10%
	Period 8	0.99%	1.10%
	Period 9	0.99%	1.10%
	Period 10	0.99%	1.10%
	Period 11	0.99%	1.10%
	Period 12	0.99%	1.10%
[Year 3]	Period 13	0.99%	1.10%
	Period 1 ¹⁸	0.99%	1.10%
	Period 2	0.99%	1.10%
	Period 3	0.99%	1.10%
	Period 4	0.99%	1.10%
	Period 5	0.99%	1.10%
	Period 6	0.99%	1.10%
	Period 7	0.99%	1.10%
	Period 8	0.99%	1.10%
	Period 9	0.99%	1.10%
	Period 10	0.99%	1.10%
	Period 11	0.99%	1.10%
	Period 12	0.99%	1.10%
[Year 4]	Period 13	0.99%	1.10%
	Period 1	0.99%	1.10%
	Period 2	0.99%	1.10%
	Period 3	0.99%	1.10%
	Period 4	0.99%	1.10%
	Period 5	0.99%	1.10%
	Period 6	0.99%	1.10%
	Period 7	0.99%	1.10%
Period 8	0.99%	1.10%	
Period 9	0.99%	1.10%	

¹⁸

The timing of when the Benchmarks change is a question of customisation.

Column 1		Column 2	Column 3	Column 4
Franchisee Year/ Reporting Period		Improvement Plan Performance Level (%)	Breach Performance Level (%)	Default Performance Level (%)
	Period 10	0.99%	1.06%	1.10%
	Period 11	0.99%	1.06%	1.10%
	Period 12	0.99%	1.06%	1.10%
	Period 13	0.99%	1.06%	1.10%
[Year 5]	Period 1	0.99%	1.06%	1.10%
	Period 2	0.99%	1.06%	1.10%
	Period 3	0.99%	1.06%	1.10%
	Period 4	0.99%	1.06%	1.10%
	Period 5	0.99%	1.06%	1.10%
	Period 6	0.99%	1.06%	1.10%
	Period 7	0.99%	1.06%	1.10%
	Period 8	0.99%	1.06%	1.10%
	Period 9	0.99%	1.06%	1.10%
	Period 10	0.99%	1.06%	1.10%
	Period 11	0.99%	1.06%	1.10%
	Period 12	0.99%	1.06%	1.10%
	Period 13	0.99%	1.06%	1.10%
[Year 6]	Period 1	0.99%	1.06%	1.10%
	Period 2	0.99%	1.06%	1.10%
	Period 3	0.99%	1.06%	1.10%
	Period 4	0.99%	1.06%	1.10%
	Period 5	0.99%	1.06%	1.10%
	Period 6	0.99%	1.06%	1.10%
	Period 7	0.99%	1.06%	1.10%
	Period 8	0.99%	1.06%	1.10%
	Period 9	0.99%	1.06%	1.10%
	Period 10	0.99%	1.06%	1.10%
	Period 11	0.99%	1.06%	1.10%
	Period 12	0.99%	1.06%	1.10%
	Period 13	0.99%	1.06%	1.10%
[Year 7]	Period 1	0.99%	1.06%	1.10%
	Period 2	0.99%	1.06%	1.10%
	Period 3	0.99%	1.06%	1.10%
	Period 4	0.99%	1.06%	1.10%
	Period 5	0.99%	1.06%	1.10%
	Period 6	0.99%	1.06%	1.10%
	Period 7	0.99%	1.06%	1.10%
	Period 8	0.99%	1.06%	1.10%
	Period 9	0.99%	1.06%	1.10%
	Period 10	0.99%	1.06%	1.10%
	Period 11	0.99%	1.06%	1.10%
	Period 12	0.99%	1.06%	1.10%
	Period 13	0.99%	1.06%	1.10%
[Year 8]	Period 1	0.99%	1.06%	1.10%
	Period 2	0.99%	1.06%	1.10%
	Period 3	0.99%	1.06%	1.10%
	Period 4	0.99%	1.06%	1.10%
	Period 5	0.99%	1.06%	1.10%
	Period 6	0.99%	1.05%	1.10%
	Period 7	0.99%	1.05%	1.10%
	Period 8	0.98%	1.05%	1.10%

Column 1		Column 2	Column 3	Column 4
Franchisee Year/ Reporting Period		Improvement Plan Performance Level (%)	Breach Performance Level (%)	Default Performance Level (%)
	Period 9	0.98%	1.05%	1.10%
	Period 10	0.98%	1.05%	1.10%
	Period 11	0.98%	1.05%	1.10%
	Period 12	0.98%	1.05%	1.10%
	Period 13	0.98%	1.05%	1.10%
[Year 9]	Period 1	0.98%	1.05%	1.10%
	Period 2	0.98%	1.05%	1.09%
	Period 3	0.98%	1.05%	1.09%
	Period 4	0.98%	1.05%	1.09%
	Period 5	0.98%	1.05%	1.09%
	Period 6	0.98%	1.05%	1.09%
	Period 7	0.98%	1.05%	1.09%
	Period 8	0.98%	1.05%	1.09%
	Period 9	0.98%	1.04%	1.09%
	Period 10	0.98%	1.04%	1.09%
	Period 11	0.98%	1.04%	1.09%
	Period 12	0.97%	1.04%	1.09%
	Period 13	0.97%	1.04%	1.09%
[Year 10]	Period 1	0.97%	1.04%	1.09%
	Period 2	0.97%	1.04%	1.09%
	Period 3	0.97%	1.04%	1.09%
	Period 4	0.97%	1.04%	1.08%
	Period 5	0.97%	1.04%	1.08%
	Period 6	0.97%	1.04%	1.08%
	Period 7	0.97%	1.04%	1.08%
	Period 8	0.97%	1.04%	1.08%
	Period 9	0.97%	1.04%	1.08%
	Period 10	0.97%	1.04%	1.08%
	Period 11	0.97%	1.04%	1.08%
	Period 12	0.97%	1.03%	1.08%
	Period 13	0.97%	1.03%	1.08%
[Year 11]	Period 1	0.97%	1.03%	1.08%
	Period 2	0.97%	1.03%	1.08%
	Period 3	0.96%	1.03%	1.08%
	Period 4	0.96%	1.03%	1.08%
	Period 5	0.96%	1.03%	1.08%
	Period 6	0.96%	1.03%	1.08%
	Period 7	0.96%	1.03%	1.07%
	Period 8	0.96%	1.03%	1.07%
	Period 9	0.96%	1.03%	1.07%
	Period 10	0.96%	1.03%	1.07%
	Period 11	0.96%	1.03%	1.07%
	Period 12	0.96%	1.03%	1.07%
	Period 13	0.96%	1.03%	1.07%
[Year 12]	Period 1	0.96%	1.03%	1.07%
	Period 2	0.96%	1.02%	1.07%
	Period 3	0.96%	1.02%	1.07%
	Period 4	0.96%	1.02%	1.07%
	Period 5	0.96%	1.02%	1.07%
	Period 6	0.96%	1.02%	1.07%
	Period 7	0.95%	1.02%	1.07%

Column 1		Column 2	Column 3	Column 4
Franchisee Year/ Reporting Period		Improvement Plan Performance Level (%)	Breach Performance Level (%)	Default Performance Level (%)
	Period 8	0.95%	1.02%	1.07%
	Period 9	0.95%	1.02%	1.06%
	Period 10	0.95%	1.02%	1.06%
	Period 11	0.95%	1.02%	1.06%
	Period 12	0.95%	1.02%	1.06%
	Period 13	0.95%	1.02%	1.06%
<i>Year 13</i>	Period 1	0.95%	1.02%	1.06%
	Period 2	0.95%	1.02%	1.06%
	Period 3	0.95%	1.02%	1.06%
	Period 4	0.95%	1.02%	1.06%
	Period 5	0.95%	1.01%	1.06%
	Period 6	0.95%	1.01%	1.06%
	Period 7	0.95%	1.01%	1.06%
	Period 8	0.95%	1.01%	1.06%
	Period 9	0.95%	1.01%	1.06%
	Period 10	0.95%	1.01%	1.06%
	Period 11	0.94%	1.01%	1.05%
	Period 12	0.94%	1.01%	1.05%
	Period 13	0.94%	1.01%	1.05%
<i>Year 14</i>	Period 1	0.94%	1.01%	1.05%
	Period 2	0.94%	1.01%	1.05%
	Period 3	0.94%	1.01%	1.05%
	Period 4	0.94%	1.01%	1.05%
	Period 5	0.94%	1.01%	1.05%
	Period 6	0.94%	1.01%	1.05%
	Period 7	0.94%	1.01%	1.05%
	Period 8	0.94%	1.00%	1.05%
	Period 9	0.94%	1.00%	1.05%
	Period 10	0.94%	1.00%	1.05%
	Period 11	0.94%	1.00%	1.05%
	Period 12	0.94%	1.00%	1.05%
	Period 13	0.94%	1.00%	1.04%
<i>Year 15</i>	Period 1	0.94%	1.00%	1.04%
	Period 2	0.93%	1.00%	1.04%
	Period 3	0.93%	1.00%	1.04%
	Period 4	0.93%	1.00%	1.04%
<i>[7 Reporting Period extension]</i>	Period 5	0.93%	1.00%	1.04%
	Period 6	0.93%	1.00%	1.04%
	Period 7	0.93%	1.00%	1.04%
	Period 8	0.93%	1.00%	1.04%
	Period 9	0.93%	1.00%	1.04%
	Period 10	0.93%	1.00%	1.04%
	Period 11	0.93%	0.99%	1.04%

START OF THE FRANCHISE

The Reporting Period in the cells entitled "Year 1 Period [5]" shall be the first Reporting Period of the Franchise Term.

APPENDIX 2 TO SCHEDULE 7.1

TOC Minute Delay Benchmark Table

Column 1	Column 2	Column 3	Column 4	
Franchisee Year/ Reporting Period	Improvement Plan Performance Level TOC Minute Delay/1000 Train Miles	Breach Performance Level TOC Minute Delay/1000 Train Miles	Default Performance Level TOC Minute Delay/1000 Train Miles	
[Year 1]	Period 5	19.23	20.57	21.46
	Period 6	19.23	20.57	21.46
	Period 7	19.23	20.57	21.46
	Period 8	19.23	20.57	21.46
	Period 9	19.23	20.57	21.46
	Period 10	19.23	20.57	21.46
	Period 11	19.23	20.57	21.46
	Period 12	19.23	20.57	21.46
	Period 13	19.23	20.57	21.46
[Year 2]	Period 1	19.23	20.57	21.46
	Period 2	19.23	20.57	21.46
	Period 3	19.23	20.57	21.46
	Period 4	19.23	20.57	21.46
	Period 5	19.23	20.57	21.46
	Period 6	19.23	20.57	21.46
	Period 7	19.23	20.57	21.46
	Period 8	19.23	20.57	21.46
	Period 9	19.23	20.57	21.46
	Period 10	19.23	20.57	21.46
	Period 11	19.23	20.57	21.46
	Period 12	19.23	20.57	21.46
	Period 13	19.23	20.57	21.46
[Year 3]	Period 1	19.23	20.57	21.46
	Period 2	19.23	20.57	21.46
	Period 3	19.23	20.57	21.46
	Period 4	19.23	20.57	21.46
	Period 5	19.23	20.57	21.46
	Period 6	19.23	20.57	21.46
	Period 7	19.23	20.57	21.46
	Period 8	19.23	20.57	21.46
	Period 9	19.23	20.57	21.46
	Period 10	19.23	20.57	21.46
	Period 11	19.23	20.57	21.46
	Period 12	19.23	20.57	21.46
	Period 13	19.23	20.57	21.46
[Year 4]	Period 1	19.23	20.57	21.46
	Period 2	19.23	20.57	21.46
	Period 3	19.23	20.57	21.46
	Period 4	19.23	20.57	21.46
	Period 5	19.23	20.57	21.46
	Period 6	19.23	20.57	21.46
	Period 7	19.23	20.57	21.46
	Period 8	19.23	20.57	21.46
	Period 9	19.23	20.57	21.46

Column 1		Column 2	Column 3	Column 4
Franchisee Year/ Reporting Period		Improvement Plan Performance Level TOC Minute Delay/1000 Train Miles	Breach Performance Level TOC Minute Delay/1000 Train Miles	Default Performance Level TOC Minute Delay/1000 Train Miles
	Period 10	19.23	20.57	21.46
	Period 11	19.23	20.57	21.46
	Period 12	19.23	20.57	21.46
	Period 13	19.23	20.57	21.46
[Year 5]	Period 1	19.23	20.57	21.46
	Period 2	19.23	20.57	21.46
	Period 3	19.23	20.57	21.46
	Period 4	19.23	20.57	21.46
	Period 5	19.23	20.57	21.46
	Period 6	19.23	20.57	21.46
	Period 7	19.23	20.57	21.46
	Period 8	19.23	20.57	21.46
	Period 9	19.23	20.57	21.46
	Period 10	19.23	20.57	21.46
	Period 11	19.23	20.57	21.46
	Period 12	19.23	20.57	21.46
	Period 13	19.23	20.57	21.46
[Year 6]	Period 1	19.23	20.57	21.46
	Period 2	19.23	20.57	21.46
	Period 3	19.23	20.57	21.46
	Period 4	19.23	20.57	21.46
	Period 5	19.23	20.57	21.46
	Period 6	19.23	20.57	21.46
	Period 7	19.23	20.57	21.46
	Period 8	19.23	20.57	21.46
	Period 9	19.23	20.57	21.46
	Period 10	19.23	20.57	21.46
	Period 11	19.23	20.57	21.46
	Period 12	19.23	20.57	21.46
	Period 13	19.23	20.57	21.46
[Year 7]	Period 1	19.23	20.57	21.46
	Period 2	19.23	20.57	21.46
	Period 3	19.23	20.57	21.46
	Period 4	19.23	20.57	21.46
	Period 5	19.23	20.57	21.46
	Period 6	19.23	20.57	21.46
	Period 7	19.23	20.57	21.46
	Period 8	19.23	20.57	21.46
	Period 9	19.23	20.57	21.46
	Period 10	19.23	20.57	21.46
	Period 11	19.23	20.57	21.46
	Period 12	19.23	20.57	21.46
	Period 13	19.23	20.57	21.46
[Year 8]	Period 1	19.23	20.57	21.46
	Period 2	19.20	20.54	21.44
	Period 3	19.18	20.52	21.41
	Period 4	19.16	20.49	21.39
	Period 5	19.14	20.47	21.36
	Period 6	19.11	20.45	21.33
	Period 7	19.09	20.42	21.31

Column 1		Column 2	Column 3	Column 4
Franchisee Year/ Reporting Period		Improvement Plan Performance Level TOC Minute Delay/1000 Train Miles	Breach Performance Level TOC Minute Delay/1000 Train Miles	Default Performance Level TOC Minute Delay/1000 Train Miles
	Period 8	19.07	20.40	21.28
	Period 9	19.04	20.37	21.26
	Period 10	19.02	20.35	21.23
	Period 11	19.00	20.32	21.21
	Period 12	18.98	20.30	21.18
	Period 13	18.95	20.27	21.16
[Year 9]	Period 1	18.93	20.25	21.13
	Period 2	18.91	20.23	21.11
	Period 3	18.88	20.20	21.08
	Period 4	18.86	20.18	21.05
	Period 5	18.84	20.15	21.03
	Period 6	18.82	20.13	21.00
	Period 7	18.79	20.10	20.98
	Period 8	18.77	20.08	20.95
	Period 9	18.75	20.06	20.93
	Period 10	18.72	20.03	20.90
	Period 11	18.70	20.01	20.88
	Period 12	18.68	19.98	20.85
	Period 13	18.66	19.96	20.82
[Year 10]	Period 1	18.63	19.93	20.80
	Period 2	18.61	19.91	20.77
	Period 3	18.59	19.88	20.75
	Period 4	18.56	19.86	20.72
	Period 5	18.54	19.84	20.70
	Period 6	18.52	19.81	20.67
	Period 7	18.50	19.79	20.65
	Period 8	18.47	19.76	20.62
	Period 9	18.45	19.74	20.60
	Period 10	18.43	19.71	20.57
	Period 11	18.40	19.69	20.54
	Period 12	18.38	19.66	20.52
	Period 13	18.36	19.64	20.49
[Year 11]	Period 1	18.34	19.62	20.47
	Period 2	18.31	19.59	20.44
	Period 3	18.29	19.57	20.42
	Period 4	18.27	19.54	20.39
	Period 5	18.24	19.52	20.37
	Period 6	18.22	19.49	20.34
	Period 7	18.20	19.47	20.32
	Period 8	18.18	19.44	20.29
	Period 9	18.15	19.42	20.26
	Period 10	18.13	19.40	20.24
	Period 11	18.11	19.37	20.21
	Period 12	18.08	19.35	20.19
	Period 13	18.06	19.32	20.16
[Year 12]	Period 1	18.04	19.30	20.14
	Period 2	18.02	19.27	20.11
	Period 3	17.99	19.25	20.09
	Period 4	17.97	19.22	20.06
	Period 5	17.95	19.20	20.03

Column 1	Column 2	Column 3	Column 4	
Franchisee Year/ Reporting Period	Improvement Plan Performance Level TOC Minute Delay/1000 Train Miles	Breach Performance Level TOC Minute Delay/1000 Train Miles	Default Performance Level TOC Minute Delay/1000 Train Miles	
	Period 6	17.92	19.18	20.01
	Period 7	17.90	19.15	19.98
	Period 8	17.88	19.13	19.96
	Period 9	17.86	19.10	19.93
	Period 10	17.83	19.08	19.91
	Period 11	17.81	19.05	19.88
	Period 12	17.79	19.03	19.86
	Period 13	17.76	19.00	19.83
<i>[Year 13]</i>	Period 1	17.74	18.98	19.81
	Period 2	17.72	18.96	19.78
	Period 3	17.70	18.93	19.75
	Period 4	17.67	18.91	19.73
	Period 5	17.65	18.88	19.70
	Period 6	17.63	18.86	19.68
	Period 7	17.61	18.83	19.65
	Period 8	17.58	18.81	19.63
	Period 9	17.56	18.78	19.60
	Period 10	17.54	18.76	19.58
	Period 11	17.51	18.74	19.55
	Period 12	17.49	18.71	19.52
	Period 13	17.47	18.69	19.50
<i>[Year 14]</i>	Period 1	17.45	18.66	19.47
	Period 2	17.42	18.64	19.45
	Period 3	17.40	18.61	19.42
	Period 4	17.38	18.59	19.40
	Period 5	17.35	18.57	19.37
	Period 6	17.33	18.54	19.35
	Period 7	17.31	18.52	19.32
	Period 8	17.29	18.49	19.30
	Period 9	17.26	18.47	19.27
	Period 10	17.24	18.44	19.24
	Period 11	17.22	18.42	19.22
	Period 12	17.19	18.39	19.19
	Period 13	17.17	18.37	19.17
<i>[Year 15]</i>	Period 1	17.15	18.35	19.14
	Period 2	17.13	18.32	19.12
	Period 3	17.10	18.30	19.09
	Period 4	17.08	18.27	19.07
	Period 5	17.06	18.25	19.04
<i>[7 Reporting period extension]</i>	Period 6	17.03	18.22	19.01
	Period 7	17.01	18.20	18.99
	Period 8	16.99	18.17	18.96
	Period 9	16.97	18.15	18.94
	Period 10	16.94	18.13	18.91
	Period 11	16.92	18.10	18.89

START OF THE FRANCHISE

The Reporting Period in the cells entitled "Year 1 Period [5]" shall be the first Reporting Period of the Franchise Term.

SCHEDULE 7.2

National Passenger Surveys

1. Conduct of National Passenger Surveys

1.1 The Franchisee agrees with the Secretary of State that:

- (a) the Rail Passengers' Council may measure the level of passenger satisfaction with the Franchise Services through National Passenger Surveys;
- (b) the Rail Passengers' Council shall determine how, when (normally twice per annum) and where National Passenger Surveys are to be carried out;
- (c) the Franchisee shall grant access on trains or at stations to the Rail Passengers' Council (or its representatives and agents) to carry out National Passenger Surveys;
- (d) the Franchisee shall co-operate with the Rail Passengers' Council (in such manner as the Rail Passengers' Council may reasonably request or as the Secretary of State may reasonably direct) in order to enable the Rail Passengers' Council to carry out National Passenger Surveys; and
- (e) the Rail Passengers' Council and/or the Secretary of State may, from time to time, publish the results of each National Passenger Survey.

1.2 The Secretary of State shall or shall procure that:

- (a) the findings of any National Passenger Survey are made available by the Rail Passengers' Council to the Franchisee within a reasonable period of time after the completion of each such survey and shall use all reasonable endeavours to procure that those findings are made available in a timely manner to enable the Franchisee to comply with its obligations under paragraph 1.3; and
- (b) if any such survey includes a comparison between its findings and the findings of any equivalent earlier survey, such comparison forms a reasonable basis for monitoring the trends of passenger satisfaction over time.

1.3 The Franchisee shall, as soon as reasonably practicable after such information is made available to the Franchisee in accordance with paragraph 1.2, publicise its performance against the NPS Benchmarks by displaying such information at all of the Stations and on its website.

1.4 It is agreed by the Franchisee that, subject to paragraph 1.5, the methodology to be adopted by the Rail Passengers' Council in conducting any such National Passenger Survey shall be as described in the document in the agreed terms marked "PSM" (the "**Passenger Survey Methodology**");

1.5 If:

- (a) at any time during the Franchise Term the methodology adopted in conducting any National Passenger Survey is, in the reasonable opinion of

the Secretary of State, materially inconsistent with the Passenger Survey Methodology; and

- (b) the Secretary of State reasonably determines that in consequence a revision to the NPS Benchmark is required in order to hold constant the risk of the Franchisee failing to satisfy the NPS Benchmark,
- (c) then the Secretary of State shall make such revisions to such NPS Benchmarks as he reasonably considers appropriate to hold constant such risk.

1.6 If the Rail Passengers' Council ceases to undertake National Passenger Surveys then the relevant National Passenger Survey for the purposes of this Schedule 7.2 shall be such other passenger survey as the Secretary of State may, after consultation with the Franchisee, reasonably determine to be appropriate in the circumstances (the "**Alternative NPS**"). The provisions of this Schedule 7.2 shall apply in respect of any Alternative NPS and for these purposes Rail Passengers' Council shall be replaced with such other entity that is responsible for conducting such Alternative NPS.

2. **NPS Benchmarks**

2.1 It is agreed by the Secretary of State and the Franchisee that, subject to paragraph 1.6, the results of the National Passenger Survey(s) carried out by the Rail Passengers' Council in any Franchisee Year shall be used to determine the Franchisee's performance against the NPS Benchmarks for that Franchisee Year. If in any Franchisee Year the Rail Passengers' Council has conducted:

- (a) only one National Passenger Survey in that Franchisee Year then the performance of the Franchisee against the NPS Benchmarks shall be measured against the results of such National Passenger Survey; or
- (b) more than one National Passenger Survey in that Franchisee Year then the performance of the Franchisee against the NPS Benchmarks shall be measured against the average of the results of all of the National Passenger Surveys conducted by the Rail Passengers' Council in that Franchisee Year.

Performance Results/Required Remedial Actions

2.2 For each Franchisee Year the Secretary of State shall determine the Franchisee's performance against each NPS Benchmark by comparing:

- (a) if only one National Passenger Survey has been conducted by Rail Passengers' Council in that Franchisee Year, the results of such National Passenger Survey against the NPS Benchmarks applicable in respect of that Franchisee Year; or
- (b) if more than one National Passenger Survey has been conducted by Rail Passengers' Council in that Franchisee Year, the average of the results of all of the National Passenger Surveys conducted by the Rail Passengers' Council in that Franchisee Year against the NPS Benchmarks applicable in respect of that Franchisee Year.
- (c) For the purposes of undertaking the comparison pursuant to this paragraph 2.2, the results referred to in paragraph 2.2(a) or paragraph

2.2(b) (as the case may be) shall be rounded up to one decimal place with the midpoint (that is, 4.45) rounded upwards (that is, 4.5).

- 2.3 If, following the Secretary of State's determination pursuant to any of paragraphs 2.2(a) or 2.2(b) (as the case may be), the results show that the level of customer satisfaction in respect of any NPS Measure is below the NPS Benchmark for such measure then the Franchisee shall, unless the Secretary of State shall otherwise direct, incur additional expenditure in order to secure the required improvement.
- 2.4 Without limiting paragraph 2.3, on each occasion that the Franchisee becomes obliged to incur additional expenditure to secure a required improvement, the Franchisee shall produce an action plan which is consistent with its obligations under paragraph 2.3 and in compliance with the following provisions:
- (a) the Franchisee shall (1) produce, (2) obtain the Secretary of State's approval of, and (3) commence the implementation of the action plan within three months after the date on which the results of such National Passenger Survey which triggered the requirement for the required improvement were published or otherwise made available to the Franchisee pursuant to paragraph 1.2;
 - (b) the action plan will contain specific tangible action points and indicate in the case of each action point:
 - (i) how that action will contribute to meeting the NPS Measure;
 - (ii) where the action is to be implemented;
 - (iii) when the action is to be commenced and by when it is to be implemented provided always that where any action is expressed to be ongoing the plan shall include specific review dates; and
 - (iv) how performance of the action is to be measured; and
 - (c) the action plan will identify the additional expenditure associated with each action.
- 2.5 The Franchisee shall, except to the extent otherwise agreed by the Secretary of State in advance, implement each action plan referred to in paragraph 2.4 in accordance with its terms. Nothing in this paragraph 2.5 shall prevent the Franchisee from altering or substituting any action specified in any action plan referred to in paragraph 2.4 provided that:
- (a) the Franchisee continues to comply with its obligations in paragraph 2.3 to incur additional expenditure in order to secure the required improvements; and
 - (b) such alternative or substituted action would contribute to the Franchisee meeting the applicable NPS Measure to the same extent as the action it replaces.
- 2.6 It is acknowledged by the Franchisee that the approval or lack of approval by the Secretary of State of each action plan as contemplated in paragraph 2.4(a) shall

not relieve the Franchisee of its obligations under this Schedule 7.2 or any other provisions of the Franchise Agreement.

2.7 Upon the termination of this Franchise Agreement the Franchisee shall pay to the Secretary of State, by way of adjustment to Franchise Payments, an amount equivalent to the amount of any additional expenditure that the Franchisee is committed to incur pursuant to paragraph 2.3 and which it has not yet incurred as at the end of the Franchise Period.

2.8 For the purposes of this Schedule 7.2:

"additional expenditure" means, in respect of a single NPS Measure, up to £250,000 save that:

(a) for any Franchisee Year which is shorter than 13 Reporting Periods, the amount shall be reduced pro rata;

(b) for each Franchisee Year (other than the first Franchisee Year) the additional expenditure applicable in relation to such Franchisee Year shall be determined as follows:

$AD \times RPI$

where:

AD is £250,000; and

RPI has the meaning given to it in Schedule 8.2 (Annual Franchise Payments); and

(c) such additional expenditure shall be additional to:

(i) any sums provided for expenditure in respect of the same or similar commitments in the Business Plan for the Franchisee Year (the **"First Expenditure Franchisee Year"**) in which the obligation to incur additional expenditure under paragraph 2.3 first arises (the **"Existing Expenditure"**), and in any subsequent Franchisee Year, shall be in addition to the amount of the Existing Expenditure as increased by an amount equivalent to any increase in the Retail Prices Index between the beginning of the First Expenditure Franchisee Year and the beginning of that subsequent Franchisee Year; and

(ii) without limiting the preceding paragraph (c)(i), any expenditure made or to be made by the Franchisee for the purposes of complying with the provisions of Schedule 1 (Passenger Service Obligations), Schedule 4 (Persons with Disabilities and Disability Discrimination), Part 1 (List of Committed Obligations) to Schedule 6.1 (Committed Obligations and Related Provisions) and Schedule 7 (Performance Benchmarks);

"required improvement" means an improvement in the level of customer satisfaction for the relevant NPS Measure as measured by a National Passenger Survey so that such level is equal to or higher than the related NPS Benchmark.

APPENDIX 1 TO SCHEDULE 7.2

NPS Benchmark Table

	NPS Benchmark¹⁹			
	Station	Train Facilities	Customer Services	Train Services
2013				
2014				
2015				
2016				
2017				
2018				
2019				
2020				
2021				
2022				
2023				
2024				
2025				
2026				
2027				

¹⁹ Bidders to populate.

SCHEDULE 8

Payments

- Schedule 8.1:** **Franchise Payments**
 Appendix 1: Profit Share Thresholds
 Appendix 2: Components of AFA and DFR
- Schedule 8.2:** **Annual Franchise Payments**
 Appendix: Figures for the Calculation of Annual Franchise payments
- Schedule 8.3** **Miscellaneous Payment Provisions**
- Schedule 8.4** **Track Access Adjustments and Station Charge Adjustments**
- Schedule 8.5** **GDP Adjustment Payments**

SCHEDULE 8.1

Franchise Payments

1. Franchise Payments

1.1 The Franchise Payment for any Reporting Period shall be an amount equal to:

$$\text{£FP} = \text{PFP} + \text{TAA} + \text{SCA} - \text{COPA} + \text{GDPA} + \text{GDPR}_1 + \text{GDPR}_2$$

where:

£FP means the Franchise Payment for that Reporting Period;

PFP means $\left(\frac{\text{RPD}}{\text{FYD}} \times \text{AFP} \right)$

where:

RPD means the number of days in that Reporting Period;

FYD means the number of days in the Franchisee Year in which that Reporting Period occurs provided that in respect of any Reporting Period occurring during any Franchisee Year in which the Franchise Agreement terminates early pursuant to Schedule 10 (Remedies, Termination and Expiry), FYD shall mean the number of days there would have been in such Franchisee Year had such early termination not occurred; and

AFP means the Annual Franchise Payment for the Franchisee Year in which that Reporting Period occurs, as determined in accordance with Schedule 8.2 (Annual Franchise Payments);

TAA means any Track Access Adjustment to be made on that Reporting Period's Payment Date;

SCA means any Station Charge Adjustment to be made on that Reporting Period's Payment Date;

COPA means any Committed Obligation Payment Adjustment to be made on that Reporting Period's Payment Date;

GDPA means any GDP adjustment payment, determined in accordance with paragraph 3 of Schedule 8.5 (GDP Adjustment Payments), to be made on that Reporting Period's Payment Date;

GDPR₁ means any GDP reconciliation payment, determined in accordance with paragraph 4.2 of Schedule 8.5 (GDP Adjustment Payments), to be made on that Reporting Period's Payment Date; and

GDPR₂ means any GDP reconciliation payment, determined in accordance with paragraph 4.3 of Schedule 8.5 (GDP Adjustment Payments), to be made on that Reporting Period's Payment Date.

1.2 Where a Franchisee Year starts or ends during a Reporting Period, £FP and PFP shall be determined as if references in paragraph 1.1 to a Reporting Period were to each of the separate sections of two such Reporting Periods which fall either side of such Franchisee Year start or end, and the Franchise Payment for such Reporting Period shall be the sum of £FP as determined for each such section of such Reporting Period.

1.3 The parties agree that:

- (a) each of £FP, TAA, SCA, GDPA, GDPR₁ and GDPR₂ may be a positive or negative number;
- (b) where £FP is a positive number, the Secretary of State shall pay that amount to the Franchisee on the Payment Date for that Reporting Period; and
- (c) where £FP is a negative number, the Franchisee shall pay the corresponding positive amount to the Secretary of State on the Payment Date for that Reporting Period.

2. **Payment of Franchise Payments**

2.1 The Secretary of State shall notify the Franchisee, no less than seven days prior to the end of each Reporting Period, of the amount of the Franchise Payment payable in respect of that Reporting Period.

2.2 Each such notification shall set out in reasonable detail how the Franchise Payment has been calculated.

2.3 The Payment Date for a Reporting Period shall be the last business day of that Reporting Period.

2.4 Each Franchise Payment shall be payable by the Franchisee or, as the case may be, the Secretary of State in the amount notified by the Secretary of State in accordance with paragraph 2.1 on the Payment Date of the Reporting Period to which it relates.

2.5 Each Franchise Payment shall be made:

- (a) by automatic electronic funds transfer in pounds sterling to such bank account in the United Kingdom as the payee of such payment may have previously specified to the payer in writing; and
- (b) so that cleared funds are received in that account on or before the due date for payment.

2.6 If either party disputes the amount of a Franchise Payment, the dispute shall, unless the parties otherwise agree, be resolved in accordance with the provisions of clause 8 (Governing Law) of this Franchise Agreement. Any such dispute shall not affect the obligation of either party to pay a Franchise Payment notified in accordance with this paragraph 2.

2.7 If either party fails to pay any amount to the other party on its due date, it shall in addition pay interest on such amount at the Interest Rate, calculated on a daily basis, from the due date for payment to the date on which payment is made.

2.8 If the amount of any Franchise Payment is agreed or determined to be incorrect and:

- (a) either party has made a payment to the other party which is greater than it would have made if the amount of the Franchise Payment had been correct, then the recipient shall repay the excess within three business days of the agreement or determination; or
- (b) either party has made a payment to the other party which is less than it would have made if the amount of the Franchise Payment had been correct, then the payer shall pay the amount of any shortfall to the payee within three business days of the agreement or determination,

together, in each case, with interest on the amount payable at the Interest Rate, calculated on a daily basis from the date on which the Franchise Payment was paid until the date on which such excess amount or shortfall is paid.

3. **Profit Share**

For the purposes of this paragraph 3:

“First Profit Share Threshold” means an amount in respect of any Franchisee Accounting Year determined as follows:

FPST = the amount prescribed for these purposes in Appendix 1 (Profit Share Thresholds) to this Schedule 8.1 in respect of the relevant Franchisee Accounting Year x RPI x (NRP/13)²⁰

where:

- FPST means the First Profit Share Threshold for that Franchisee Accounting Year;
- RPI has the meaning given to it in Schedule 8.2 (Annual Franchise Payments);
- NRP means the whole number of Reporting Periods in that Franchisee Accounting Year.

“Second Profit Share Threshold” means an amount in respect of any Franchisee Accounting Year determined as follows:

SPST = the amount prescribed for these purposes in Appendix 1 (Profit Share Thresholds) to this Schedule 8.1 in respect of the relevant Franchisee Accounting Year x RPI x (NRP/13)²¹

where:

- SPST means the Second Profit Share Threshold for that Franchisee Accounting Year;
- RPI has the meaning given to it in Schedule 8.2 (Annual

²⁰ Assumes that the First Profit Share Threshold is specified in Appendix 1 for a full 12 months. Formula will need to be amended if this is not the case.

²¹ Assumes that the Second Profit Share Threshold is specified in Appendix 1 for a full 12 months. Formula will need to be amended if this is not the case.

Franchise Payments);

NRP means the whole number of Reporting Periods in that Franchisee Accounting Year.

“Third Profit Share Threshold” means an amount in respect of any Franchisee Accounting Year determined as follows:

TPST = the amount prescribed for these purposes in Appendix 1 (Profit Share Thresholds) to this Schedule 8.1 in respect of the relevant Franchisee Accounting Year x RPI x (NRP/13)²²

where:

TPST means the Third Profit Share Threshold for that Franchisee Accounting Year;

RPI has the meaning given to it in Schedule 8.2 (Annual Franchise Payments);

NRP means the whole number of Reporting Periods in that Franchisee Accounting Year.

“Relevant Profit” means, subject to paragraph 3.4, in respect of any Franchisee Accounting Year, the total profit of the Franchisee for that Franchisee Accounting Year calculated by applying the accounting policies and standards set out in the Record of Assumptions and applied through the Financial Model:

- (a) after taking into account in respect of that Franchisee Accounting Year:
- (i) interest, finance income and finance charges (other than finance items recognised in respect of retirement benefits);
 - (ii) Franchise Payments, including any adjustment by way of GDPA pursuant to Schedule 8.5 (GDP Adjustment Payments). The Franchisee shall separately identify any such adjustment in its Annual Audited Accounts and shall include such adjustment in its Annual Audited Accounts for the Franchisee Accounting Year in respect of which such adjustment is made. Where Franchisee Years and Franchisee Accounting Years cover different periods the Franchisee will include in its Annual Audited Accounts for the relevant Franchisee Accounting Year an appropriate estimate, in accordance with paragraph 4.16(b) of this Schedule, of the amount of any adjustments by way of GDPA pursuant to Schedule 8.5 (GDP Adjustment Payments) expected to be due in respect of that Franchisee Accounting Year;
 - (iii) all extraordinary and exceptional items, as defined under the accounting policies and standards set out in the Record of Assumptions and applied through the Financial Model;

²²

Assumes that the Third Profit Share Threshold is specified in Appendix 1 for a full 12 months. Formula will need to be amended if this is not the case.

- (iv) the Franchisee's normal pension contributions in relation to the Franchisee Sections and any other pension schemes to the extent connected with the Franchise; and
 - (v) any payments to Affiliates of the Franchisee (including management fees and royalty fees) except to the extent that such payments exceed an amount to be determined as follows:

AFA x RPI

where:

AFA is the amount specified in respect of each Franchisee Accounting Year in column 2 of the table set out in paragraph 1 of Appendix 2 to this Schedule 8.1 (Franchise Payments); and

RPI has the meaning given to it in the definition of Threshold Amount;
 - (vi) any sums payable by or to the Franchisee pursuant to the terms of the Supplemental Agreement; and
 - (vii) any capital expenditure to the extent that it is recognised as an operating cost in the Annual Audited Accounts and any depreciation on capital expenditure that is added to the balance sheet in the Annual Audited Accounts but applying at all times the depreciation policy set out in the Record Assumptions and applied through the Financial Model rather than any other depreciation policy which may be applied in the Annual Audited Accounts; and
- (b) before taking into account in respect of that Franchisee Accounting Year:
- (i) any taxation on profits including corporation tax;
 - (ii) shares of the profit of any Affiliate of the Franchisee, except dividends received in cash;
 - (iii) non cash entries in respect of the Franchise Sections and any other pension schemes to the extent connected with the Franchise, excluding accruals or prepayments of any normal pension contributions due;
 - (iv) any payment made by the Franchisee consequent upon any breach or contravention of the Franchise Agreement and/or its Licence in respect of Stations (including as a consequence of any penalty payment paid or payable pursuant to Section 57A of the Railways Act 1993);
 - (v) any profit share payments payable to the Secretary of State in relation to any Franchisee Accounting Year; and
 - (vi) fees, remuneration and pension contributions in respect of any director and officers of the Franchisee in excess of an amount to be determined as follows:

DFR x [RPI][AWE] [*Bidder to delete as appropriate*]

where:

DFR is the amount specified in respect of each Franchisee Accounting Year in column 2 of the table set out in paragraph 2 of Appendix 2 to this Schedule 8.1 (Franchise Payments); and

[RPI has the meaning given to it in Schedule 8.2 (Annual Franchise Payments)] or [AWE means $\frac{\text{CAWE}}{\text{OAW}}$ where

CAWE means the Average Weekly Earnings published in the January immediately preceding the commencement of that Franchisee Year; and OAW means the Average Weekly Earnings for January 2013 [*Bidder to amend as appropriate*].

Where the calculation of Relevant Profit requires account to be taken of amounts prescribed in the Financial Model or the Record of Assumptions by reference to Franchisee Years rather than Franchisee Accounting Years the Secretary of State shall reasonably determine any calculation required to apply such amounts on a pro rata basis by reference to Franchisee Accounting Years.

3.2 If the Annual Audited Accounts in respect of any Franchisee Accounting Year show that the Relevant Profit for that Franchisee Accounting Year exceeds the First Profit Share Threshold then, subject to paragraph 4, the Franchisee shall pay to the Secretary of State²³:

- (a) [33.33%] of Relevant Profit in excess of the First Profit Share Threshold but less than the Second Profit Threshold;
- (b) [40%] of Relevant Profit in excess of the Second Profit Share Threshold but less than the Third Profit Share Threshold; and
- (c) [50%] of Relevant Profit in excess of the Third Profit Share Threshold Profit Share Threshold.

3.3 Subject to paragraphs 3.5 and 3.6 below, payments due under paragraph 3.2 shall be paid as part of the Franchise Payment for the first Reporting Period falling 30 or more days after delivery of the Annual Audited Accounts by the Franchisee to the Secretary of State under paragraph 3.9 of Schedule 13 (Information and Industry Initiatives) or if there is no such Reporting Period, within 30 days of the date of such delivery.

3.4

- (a) If in any Franchisee Accounting Year (or any period of 12 consecutive months after the end of the Franchise Period) (the "**Current Franchisee Accounting Year**") the Franchisee receives a compensation or other settlement payment of at least £200,000 x RPI arising from a single claim or series of related claims which relate wholly or partly to costs, losses or expenses (including loss of revenue) arising in any other Franchisee Accounting Year or Franchisee Accounting Years, then the Franchisee shall

²³ Bidders may propose to share a higher proportion of the Relevant Profit with the Secretary of State than those current set out in subparagraphs (a), (b) and (c).

notify the Secretary of State of such payment as soon as reasonably practicable and for the purposes of this paragraph 3 and notwithstanding its other terms:

- (i) the payment which relates to such other Franchisee Accounting Year shall be attributed to that other Franchisee Accounting Year and not treated as received in the Current Franchisee Accounting Year;
 - (ii) where and to the extent any payments under this paragraph 3 in respect of any other Franchisee Accounting Year would have been made or would have been higher had that amount actually been received in that other Franchisee Accounting Year, the Franchisee shall pay a reconciliation amount to the Secretary of State within 30 days after delivery of the Annual Audited Accounts that relate to the Current Franchisee Accounting Year by the Franchisee to the Secretary of State under paragraph 3.9 of Schedule 13 (Information and Industry Initiatives) or, if there is no further requirement on the Franchisee to deliver Annual Audited Accounts following the end of the Franchise Period, within 30 days of the Franchisee receiving the relevant payment; and
 - (iii) RPI has the meaning given to it in Schedule 8.2 (Annual Franchise Payments).
- (b) Where the Secretary of State reasonably considers that in calculating Relevant Profit any particular item or transaction has not been accounted for on a reasonable basis (including where the accounting treatment looks to the form rather than the substance, of the item or transaction) he shall be entitled to require it to be accounted for on such other basis as he may reasonably determine and notify to the Franchisee provided that the Secretary of State shall not be entitled pursuant to this paragraph to alter the accounting policies of the Franchisee from those set out in the Record of Assumptions and applied through the Financial Model.
- (c) Without prejudice to paragraph 3.4(a) where the Annual Audited Accounts in relation to any previous Franchisee Accounting Year are subject to adjustment or restatement the Secretary of State shall have a discretion to require the recalculation of Relevant Profit for the relevant Franchisee Accounting Year and to require that the Franchisee shall pay to the Secretary of State the amount which is the difference between the profit share actually paid to the Secretary of State pursuant to paragraph 3.2 and the amount that would have been paid had the Relevant Profit been originally calculated on the basis that such adjustment or revision was included in the Annual Audited Accounts. Any payment due to the Secretary of State shall be paid by the Franchisee within 30 days of the Secretary of State notifying the Franchisee that he requires a payment to be made pursuant to this paragraph.

3.5 The Franchisee shall, within 10 days after delivery of any Annual Audited Accounts under paragraph 3.9 of Schedule 13 (Information and Industry Initiatives), deliver to the Secretary of State a report identifying:

- (a) the amount of total profit and the adjustments made in the calculation of Relevant Profit pursuant to paragraph 3.1;

- (b) any items falling under paragraph 3.4(a), including details of the allocation across Franchisee Accounting Years of such items; and
- (c) any adjustments or restatements made in relation to the Annual Audited Accounts in respect of any previous Franchisee Accounting Year

and shall provide such additional information, records or documents as the Secretary of State shall reasonably require in relation to such matters.

- 3.6 Any profit share payment pursuant to paragraph 3.2 to be made in respect of the final Franchisee Accounting Year shall be determined in accordance with this paragraph 3 but shall be paid within 30 days of the Secretary of State giving written notice to the Franchisee of the amount of such profit share payment .
- 3.7 If the Franchisee fails to provide the Annual Audited Accounts for the final Franchisee Accounting Year within four Reporting Periods of the expiry of the final Franchisee Accounting Year pursuant to paragraph 3.9 of Schedule 13 (Information and Industry Initiatives), the Secretary of State shall be entitled (but not obliged) to determine any Profit Share Adjustment in accordance with this paragraph 3 but by reference to any relevant information available to the Secretary of State at the time of such determination, including any information contained in the latest cumulative, year-to-date Management Accounts or in the Annual Management Accounts.

4. GDP claw back by Secretary of State and profit share reconciliation

Purpose and application of paragraph 4

- 4.1 Paragraphs 4.5 to 4.12 provide a mechanism for the Secretary of State to claw back GDP adjustments paid to the Franchisee under Schedule 8.5 (GDP Adjustment Payments) in circumstances where the Franchisee is paying profit share to the Secretary of State in respect of the same period.
- 4.2 To reflect the fact that (i) GDP adjustments are calculated and paid by reference to Franchisee Years; (ii) profit share is calculated and paid by reference to Franchisee Accounting Years; and (iii) Franchisee Years and Franchisee Accounting Years may be different, paragraph 4.16(b) provides a mechanism to attribute GDP adjustments to Franchisee Accounting Years for the purpose of the claw back calculation. Where Franchisee Years and Franchisee Accounting Years are different the Annual Audited Accounts will include an appropriate estimate of the GDP adjustment due in respect of the relevant period. Any profit share due pursuant to paragraph 3.2 will initially be calculated and payable on that basis, subject to subsequent reconciliation in accordance with paragraph 4.14.
- 4.3 Paragraphs 4.8 to 4.11 provide for a reconciliation in relation to the amount of any claw back due (if any) pursuant to paragraphs 4.5 to 4.7 once any GDP reconciliation amounts (i.e. $GDPR_1$ and $GDPR_2$) are known for the relevant Franchisee Accounting Year.
- 4.4 Paragraphs 4.13 to 4.15 provide a mechanism for the amounts of any GDP adjustments which are clawed back by the Secretary of State in accordance with paragraphs 4.5 to 4.12 to be appropriately reflected in the calculation of profit share due pursuant to paragraph 3.2 (whether by being taken into account in the initial calculation of the amount (if any) due under paragraph 3.2 or by way of subsequent reconciliation).

GDP claw back

- 4.5 Paragraph 4.6 shall apply if, in respect of any Franchisee Accounting Year:
- (a) GDPA calculated for that Franchisee Accounting Year in accordance with Schedule 8.5 (GDP Adjustment Payments) is a positive number; and
 - (b) the Annual Audited Accounts in respect of that Franchisee Accounting Year show that the Relevant Profit for that Franchisee Accounting Year exceeds the First Profit Share Threshold (or would do so if such Annual Audited Accounts included any payments by way of GDPA received by the Franchisee in respect of the relevant Franchisee Accounting Year).
- 4.6 Where this paragraph 4.6 applies and:
- (a) GDPA calculated for that Franchisee Accounting Year is greater than the Profit Share Amount for that Franchisee Accounting Year, the Franchisee will pay to the Secretary of State an amount equal to the Profit Share Amount for that Franchisee Accounting Year; or
 - (b) GDPA calculated for that Franchisee Accounting Year is less than or equal to the Profit Share Amount for that Franchisee Accounting Year, the Franchisee will pay to the Secretary of State an amount equal to GDPA calculated for that Franchisee Accounting Year.
- 4.7 Any amount payable by the Franchisee to the Secretary of State pursuant to paragraph 4.6 in respect of a Franchisee Accounting Year shall be payable by the Franchisee on the later of:
- (a) the date on which any payment from the Franchisee pursuant to paragraph 3.2 is or would otherwise have been due; and
 - (b) the date on which GDPA in respect of any Franchisee Year which commences during such Franchisee Accounting Year is payable in accordance with Schedule 8.5 (GDP Adjustment Process).
- 4.8 Paragraph 4.9 shall apply if, in respect of any Franchisee Accounting Year, an amount by way of $GDPR_1$ calculated for that Franchisee Accounting Year in accordance with Schedule 8.5 (GDP Adjustment Payments) is payable in respect of that Franchisee Accounting Year.
- 4.9 Where this paragraph 4.9 applies the Franchisee shall pay to the Secretary of State or the Secretary of State shall pay to the Franchisee (as applicable) the difference between:
- (a) the amount (if any) previously paid by the Franchisee in respect of the relevant Franchisee Accounting Year pursuant to paragraph 4.6(a) or 4.6(b) (as applicable); and
 - (b) the amount (if any) which would have been payable by the Franchisee in respect of the relevant Franchisee Accounting Year pursuant to paragraphs 4.5 and 4.6 had such amount and whether or not it was payable been determined using the sum of GDPA and $GDPR_1$ for such Franchisee Accounting Year rather than GDPA (which will therefore be zero where the sum of GDPA and $GDPR_1$ for the relevant Franchisee Accounting Year was zero or a negative number).

- 4.10 Paragraph 4.11 shall apply if, in respect of any Franchisee Accounting Year, an amount by way of $GDPR_2$ calculated for that Franchisee Accounting Year in accordance with Schedule 8.5 (GDP Adjustment Payments) is payable in respect of that Franchisee Accounting Year.
- 4.11 Where this paragraph 4.11 applies the Franchisee shall pay to the Secretary of State or the Secretary of State shall pay to the Franchisee (as applicable) the difference between:
- (a) the amount (if any) previously paid by the Franchisee in respect of the relevant Franchisee Accounting Year pursuant to paragraph 4.6(a) or 4.6(b) (as applicable) adjusted by the amount (if any) previously paid by the Franchisee or the Secretary of State (as applicable) pursuant to paragraph 4.9; and
 - (b) the amount (if any) which would have been payable by the Franchisee in respect of the relevant Franchisee Accounting Year pursuant to paragraph 4.5 and paragraph 4.6 had such amount and whether or not it was payable been determined using the sum of $GDPA$, $GDPR_1$ and $GDPR_2$ for such Franchisee Accounting Year rather than the sum of $GDPA$ and $GDPR_1$ (which will therefore be zero where the sum of $GDPA$, $GDPR_1$ and $GDPR_2$ for the relevant Franchisee Accounting Year was zero or a negative number).
- 4.12 Any amount payable by the Franchisee or the Secretary of State pursuant to paragraph 4.9 or 4.11 in respect of a Franchisee Accounting Year shall be payable at the same time as $GDPR_1$ or $GDPR_2$ (as applicable) in respect of that Franchisee Accounting Year is payable in accordance with Schedule 8.5 (GDP Adjustment Process).

Profit Share reconciliation

- 4.13 The amount of Relevant Profit to be used for the purpose of calculating the amount (if any) due to the Secretary of State pursuant to paragraph 3.2 in respect of a Franchisee Accounting Year shall (subject to paragraph 4.15 and provided that the relevant amounts have been paid by the Franchisee to the Secretary of State in accordance with paragraph 4.6):
- (a) where paragraph 4.6(a) applies, be reduced by the Profit Share Amount for that Franchisee Accounting Year; and
 - (b) where paragraph 4.6(b) applies, be reduced by the amount of $GDPA$ calculated for that Franchisee Accounting Year;
- 4.14 If any amount paid or payable to the Secretary of State pursuant to paragraph 3.2 in respect of a Franchisee Accounting Year has been previously calculated using an amount by way of Relevant Profit which does not reflect the reductions thereto referred to in paragraph 4.13, the Secretary of State shall refund to the Franchisee the difference between:
- (a) the amount previously paid by the Franchisee in respect of the relevant Franchisee Accounting Year pursuant to paragraph 3.2; and
 - (b) the amount (if any) which would have been payable by the Franchisee in respect of the relevant Franchisee Accounting Year pursuant to paragraph 3.2 had such amount been determined using Relevant Profit reduced as referred to in paragraph 4.13.

- 4.15 Where any payment is made by the Franchisee or the Secretary of State (as applicable) pursuant to paragraph 4.9 and/or 4.11 in respect of a Franchisee Accounting Year, the Franchisee shall pay to the Secretary of State or the Secretary of State shall pay to the Franchisee (as applicable) the difference between:
- (a) the amount previously paid by the Franchisee in respect of the relevant Franchisee Accounting Year pursuant to paragraph 3.2 (including any adjustment to such amount previously paid pursuant to paragraph 4.4 or this paragraph 4.15); and
 - (b) the amount (if any) which would have been payable by the Franchisee in respect of the relevant Franchisee Accounting Year pursuant to paragraph 3.2 (including any adjustment to such amount pursuant to paragraph 4.14 or this paragraph 4.15) had such amount (and such adjustments) been determined using the sum of GDPA and GDPR₁ for such Franchisee Accounting Year or the sum of GDPA, GDPR₁ and GDPR₂ for such Franchisee Accounting Year (as applicable).

Definitions

- 4.16 For the purpose of this paragraph 4:
- (a) the "Profit Share Amount" for any Franchisee Accounting Year shall be equal to the Relevant Profit for that Franchisee Accounting Year as shown in the Annual Audited Accounts (or the amount of Relevant Profit which would have been shown in the Annual Audited Accounts had such Annual Audited Accounts included any payments by way of GDPA, GDPR₁ or GDPR₂ received by the Franchisee in respect of the relevant Franchisee Accounting Year) minus the First Profit Share Threshold for that Franchisee Accounting Year. Where the Profit Share Amount is a negative number it shall be deemed to equal zero;
 - (b) where Franchisee Years and Franchisee Accounting Years are not the same period, GDPA, GDPR₁ or GDPR₂ (as applicable) for any Franchisee Accounting Year shall be calculated as follows:

$$GDP_F = \left(GDP_{F1} \times \frac{D_1}{DFY_1} \right) + \left(GDP_{F2} \times \frac{D_2}{DFY_2} \right)$$

Where:

GDP_F means GDPA, GDPR₁ or GDPR₂ (as applicable) for the relevant Franchisee Accounting Year;

GDP_{F1} means GDPA, GDPR₁ or GDPR₂ (as applicable) in respect of the Franchisee Year which ends during the relevant Franchisee Accounting Year;

D₁ means the number of days in the Franchisee Year which ends during the relevant Franchisee Accounting Year which fall within such Franchisee Accounting Year;

DFY₁ means the number of days in the Franchisee Year which ends during the relevant Franchisee Accounting Year;

GDP_{F2} means GDPA, $GDPR_1$ or $GDPR_2$ (as applicable) in respect of the Franchisee Year which commences during the relevant Franchisee Accounting Year;

D_2 means the number of days in the Franchisee Year which commences during the relevant Franchisee Accounting Year which fall within such Franchisee Accounting Year;

DFY_2 means the number of days in the Franchisee Year which commences during the relevant Franchisee Accounting Year;

(c) references to GDPA, $GDPR_1$ or $GDPR_2$ mean GDPA, $GDPR_1$ or $GDPR_2$ (as applicable) as calculated in accordance with Schedule 8.5 (GDP Adjustment Payments);

(d) where the Secretary of State exercises his option pursuant to paragraph 6 of Schedule 8.5 (GDP Adjustment Payments) such that any amount by way of GDPA, $GDPR_1$ or $GDPR_2$ which would otherwise have been payable is not payable, such amount shall be deemed to equal zero for the purposes of this paragraph 4.

APPENDIX 1 TO SCHEDULE 8.1

Profit Share Thresholds

1. The prescribed amounts for the component of FPST for the relevant Franchisee Accounting Year and for the purposes of the definition of First Profit Share Threshold are as set out in the table below: [*Bidders to populate*]

Franchisee Accounting Year ²⁴	First Profit Share Threshold Amount ²⁵
Year 1	£[Insert Amount]
Year 2	£[Insert Amount]
Year 3	£[Insert Amount]
Year 4	£[Insert Amount]
Year 5	£[Insert Amount]
Year 6	£[Insert Amount]
Year 7	£[Insert Amount]
Year 8	£[Insert Amount]
Year 9	£[Insert Amount]
Year 10	£[Insert Amount]
Year 11	£[Insert Amount]
Year 12	£[Insert Amount]
Year 13	£[Insert Amount]
Year 14	£[Insert Amount]
Year 15	£[Insert Amount]

2. The prescribed amounts for the component of SPST for the relevant Franchisee Accounting Year and for the purposes of the definition of Second Profit Share Threshold are as set out in the table below: [*Bidders to populate*]

²⁴ Years may need to be adjusted to match the number of the Franchisee Accounting Years comprised in the Franchise Term. Note that table is based on Franchisee Year of 1 April to 31 March Bidder to amend first column of table if its Franchisee Accounting Year is not 1 April to 31 March.

²⁵ The maximum threshold amounts are 7.5% of the pre-set revenue figure of RRPI with RRPI figure reconciled from Franchisee Years to Franchisee Accounting Years. However Bidders are free to propose amounts that are lower than the maximum threshold amounts specified herein..

Franchisee Accounting Year²⁶	Second Profit Share Threshold Amount²⁷
Year 1	£[Insert Amount]
Year 2	£[Insert Amount]
Year 3	£[Insert Amount]
Year 4	£[Insert Amount]
Year 5	£[Insert Amount]
Year 6	£[Insert Amount]
Year 7	£[Insert Amount]
Year 8	£[Insert Amount]
Year 9	£[Insert Amount]
Year 10	£[Insert Amount]
Year 11	£[Insert Amount]
Year 12	£[Insert Amount]
Year 13	£[Insert Amount]
Year 14	£[Insert Amount]
Year 15	£[Insert Amount]

3. The prescribed amounts for the component of TPST for the relevant Franchisee Accounting Year and for the purposes of the definition of Third Profit Share Threshold are as set out in the table below: [*Bidders to populate*]

Franchisee Accounting Year²⁸	Third Profit Share Threshold Amount²⁹
Year 1	£[Insert Amount]

²⁶ Years may need to be adjusted to match the number of the Franchisee Accounting Years comprised in the Franchise Term. Note that table is based on Franchisee Year of 1 April to 31 March Bidder to amend first column of table if its Franchisee Accounting Year is not 1 April to 31 March.

²⁷ The maximum threshold amounts are 10% of the pre-set revenue figure of RRPI with RRPI figure reconciled from Franchisee Years to Franchisee Accounting Years. However Bidders are free to propose amounts that are lower than the maximum threshold amounts specified herein.

²⁸ Years may need to be adjusted to match the number of the Franchisee Accounting Years comprised in the Franchise Term. Note that table is based on Franchisee Year of 1 April to 31 March Bidder to amend first column of table if its Franchisee Accounting Year is not 1 April to 31 March.

²⁹ The maximum threshold amounts are 12.5% of the pre-set revenue figure of RRPI with RRPI figure reconciled from Franchisee Years to Franchisee Accounting Years. However Bidders are free to propose amounts that are lower than the maximum threshold amounts specified herein.

Franchisee Accounting Year²⁸	Third Profit Share Threshold Amount²⁹
Year 2	£[Insert Amount]
Year 3	£[Insert Amount]
Year 4	£[Insert Amount]
Year 5	£[Insert Amount]
Year 6	£[Insert Amount]
Year 7	£[Insert Amount]
Year 8	£[Insert Amount]
Year 9	£[Insert Amount]
Year 10	£[Insert Amount]
Year 11	£[Insert Amount]
Year 12	£[Insert Amount]
Year 13	£[Insert Amount]
Year 14	£[Insert Amount]
Year 15	£[Insert Amount]

APPENDIX 2 TO SCHEDULE 8.1

Components of AFA and DFR

1. The amounts for the purposes of the component of AFA in paragraph 3(a)(v) of Schedule 8.1 (Franchise Payments) are set out in the table below:

Franchisee Accounting Year ³⁰	Component of AFA
Year 1	<i>£[Insert Amount]</i>
Year 2	<i>£[Insert Amount]</i>
Year 3	<i>£[Insert Amount]</i>
Year 4	<i>£[Insert Amount]</i>
Year 5	<i>£[Insert Amount]</i>
Year 6	<i>£[Insert Amount]</i>
Year 7	<i>£[Insert Amount]</i>
Year 8	<i>£[Insert Amount]</i>
Year 9	<i>£[Insert Amount]</i>
Year 10	<i>£[Insert Amount]</i>
Year 11	<i>£[Insert Amount]</i>
Year 12	<i>£[Insert Amount]</i>
Year 13	<i>£[Insert Amount]</i>
Year 14	<i>£[Insert Amount]</i>
Year 15	<i>£[Insert Amount]</i>

2. The amounts for the purposes of the component of DFR in paragraph 3(b)(vi) of Schedule 8.1 (Franchise Payments) are set out in the table below:

Franchisee Accounting Year ³¹	Component of DFR
Year 1	<i>£[Insert Amount]</i>

³⁰ Note that table is based on Franchisee Year of 1 April to 31 March Bidder to amend first column of table if its Franchisee Accounting Year is not 1 April to 31 March.

³¹ Note that table is based on Franchisee Year of 1 April to 31 March Bidder to amend first column of table if its Franchisee Accounting Year is not 1 April to 31 March.

Year 2	£[Insert Amount]
Year 3	£[Insert Amount]
Year 4	£[Insert Amount]
Year 5	£[Insert Amount]
Year 6	£[Insert Amount]
Year 7	£[Insert Amount]
Year 8	£[Insert Amount]
Year 9	£[Insert Amount]
Year 10	£[Insert Amount]
Year 11	£[Insert Amount]
Year 12	£[Insert Amount]
Year 13	£[Insert Amount]
Year 14	£[Insert Amount]
Year 15	£[Insert Amount]

SCHEDULE 8.2

Annual Franchise Payments

1. Annual Franchise Payments

The Annual Franchise Payment for any Franchisee Year is an amount equal to:

$$\text{AFP} = \text{FXD} + (\text{VCRPI} \times \text{RPI}) + (\text{VCAWE} \times \text{AWE}) + (\text{PRPI} \times \text{RPI}) + (\text{RRPI} \times \text{RPI}) + (\text{ChRRPI} \times \text{RPI})$$

where:

AFP equals the Annual Franchise Payment in the relevant Franchisee Year;

FXD means the figure shown in respect of the relevant Franchisee Year in column 2 of the table set out in the Appendix (Figures for Calculation of Annual Franchise Payments) to this Schedule 8.2;

VCRPI means the figure shown in respect of the relevant Franchisee Year in column 3 of the table set out in Appendix (Figures for Calculation of Annual Franchise Payments) to this Schedule 8.2;

RPI is the quotient of the Retail Prices Index for the January which immediately precedes the commencement of the relevant Franchisee Year divided by the Retail Prices Index for January 2013 provided that, for the first Franchisee Year, RPI shall be one;

VCAWE means the figure shown in respect of the relevant Franchisee Year in column 4 of the table set out in Appendix (Figures for Calculation of Annual Franchise Payments) to this Schedule 8.2;

AWE is the quotient of the Average Weekly Earnings for the January which immediately precedes the commencement of the relevant Franchisee Year divided by the Average Weekly Earnings for January 2013, provided that, for the first Franchisee Year, AWE shall be one;

PRPI means the figure shown in respect of the relevant Franchisee Year in column 5 of the table set out in Appendix (Figures for Calculation of Annual Franchise Payments) to this Schedule 8.2;

RRPI means the figure shown in respect of the relevant Franchisee Year in column 6 of the table set out in Appendix (Figures for Calculation of Annual Franchise Payments) to this Schedule 8.2 (and which shall always be expressed as a negative number); and

ChRRPI means the figure shown in respect of the relevant Franchisee Year in column 7 of the table set out in Appendix (Figures for Calculation of Annual Franchise Payments) to this Schedule 8.2 (and which shall always be expressed as a negative number).

APPENDIX TO SCHEDULE 8.2

Figures for Calculation of Annual Franchise Payments

[Bidders to populate]

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6	Column 7
Franchisee Year	FXD	VCRPI	VCAWE	PRPI	RRPI³²	ChRRPI³³
Year 1 (part)						
Year 2						
Year 3						
Year 4						
Year 5						
Year 6						
Year 7						
Year 8						
Year 9						
Year 10						
Year 11						
Year 12						
Year 13						
Year 14						
Year 15						

³² To be expressed as negative numbers.

³³ To be expressed as negative numbers. Note that as at the date of signature of the Franchise Specific Agreement all ChRRPI values will be zero. Values will only be attributed in respect of ChRRPI through the operation of Schedule 9.

SCHEDULE 8.3

Miscellaneous Payment Provisions

The Secretary of State, in his discretion, may at any time decide to reimburse or ameliorate net losses of the Franchisee arising from Industrial Action (however caused and of whatever nature) in circumstances where the Franchisee has demonstrated to the satisfaction of the Secretary of State that it has taken all reasonable steps to avoid the Industrial Action and that, Industrial Action having nevertheless occurred, the Franchisee has taken all reasonable steps to mitigate its effects.

SCHEDULE 8.4

Track Access Adjustments and Station Charge Adjustments

1. Track Access Adjustments

- 1.1 The Track Access Adjustment to be made in respect of any Reporting Period shall be determined in accordance with the following formula:

$$TAA = (GCA - W) \times \frac{RPD}{FYD}$$

where:

TAA means the Track Access Adjustment to be made in that Reporting Period;

GCA is the value of "GC" for the Franchisee Year in which the Reporting Period falls under Part 3A of Schedule 7 of the Track Access Agreement;

W is the value of "Wt" for the Franchisee Year in which the Reporting Period falls under Part 2 of Schedule 7 of the Track Access Agreement;

RPD means the number of days in that Reporting Period; and

FYD means the number of days in the Franchisee Year in which that Reporting Period falls,

except that, where a Reporting Period falls during two Franchisee Years, TAA shall be determined as if the references to Reporting Period were to each of the two periods within such Reporting Period which fall wholly within one of such Franchisee Years and the Track Access Adjustment to be made in that Reporting Period shall reflect the sum of TAA as determined for each such period.

- 1.2 The Franchisee shall notify the Secretary of State upon becoming aware that any Track Access Adjustment is to be made and shall supply such information as the Secretary of State may require in relation thereto. The Franchisee shall exercise its rights under the Track Access Agreement in such manner and take such other action as the Secretary of State may reasonably require in connection with any related payment thereunder (including in relation to any agreement of the amount of any such payment and including submitting any relevant dispute to any relevant dispute resolution procedures). The Franchisee shall not, without the consent of the Secretary of State, agree or propose to agree a value for "Wt" or "GC" under Parts 2 or 3A of Schedule 7 of the Track Access Agreement.
- 1.3 The Franchisee shall provide such evidence of payment as the Secretary of State may require (including any certificates) for the purpose of determining the value of W and GCA under paragraph 1.1.
- 1.4 If no value is ascertained for W or GCA prior to the date on which the Franchise Payment for the relevant Reporting Period is determined, then a Track Access Adjustment shall only be determined to the extent such values can be ascertained at such time and, when such values are subsequently ascertained,

adjustment shall be made to reflect the full Track Access Adjustment for such Reporting Period.

1.5 The values of W and GCA when used in the computation in paragraph 1.1 shall be taken to exclude any input Value Added Tax which is recoverable in respect of the payments they represent by the Franchisee under Sections 24 to 26 of the Value Added Tax Act 1994.

1.6 References in this paragraph 1 to "Wt" and "GC" and Parts 2 and 3A of Schedule 7 of the Track Access Agreement shall be deemed also to be references to such other provisions, and such other algebra under any such other provisions, of any Track Access Agreement as the Secretary of State may reasonably consider have an equivalent effect, or are intended to fulfil the same function, as "Wt" or "GC" and Parts 2 or 3A of Schedule 7 of the Track Access Agreement to which the Franchisee is a party on the Start Date.

2. **Station Charge Adjustment**

2.1 The Station Charge Adjustment to be made in respect of any Reporting Period shall be the aggregate of the Individual Station Charge Adjustments as determined in accordance with the following formula for each Station and each other Franchisee Access Station:

$$ISCA = (L - P) \times \frac{RPD}{FYD}$$

where:

ISCA means the Individual Station Charge Adjustment for the relevant station for that Reporting Period;

L is the value of "Lt" for the Franchisee Year in which the Reporting Period falls under:

(a) if the relevant station is not an Independent Station, Condition F11.2 of the Station Access Conditions entitled "National Station Access Conditions 1996 (England and Wales)" relating to such station; or

(b) if the relevant station is an Independent Station, Condition 42.3 of the Independent Station Access Conditions relating to that Independent Station,

in each case, to the extent that value represents an amount payable to or by Network Rail or any other relevant Facility Owner by or to the Franchisee on its own behalf under the relevant Access Agreement (excluding any amount payable to Network Rail by the Franchisee in its capacity as Facility Owner of a station on behalf of a beneficiary which is party to an Access Agreement in respect of a Station);

P is the value of "Pt" for the Franchisee Year in which the Reporting Period falls under:

(a) if the relevant station is not an Independent Station, Condition F11.2 of the Station Access Conditions entitled "National Station Access Conditions 1996 (England and Wales)" relating to such station; or

- (b) if the relevant station is an Independent Station, Condition 42.3 of the Independent Station Access Conditions relating to that Independent Station,

in each case, to the extent that value represents an amount payable to or by Network Rail or any other relevant Facility Owner by or to the Franchisee on its own behalf under the relevant Access Agreement (excluding any amount payable to Network Rail by the Franchisee in its capacity as Facility Owner of a station on behalf of a beneficiary which is party to an Access Agreement in respect of a Station);

RPD means the number of days in that Reporting Period; and

FYD means the number of days in the Franchisee Year in which that Reporting Period falls except that, where a Reporting Period falls during two Franchisee Years, the Station Charge Adjustment shall be determined as if the references to Reporting Period were to each of the two periods within such Reporting Period which fall wholly within one of such Franchisee Years and the Station Charge Adjustment for such Reporting Period shall be the sum of the Station Charge Adjustment as determined for each such period.

- 2.2 The Franchisee shall notify the Secretary of State upon becoming aware that any Station Charge Adjustment is to be made and shall supply such information as the Secretary of State may require in relation thereto. The Franchisee shall exercise such rights as it may have under any Access Agreement in such manner and take such other action as the Secretary of State may reasonably require in connection with any related payment thereunder (including in relation to any agreement of the amount of any such payment and including submitting any relevant dispute to any relevant dispute resolution procedures). The Franchisee shall not, without the consent of the Secretary of State, agree or propose to agree a value for "L" or "P" under any relevant Access Agreement.
- 2.3 The Franchisee shall provide such evidence of payment as the Secretary of State may require (including any certificates) for the purpose of determining the value of L and P under paragraph 2.2.
- 2.4 If no value is ascertained for any of L or P prior to the date on which the Franchise Payment for the relevant Reporting Period is determined, then a Station Charge Adjustment shall only be determined to the extent such values can be ascertained at such time and, when such values are subsequently ascertained, an adjustment shall be made to reflect the full Station Charge Adjustment for such Reporting Period.
- 2.5 The values of L and P when used in the computation in paragraph 2.2 shall be taken to exclude any input Value Added Tax which is recoverable in respect of the payments they represent by the Franchisee under Sections 24 to 26 of the Value Added Tax Act 1994.
- 2.6 For the purposes of this paragraph 2, **Independent Station** shall mean, at any time, any station of which Network Rail is the Facility Owner at that time. As at the date of the Franchise Agreement, the Independent Stations are Birmingham New Street, Edinburgh Waverley, Fenchurch Street, Gatwick Airport, Glasgow Central High Level, London Bridge, London Cannon Street, London Charing Cross, London Euston, London King's Cross, London Liverpool Street, London Paddington, London Victoria, London Waterloo (excluding Waterloo International), Leeds, Liverpool Lime Street and Manchester Piccadilly.

- 2.7 References in this paragraph 2 to "Lt", Pt, Condition F11.2 of the Station Access Conditions entitled "National Station Access Conditions 1996 (England and Wales)" and Condition 42.3 of the Independent Station Access Conditions shall be deemed also to be references to such other provisions, and such other algebra under any such other provisions, of any relevant station access conditions as the Secretary of State may reasonably consider have an equivalent effect, or are intended to fulfil the same function as, "Lt", Pt and Condition F11.2 of the Station Access Conditions entitled "National Station Access Conditions 1996 (England and Wales) and Condition 42.3 of the Independent Station Access Conditions which are in effect on the Start Date.

SCHEDULE 8.5

GDP Adjustment Payments

1. Purpose and Application of Schedule

- 1.1 This Schedule 8.5 sets out, together with components $GDPA$, $GDPR_1$ and $GDPR_2$ in the formula set out in paragraph 1.1 of Schedule 8.2 (Franchise Payments) by which the Franchise Payment for each Reporting Period is calculated, a mechanism by which the forecast impact upon the Franchisee's forecast revenue (being as set out in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments)) of fluctuations in gross domestic product (whether positive or negative) which were not forecast at the start of the Franchise are shared between the Secretary of State and the Franchisee.
- 1.2 Whether an adjustment is due in relation to any Franchisee Year will be calculated at or around the end of that Franchisee Year by reference to the forecast gross domestic product for that Franchisee Year (being as set out in paragraph 3.7) and the actual gross domestic product for that Franchisee Year based upon the GDP Index (as defined below).
- 1.3 An adjustment to the Franchise Payments in respect of a Franchisee Year will only be made where the difference between forecast and actual gross domestic product for the relevant Franchisee Year falls outside the band referred to in paragraph 3.2.
- 1.4 Subject to paragraph 1.3:
- (a) for any Franchisee Year in respect of which actual gross domestic product was less than forecast gross domestic product, the Secretary of State will compensate the Franchisee for the forecast impact of the same (as calculated in accordance with paragraph 3.3) upon the Franchisee's forecast revenue for such Franchisee Year; and
 - (b) for any Franchisee Year in respect of which actual gross domestic product was greater than forecast gross domestic product, the Franchisee will compensate the Secretary of State for the forecast impact of the same (as calculated in accordance with paragraph 3.3) upon the Franchisee's forecast revenue for such Franchisee Year.
- 1.5 The calculation of any adjustment due in respect of a Franchisee Year will use a weighting (factors W_1 and W_2 in the formulae set out in paragraph 3.3) of:
- (a) 80%, to the extent that actual gross domestic product for that Franchisee Year is less than or equal to an overall ceiling; and
 - (b) 50%, to the extent that actual gross domestic product for that Franchisee Year is greater than an overall ceiling,
- where the overall ceiling is the forecast gross domestic product in respect of the final Franchisee Year.
- 1.6 To reflect the fact that the GDP Index figure which is first published for any period (and which is used to determine, in respect of a Franchisee Year, whether

any adjustment is due pursuant to paragraph 3 in respect of that Franchisee Year and, if so, the amount of that adjustment) will be subsequently refined, two reconciliation payments will be calculated in respect of each Franchisee Year (subject to paragraph 4.1) in accordance with paragraph 4, by reference to the GDP Index figures published 12 months and 24 months after the GDP Index figure used to calculate the original adjustment for the relevant Franchisee Year was published. This reconciliation payment will reflect the difference between the GDP Index figure originally published and the GDP Index figure for the same period as subsequently refined.

- 1.7 The final GDP adjustment and reconciliation payments to be made at the end of the Franchise Period are set out in paragraph 5. These adjustments and reconciliations are calculated in the same way as those which are to be paid during the Franchise Period other than where the final Franchisee Year is shorter than 12 months. As both RRPI and GDP^e_T are specified on the basis of a 12 month Franchisee Year, in such circumstances it is necessary to adjust each of the same to reflect the shorter period. In addition any reconciliation payments will be calculated using the GDP Index figure for the GDP Index Month last published prior to the end of the fifth Reporting Period after the end of the Franchise Period rather than using the figures referred to in paragraph 4.2(a) or 4.3(a) (as applicable). Where this Agreement ends other than through effluxion of time whether or not any or all of the payments referred to in paragraph 5 will be made is at the Secretary of State's discretion.

2. **Definitions**

- 2.1 For the purposes of this Schedule 8.5:

GDP Adjustment Payment (GDPA) means the adjustment to the Franchise Payments in respect of the relevant Franchisee Year calculated in accordance with paragraph 3 and/or paragraph 5 (as applicable) of this Schedule (which shall be payable in accordance with paragraph 3.5 of this Schedule). Where GDPA is a positive number it is due from the Secretary of State to the Franchisee and where GPDA is a negative number it is due from the Franchisee to the Secretary of State;

GDP Index means the GDP (ABMI) index as published from time to time by the Office for National Statistics or, if such index shall cease to be published or there is, in the reasonable opinion of the Secretary of State, a material change in the basis of the index or if, at any relevant time, there is a delay in the publication of the index, such other gross domestic product index as the Secretary of State may, after consultation with the Franchisee, determine to be appropriate in the circumstances;

GDP Index Month means, in respect of a Franchisee Year, the last month of the last quarter falling within such Franchisee Year in respect of which the GDP Index is published (it being acknowledged that, at the Start Date, the GDP Index is published in respect of the quarters ending March, June, September and December and in respect of Franchisee Year which ends 31 March the GDP Index Month will therefore be March);

GDP Reconciliation Payments (GDPR₁ and GDPR₂) means the reconciliations to the Franchise Payments in respect of the relevant Franchisee Year calculated in accordance with paragraph 4 and/or paragraph 5 of this Schedule (as applicable) and, if applicable, payable in accordance with paragraph 4 of this Schedule. Where GDPR₁ or GDPR₂ is a positive number GDPR₁ or GDPR₂ (as applicable) is due from the Secretary of State to the Franchisee and where

GDPR₁ or GDPR₂ is a negative number GDPR₁ or GDPR₂ (as applicable) is due from the Franchisee to the Secretary of State;

3. **GDP Adjustment Payments (GDPA)**

3.1 Not used.

3.2 The GDP Adjustment Payment shall be zero in respect of any Franchisee Year where:

$$(GDP^e_T + 0.05) > GDP^e_A > (GDP^e_T - 0.05)$$

3.3 The GDP Adjustment Payment payable in respect of any other Franchisee Year shall, subject to paragraph 5, be an amount calculated in accordance with the following formulae:

(a) where $GDP^e_A \leq GDP^e_C$:

$$GDPA = RRPI \times W_1 \times \left[\frac{(GDP^e_A) - A}{(GDP^e_T)} \right] \times RPI$$

(b) where $GDP^e_A > GDP^e_C$:

$$GDPA = [RRPI \times W_1 \times \left[\frac{(GDP^e_C) - A}{(GDP^e_T)} \right] \times RPI] + [RRPI \times W_2 \times \left[\frac{(GDP^e_A) - Y}{(GDP^e_T)} \right] \times RPI]$$

provided that for the purpose of this paragraph 3.3(b) where $A \geq GDP^e_C$, then the following shall be deemed to equal zero:

$$[RRPI \times W_1 \times \left[\frac{(GDP^e_C) - A}{(GDP^e_T)} \right] \times RPI]$$

3.4 For the purpose of paragraphs 3.2 and 3.3 of this Schedule:

RRPI means the figure shown in respect of the relevant Franchisee Year in column 6 of the table set out in the Appendix (Figures for Calculation of Annual Franchise Payments) to Schedule 8.2 (Annual Franchise Payments);

W₁ means 80%;

W₂ means 50%;

GDP^e_A means the Adjusted Actual GDP figure as calculated for the relevant Franchisee Year in accordance with paragraph 3.6 of this Schedule (GDP^e_A shall (i) be specified as a decimal; and (ii) where GDP growth is negative, be specified as a positive number less than 1);

GDP^e_T means the Adjusted Target GDP figure as calculated for the relevant Franchisee Year in accordance with paragraph 3.7 of this Schedule (GDP^e_T shall (i) be specified as a decimal; and (ii) where GDP growth is forecast to be negative, be specified as a positive number less than 1);

GDP^e_C means 1.4685;

Y means:

(a) A, where $A \geq GDP^e_C$; and

(b) GDP^e_C , where $A < GDP^e_C$;

A means the Relevant GDP Threshold as calculated for the relevant Franchisee Year in accordance with paragraph 3.8 of this Schedule; and

RPI has the meaning given in Schedule 8.2 (Annual Franchise Payments).

3.5 GDPA in respect of a Franchisee Year shall be payable on the Payment Date falling immediately after the GDP Index Month for such Franchisee Year (which may for the avoidance of doubt be in the subsequent Franchisee Year). Where there is no such Payment Date, GDPA in respect of a Franchisee Year shall be payable by no later than 30 days after publication of the relevant GDP Index figure.

3.6 For the purpose of calculating GDPA in respect of any Franchisee Year (the "**relevant Franchisee Year**"), GDP^e_A is calculated as follows:

$$GDP^e_A = (GDP_{Ay})^e$$

where:

in respect of the Franchisee Year commencing on the Start Date:

$$GDP_{Ay} = (1 + GDP_{y-1}) \times (1 + GDP_y);$$

in respect of any subsequent Franchisee Year:

$$GDP_{Ay} = (1 + GDP_y) \times GDP_{Ay-1};$$

^e means 1.1;

GDP_{y-1} means the percentage change (specified as a decimal) in the GDP Index over the 9 month period ending March 2013 (being the percentage change between (i) the GDP Index figure for the 12 month period ending June 2012; and (ii) the GDP Index figure for the 12 month period ending March 2013);

GDP_y means the annual percentage change (specified as a decimal) in the GDP Index over the 12 month period ending with the GDP Index Month for the relevant Franchisee Year (as applicable) (or, in respect of any Franchisee Year (other than the Franchisee Year commencing on the Start Date) of less than 12 months, over the period from the GDP Index Month in the Franchisee Year immediately preceding such Franchisee Year to the GDP Index Month in such Franchisee Year); and

GDP_{Ay-1} means, subject to paragraph 3.9 of this Schedule 8.5, GDP_{Ay} as calculated in respect of the Franchisee Year immediately prior to the relevant Franchisee Year.

3.7 For the purpose of calculating GDPA in respect of any Franchisee Year (the "**relevant Franchisee Year**"), GDP^e_T is calculated as follows:

$$GDP^e_T = (GDP_{Fy})^e$$

where:

GDP_{Fy} means the following cumulative forecast growth in GDP in respect of the relevant Franchisee Year:

Year	Index value
2012/13	1.0083 ³⁴
2013/14	1.0316
2014/15	1.0603
2015/16	1.0931
2016/17	1.1258
2017/18	1.1550
2018/19	1.1828
2019/20	1.2111
2020/21	1.2402
2021/22	1.2700
2022/23	1.3005
2023/24	1.3317
2024/25	1.3636
2025/26	1.3977
2026/27	1.4327
2027/28	1.4685
2028/29	1.5052

; and

^e has the meaning given in paragraph 3.6 of this Schedule 8.5.

3.8 For the purpose of calculating GDP_A in respect of any Franchisee Year (the "relevant Franchisee Year"), A is calculated as follows:

where $GDP_A^e > (GDP_T^e + 0.05)$

$$A = GDP_T^e + 0.05$$

where $GDP_A^e < (GDP_T^e - 0.05)$

$$A = GDP_T^e - 0.05$$

where

GDP_A^e means GDP_A^e as calculated in respect of the relevant Franchisee Year pursuant to paragraph 3.6 of this Schedule 8.5; and

GDP_T^e means GDP_T^e as calculated in respect of the relevant Franchisee Year pursuant to paragraph 3.7 of this Schedule 8.5.

³⁴

This value for 2012/13 is for the part year running from index start on 1st July 2012 to the end of the financial year 31st March 2013

3.9 For the purpose of calculating GDPA pursuant to paragraph 3 of this Schedule 8.5 (including for the purpose of calculating $GDPR_1$ and $GDPR_2$) the most recent GDP Index figure for the GDP Index Month (i) available at the time of the calculation; and (ii) published no more than [25 months] after the end of the relevant Franchisee Year, will be used. The parties acknowledge that the calculation of " GDP_{Ay-1} " in respect of a Franchisee Year for the purpose of paragraph 3.6, 4.2(a) and 4.3(a) will therefore use a more up to date GDP Index figure for the GDP Index Month than was originally used in the calculation of " GDP_{Ay} " in respect of the previous Franchisee Year.

4. **GDPR Reconciliation Payments ($GDPR_1$ and $GDPR_2$)**

4.1 Not used.

4.2 In respect of each Franchisee Year, $GDPR_1$ shall be calculated in accordance with this paragraph 4.2 and/or paragraph 5 (as applicable) and, if applicable, shall be payable in accordance with paragraph 4.4:

$GDPR_1$ equals:

- (c) the amount which GDPA would have been for such Franchisee Year had it been calculated in accordance with paragraph 3 of this Schedule 8.5 but using the GDP Index figure(s) for the GDP Index Month(s) which is published in the month which is 12 months after the month in which the GDP Index figure(s) referred to in paragraph 4.2(b) was published; minus
- (d) GDPA as previously calculated for such Franchisee Year in accordance with paragraph 3 or paragraph 5 (as applicable) of this Schedule 8.5 using the GDP Index figure(s) for the GDP Index Month(s) used for the purpose of such previous calculation.

4.3 In respect of each Franchisee Year, $GDPR_2$ shall be calculated in accordance with this paragraph 4.3 and/or paragraph 5 (as applicable) and, if applicable, shall be payable in accordance with paragraph 4.4:

$GDPR_2$ equals:

- (e) the amount which GDPA would have been for such Franchisee Year had it been calculated in accordance with paragraph 3 of this Schedule but using the GDP Index figure(s) for the GDP Index Month(s) which is published in the month which is 24 months after the month in which the GDP Index figure(s) referred to in paragraph 4.3(b)(i) was published; minus
- (f) the sum of:
 - (i) GDPA as previously calculated for such Franchisee Year in accordance with paragraph 3 of this Schedule using the GDP Index figure(s) for the GDP Index Month(s) used for the purpose of such previous calculation; plus
 - (ii) $GDPR_1$ as previously calculated for such Franchisee Year in accordance with paragraph 4.2 of this Schedule using the GDP Index figure(s) for the GDP Index Month(s) used for the purpose of such previous calculation.

4.4 $GDPR_1$ and $GDPR_2$ in respect of a Franchisee Year shall be payable on the Payment Date falling immediately after the GDP Index figure(s) referred to in paragraph 4.2(a) or 4.3(a) (as applicable) is published (as the same may be deemed to be amended in accordance with paragraph 5). Where there is no such Payment Date, $GDPR_1$ and/or $GDPR_2$ in respect of a Franchisee Year (as applicable) shall be payable by no later than 30 days after publication of the relevant GDP Index figure.

5. **Final Adjustments / Reconciliations**

5.1 Subject to paragraph 6.1, at the end of the Franchise Period:

- (g) GDPA for the final Franchisee Year (being the Franchisee Year which ended at the end of the Franchise Period) shall be calculated and payable in accordance with paragraph 3 provided that, where such Franchisee Year (other than any Franchisee Year which ended 23 July 2028) ended other than on 31 March, for the purpose of calculating GDPA for the final Franchisee Year:
 - (i) RRPI shall be adjusted pro-rata to the period by which the final Franchisee Year was less than 12 months; and
 - (ii) GDP^e_T shall be adjusted pro-rata to the period by which the period over which GDP_y for the final Franchisee Year is calculated is less than 12 months;
- (h) $GDPR_1$ for the final Franchisee Year shall be calculated in accordance with paragraph 4.2 provided that for the purpose of calculating $GDPR_1$ for the final Franchisee Year the reference in paragraph 4.2(a) to "the GDP Index figure for the GDP Index Month which is published in the month which is 12 months after the month in which the GDP Index figure referred to in paragraph 4.2(b) was published" shall be deemed to be a reference to "the GDP Index figure for the GDP Index Month which is last published prior to the end of the fifth Reporting Period after the end of the Franchise Period";
- (i) no payment by way of $GDPR_2$ shall be due in respect of the final Franchisee Year;
- (j) $GDPR_1$ for the penultimate Franchisee Year shall be calculated in accordance with paragraph 4.2 provided that, where the final Franchisee Year ended other than on 31 March, for the purpose of calculating $GDPR_1$ for the penultimate Franchisee Year the reference in paragraph 4.2(a) to "the GDP Index figure for the GDP Index Month which is published in the month which is 12 months after the month in which the GDP Index figure referred to in paragraph 4.2(b) was published" shall be deemed to be a reference to "the GDP Index figure for the GDP Index Month which is last published prior to the end of the fifth Reporting Period after the end of the Franchisee Year";
- (k) $GDPR_2$ for the penultimate Franchisee Year shall, provided that the final Franchisee Year ended on 31 March, be calculated in accordance with paragraph 4.3 provided that, for the purpose of calculating $GDPR_2$ for such penultimate Franchisee Year the reference in paragraph 4.3(a) to "the GDP Index figure for the GDP Index Month which is published in the month which is 24 months after the month in which the GDP Index figure referred to in paragraph 4.3(b)(i) was published" shall be

deemed to be a reference to "the GDP Index figure for the GDP Index Month which is last published prior to the end of the fifth Reporting Period after the end of the Franchise Period". Otherwise no payment by way of $GDPR_2$ shall be due in respect of the penultimate Franchisee Year;

- (l) $GDPR_2$ for the Franchisee Year immediately prior to the penultimate Franchisee Year shall be calculated in accordance with paragraph 4.3 provided that, where the final Franchisee Year ended other than on 31 March, for the purpose of calculating $GDPR_2$ for the Franchisee Year immediately prior to the penultimate Franchisee Year the reference in paragraph 4.3(a) to "the GDP Index figure for the GDP Index Month which is published in the month which is 24 months after the month in which the GDP Index figure referred to in paragraph 4.3(b)(i) was published" shall be deemed to be a reference to "the GDP Index figure for the GDP Index Month which is last published prior to the end of the fifth Reporting Period after the end of the Franchise Period".

6. **Early Termination and survivorship**

- 6.1 Where this Franchise Agreement comes to an end other than through effluxion of time each of the payments referred to in paragraph 5 shall only be due to the extent that the Secretary of State notifies the Franchisee that the relevant payment is due.
- 6.2 Paragraphs 3.5, 4.4 and 5 of this Schedule 8.5 shall survive termination or expiry of the Franchise Agreement irrespective of the reason for such termination.

SCHEDULE 9

Changes

Introduction to Schedule 9

Schedule 9.1: Financial and Other Consequences of Change

Part A

Appendix 1: Summary Flow Chart

Appendix 2: Agreement or Determination of Revised Inputs

Annex to Appendix 2: Incentivising Long Term Investment

Part B

Appendix 1: Summary Flow Chart

Appendix 2: Agreement or Determination of Baseline Inputs and Change Inputs

Appendix 3: Agreement or Determination of Change Adjustment relating to Profit

Annex to Appendix 3: Incentivising Long Term Investment

Schedule 9.2: Identity of the Financial Model etc.

Part A

Part B

Schedule 9.3 Secretary of State Risk Assumptions

Schedule 9.4 Component of FAT: Definition of Threshold Amount

Schedule 9 – Introduction

1. In respect of a Change which occurs before or on the Project Completion Date (or any earlier date that the Secretary of State in his unfettered discretion shall specify by notice in writing to the Franchisee), Part A (and not Part B) of each of Schedule 9.1 and Schedule 9.2 shall apply.
2. Subject to paragraph 3, in respect of a Change which occurs after the Project Completion Date or any earlier date notified to the Franchisee pursuant to paragraph 1 above, Part B (and not Part A) of each of Schedule 9.1 and Schedule 9.2 shall apply.
3. Where:-
 - 3.1 there is an Aggregated Qualifying Change; and
 - 3.2 the first Change to occur which is to count towards that Aggregated Qualifying Change occurs prior to the Project Completion Date or any earlier date notified to the Franchisee pursuant to paragraph 1 above,

then Part A (and not Part B) of each of Schedule 9.1 and Schedule 9.2 shall apply in respect of each Change to be counted towards that Aggregated Qualifying Change.
4. Schedule 9.3 and 9.4 shall apply in respect of each Change.
5. For the purposes of paragraphs 1-4 (inclusive):-

“Project Completion Date” means the date on which the last of the Projects to Complete is completed;

“Project” means any and all of the following:-

 - (a) the Crossrail Programme;
 - (b) the Great Western Electrification Programme;
 - (c) the Intercity Express Project;

“Complete” means the date of completion of a Project notified by the Secretary of State to the Franchisee which date shall be regarded as being the date of completion notwithstanding (without limitation) the fact that further or additional works may be continuing to be carried out or the relevant output specifications of the Project may not have been achieved on such date

and **“Completed”** shall be interpreted accordingly.

SCHEDULE 9.1

Part A

1. Purpose and Application of Schedule

1.1 This Schedule 9.1 sets out:

- (a) the circumstances in which the occurrence of a Change will result in an adjustment to the Franchise Payments and/or the Benchmarks; and
- (b) the process by which that adjustment to the Franchise Payments and/or the Benchmarks will be determined and effected; and
- (c) provisions dealing with the responsibility for costs incurred by the Franchisee in connection with any audit of the Run of the Financial Model and its results.

1.2 Schedule 9.2 contains provisions dealing with the Financial Model which are relevant to the operation of this Schedule 9.1.

1.3 This Schedule 9.1 shall apply in relation to a Change where:

- (a) there are good reasons for considering that that Change will be a Qualifying Change or, with other Changes, part of an Aggregated Qualifying Change; and
- (b) the required notice(s) has/have been given in accordance with paragraph 1.4 (or the parties have agreed that this Schedule 9.1 will apply and there should be a Run of the Financial Model and/or a Review of the Benchmarks even though the required notices have not been given).

1.4 The notice requirements are:

- (a) subject to paragraph 1.4(b), a party must have notified the other that it considers that the Change will be a Qualifying Change and that it requires a Run of the Financial Model and/or a review of the Benchmarks in respect of that Change:
 - (i) within 6 months of the notification or agreement of that Change if it is a Variation pursuant to paragraph 1.1 of Schedule 19 (Other Provisions); or
 - (ii) within 6 months of becoming aware of it, if it is any other type of Change; and
- (b) in the case of an Aggregated Qualifying Change, a party must have notified the other:
 - (i) after an individual Change occurs, within the time limits stated in 1.4(a)(i) or 1.4(a)(ii), that it reserves the right to count that Change towards an Aggregated Qualifying Change; and

- (ii) within 6 months of the occurrence of the last Change which that party considers will trigger an Aggregated Qualifying Change, that the party requires a Run of the Financial Model and/or a review of the Benchmarks in respect of the Changes comprised in that Aggregated Qualifying Change. The notice must identify each of the Changes included in the Aggregated Qualifying Change.

1.5 References in the remainder of this Schedule 9.1 and in Schedule 9.2 to a "Change" are to a Change in respect of which the requirements in paragraph 1.3 have been satisfied.

1.6 Appendix 1 (Summary Flow Chart) to this Schedule 9.1 contains a flow chart summary of the process described in this Schedule 9.1. This is for guidance only and if there are any inconsistencies between this flow chart and any other of the contents of Schedule 9, the latter shall apply.

2. **Timescales**

2.1 Where this Schedule 9.1 applies, any resulting restatement of the Annual Franchise Payment Components and/or the Benchmarks (as applicable) shall be made in accordance with this Schedule:

- (a) where it is reasonably practicable to do so, at least three Reporting Periods prior to the Change; or
- (b) where the timescale in 2.1(a) is not reasonably practicable, as soon as reasonably practicable after that.

2.2 If paragraph 2.1(b) applies and it is not reasonably practicable for the restatement of the Annual Franchise Payment Components to be made before the Change occurs, then paragraph 9 (Estimated Revisions) shall apply.

3. **How any adjustments to Franchise Payments will be established**

The adjustments, if any, to the Franchise Payments to be made in respect of any Change shall be established by:

- (a) establishing those Model Changes and/or Revised Inputs required to take account of the Change; then
- (b) applying those Model Changes and/or Revised Inputs to the Financial Model before performing a Run of the Financial Model to generate the New Results; then
- (c) restating the Annual Franchise Payment Components, by substituting the New Results for the Old Results (so that, to the extent that the New Results and the Old Results are different, this will result in an adjustment to the Franchise Payments)

in each case, subject to and in accordance with the terms more particularly described in this Schedule 9.1.

4. **How Model Changes and/or Revised Inputs will be established**

4.1 The parties shall agree or the Secretary of State shall reasonably determine the Revised Inputs and (if any) the Model Changes.

4.2 Revised Inputs means:

- (a) the data that the Financial Model utilised in order to produce the Old Results, as such data is recorded in the Financial Model released by the Secretary of State pursuant to either of paragraphs 2.1(d) or 2.2 of Schedule 9.2 (Identity of the Financial Model etc.) for the purposes of the Run of the Financial Model; but
- (b) amended, whether by way of increase, reduction or other alterations to such data, (if at all) only as the parties may agree or the Secretary of State may reasonably determine is required by the provisions of Appendix 2 to this Schedule 9.1 in respect of a Change.

4.3 **Model Changes** means: any changes that the parties may agree or the Secretary of State may reasonably determine are required to the Financial Model and/or the Operational Model, as released by the Secretary of State pursuant to either of paragraphs 2.1(d) or 2.2 of Schedule 9.2 (Identity of the Financial Model etc.), for the purposes of the Run of the Financial Model, as a consequence of and in order to give effect to the Revised Inputs.

4.4 The Secretary of State shall provide a written statement of the Revised Inputs and any Model Changes to the Franchisee for the purposes of paragraph 6 promptly after they have been agreed or determined.

5. **Changes to Benchmarks**

5.1 This paragraph 5 shall apply if either party has given notice to the other that it considers that a Change has or will have, in that party's reasonable opinion, a material effect on the risk of the Franchisee failing to satisfy the requirements of any Benchmark (whether in terms of increasing or reducing that risk).

5.2 Any notice pursuant to paragraph 5.1 shall be given as soon as reasonably practicable and in any event before the parties have agreed or the Secretary of State has reasonably determined the Revised Inputs in respect of the Change.

5.3 Where this paragraph 5 applies, the relevant Benchmarks shall be revised to the extent that such revision is reasonably considered to be appropriate to hold constant the risk of the Franchisee failing to satisfy the requirements of that Benchmark. The parties shall agree or the Secretary of State shall reasonably determine any such revision(s).

5.4 For the purposes of any revision to the Benchmarks under this paragraph 5, regard may be had to:

- (a) any relevant assumptions in the Record of Assumptions; and/or
- (b) the contents of an Operational Model; and/or
- (c) any other information

to the extent they are relevant to the consideration of whether a revision is reasonably considered to be appropriate to take account of the Change.

6. **Run of the Financial Model following agreement or determination of the Revised Inputs and Model Changes**

6.1 When the Revised Inputs and Model Changes (if any) are agreed or determined there shall be a Run of the Financial Model.

6.2 The Run of the Financial Model shall be performed after making any Model Changes and utilising the Revised Inputs and shall be performed by:

(a) the Franchisee promptly on receiving notification of the Revised Inputs and any Model Changes from the Secretary of State pursuant to paragraph 4.4 or within such period of time as the Secretary of State shall reasonably determine; or

(b) the Secretary of State if the Franchisee fails to do so. In these circumstances, the Franchisee shall reimburse to the Secretary of State the Secretary of State's costs of performing the Run of the Financial Model.

6.3 The party that performs the Run of the Financial Model pursuant to paragraph 6.2 shall provide the non performing party with a reasonable opportunity to be in attendance and shall promptly notify such other party of the New Results.

6.4 Where there is more than one Change, Runs of the Financial Model in respect of such Changes shall (unless otherwise agreed or the Secretary of State reasonably determines) be undertaken in the order in which such Changes occur. For this purpose, the order of occurrence will be determined by reference to the earliest date from which the Franchise Payments are reasonably expected to require adjustment as a result of the restatement of the Annual Franchise Payment Components triggered by a Change. This will be as agreed between the parties or in the absence of agreement be reasonably determined by the Secretary of State.

7. **Certification or Audit of the New Results**

7.1 The Secretary of State, as soon as reasonably practicable after receiving or generating the New Results pursuant to paragraph 6.2, shall either:

(a) certify to the Franchisee his approval of the New Results; or

(b) notify the Franchisee that he requires the Run of the Financial Model and its results to be audited by an independent auditor appointed by the Secretary of State with the approval (not to be unreasonably withheld) of the Franchisee.

7.2 For purposes of paragraph 7.1, the requirement for an audit is one that requires the auditor either to certify:

(a) that the New Results have been produced by applying the Revised Inputs (as provided to the Franchisee by the Secretary of State pursuant to paragraph 4.4) to the Financial Model after making the Model Changes (as provided to the Franchisee by the Secretary of State pursuant to paragraph 4.4); or

(b) the New Results themselves, by itself applying the Revised Inputs (as provided to the Franchisee by the Secretary of State pursuant to paragraph 4.4) to the Financial Model after making the Model Changes

(as provided to the Franchisee by the Secretary of State pursuant to paragraph 4.4).

7.3 The parties shall procure that any auditor is, as soon as reasonably practicable after his appointment, able to discharge the audit requirements.

7.4 The results as certified by the Secretary of State pursuant to paragraph 7.1 or by the auditor pursuant to paragraph 7.2 shall be final and binding on the parties, except in the case of manifest error.

7.5 The Secretary of State may stipulate (on or before the date on which the Secretary of State approves or the auditor certifies the results of the Run of the Financial Model) in respect of a Change that the restated Annual Franchise Payment Components are to apply for a limited period of time only ("the Initial Period"), with provision thereafter, if appropriate, for a further Run of the Financial Model with new Revised Inputs and/or Model Changes based on information available at that time.

8. Restatement of Annual Franchise Payment Components and/or Benchmarks

8.1 When the New Results have been certified by the Secretary of State or the auditor in accordance with paragraph 7 then:

(a) [Subject to paragraph 8.4,] if:

(i) there is any difference between the Old Results and the New Results; and

(ii) the New Results are such that the Change:

(1) meets the criteria for a Qualifying Change; or

(2) with other Changes meets the criteria for an Aggregated Qualifying Change

the Annual Franchise Payment Components shall be restated in the amounts of the New Results; and

(b) if any changes to the Benchmarks have been agreed or determined in accordance with paragraph 5, the Benchmarks shall be restated to give effect to those changes.

8.2 Subject to paragraph 8.3, the restatement of the Annual Franchise Payment Component shall have effect on and from the date on which the Secretary of State or the auditor certifies the results of the Run of the Financial Model.

8.3 If and to the extent that:

(a) the application of the New Results in respect of the then current or any earlier Franchisee Year would, result in any change to the amount of any payments already made between the Secretary of State and the Franchisee; and

(b) that change in payments is not already taken into account in any Reconciliation Amount payable pursuant to paragraph 9.9,

then a reconciliation payment shall be paid by the Franchisee or the Secretary of State (as the case may be). The payment shall be made on the first Payment Date after agreement or determination of the amount of the reconciliation payment required (or if there is no such Payment Date, within 14 days after such agreement or determination).

8.4 ³⁵Where the operation of paragraph 8.1(a) would (but for this paragraph) result in the restatement of the "RRPI" Annual Franchise Component then the restatement of the Annual Franchise Payment Components will be subject to adjustment in accordance with the principles described in paragraph 8.5. The purpose of the principles is to ensure that:-

- (a) increases in revenue will fall outside of the GDP adjustment mechanism provided for in Schedules 8.1 (Franchise Payments) and 8.5 (GDP Adjustment Payments) by being reflected in the "ChRRPI" rather than the "RRPI" Annual Franchise Payment Component; and
- (b) decreases in revenue will be taken into account in that GDP adjustment mechanism by being reflected in the "RRPI" Annual Franchise Payment Component, but on a basis which takes into account and nets off any prior increases in revenue previously reflected in the "ChRRPI" Annual Franchise Payment Component.

8.5 The principles are:

- (a) where the effect of the relevant Change is to increase revenues, such that for "RRPI" the New Result is greater than the Old Result (the difference being for this purpose "the Revenue Increase Delta"):-
 - (i) there will be no change in the "RRPI" Annual Franchise Payment Component (i.e. it will be restated in the amount of the Old Result); and
 - (ii) the "ChRRPI" Annual Franchise Payment Component will be restated in an amount which is equal to:-

the amount of the "ChRRPI" Annual Franchise Payment Component immediately prior to the relevant restatement (the "ChRRPI Current Level")

plus

the amount of the Revenue Increase Delta;
- (b) where the effect of the relevant Change is to decrease revenues, such that for "RRPI" the New Result is lower than the Old Result (the difference being for this purpose the "Revenue Decrease Delta") then:
 - (i) the "RRPI" Annual Franchise Payment Component will be restated in the amount of the New Result, as provided for in paragraph 8.1(a); and

³⁵ These paragraphs assume that the Financial Model will not contain the mechanism which will generate the ChRRPI values. If the Financial Model will be configured to generate the values of ChRRPI (and RRPI) in accordance with these principles then these provisions can be deleted.

- (ii) there will be no adjustment to the "ChRRPI" Annual Franchise Payment Component

unless, immediately prior to the relevant restatement, the amount of the ChRRPI Current Level:-

- (iii) is greater than or equal to the amount of the Revenue Decrease Delta. In those circumstances:-

- (A) the "ChRRPI" Annual Franchise Payment Component will be restated in an amount which is equal to the ChRRPI Current Level less the Revenue Decrease Delta; and

- (B) there will be no change in the "RRPI" Annual Franchise Payment Component; or

- (iv) is less than the amount of the Revenue Decrease Delta but is greater than zero. In those circumstances:-

- (A) the "ChRRPI" Annual Franchise Payment Component will be restated at zero (the difference between the ChRRPI Current Level and zero being "the ChRRPI Reduction"); and

- (B) the "RRPI" Annual Franchise Payment Component will be restated in an amount equivalent to:-

$X - (RDD - \text{the ChRRPI Reduction})$

Where:-

X is the amount of the RRPI Annual Franchise Payment Component immediately prior to the relevant restatement; and

RDD is the Revenue Decrease Delta.

8.6 Although for the purposes of the table in the Appendix to Schedule 8.2 (Annual Franchise Payments) the "RRPI" and "ChRRPI" Annual Franchise Components are shown presentationally as negative numbers, for the purposes of making the adjustments referred to in paragraph 8.5, they will be regarded as positive numbers. Once the adjustments are made the amounts will be presented in the table as negative numbers as required by that Appendix.

9. **Estimated Revisions**

9.1 This paragraph 9 applies where there is or is to be a Change before there is a Run of the Financial Model in respect of it. It provides a mechanism for interim adjustments in Franchise Payments pending the final agreement or determination of those adjustments under this Schedule.

9.2 Where this paragraph 9 applies, the Secretary of State shall make the Estimated Revisions described in paragraph 9.3:

- (a) if the Franchisee requests the Secretary of State to do so at the same time as requesting a Run of the Financial Model in respect of the Change under paragraph 1.4; or
 - (b) if the Secretary of State otherwise agrees or chooses (in his discretion) to do so.
- 9.3 The Estimated Revisions are the Secretary of State's estimates of the New Results which will apply once the process in paragraphs 4 - 8 of this Schedule 9.1 has been completed in respect of the Change. For the avoidance of doubt, Revised Inputs are not made in order to generate or take account of the Estimated Revisions.
- 9.4 The estimates referred to in paragraph 9.3 will be such estimates as the Secretary of State, acting reasonably, makes having regard to the time and the information available to him at the time the estimates fall to be made provided always that it is acknowledged that:
 - (a) the purpose of the estimates is to enable some provision to be made in respect of adjustments to the Annual Franchise Payment Components before full information about the Change is available and/or full consideration of the nature and extent of Revised Inputs and/or Model Changes has been undertaken;
 - (b) it may not be reasonably practicable in all circumstances for the Secretary of State to take into account in such an estimate all actual or potential impacts of a Change. Where the Secretary of State is aware that there are any such actual or potential impacts which he has not taken into account, he shall notify the Franchisee of them when notifying the Estimated Revisions pursuant to paragraph 9.2; and
 - (c) the Secretary of State shall be entitled to adjust any Estimated Revision notified pursuant to paragraph 9.2 to the extent he reasonably considers appropriate if at any time:
 - (i) the Secretary of State becomes aware of any new or revised information which would, if it had been available to him at the time he made his original estimate, have resulted in him making a different Estimated Revision; and
 - (ii) it is reasonable to revise the Estimated Revision having regard to the likely period of delay prior to the Run of the Financial Model in respect of the relevant Change.
- 9.5 In the circumstances described in paragraph 9.2 and paragraph 9.4(c) the Annual Franchise Payment Components shall be restated in the amounts and values of the Estimated Revisions, and Franchise Payments shall be paid accordingly until the Run of the Financial Model has taken place and its results have been put into effect.
- 9.6 The Secretary of State shall use all reasonable endeavours to notify the Franchisee of the Estimated Revisions required by paragraph 9.2 at least two Reporting Periods before he considers the Change is likely to occur. If, having exercised all reasonable endeavours, the Secretary of State cannot provide two Reporting Periods' notice, he shall provide such notification as soon as reasonably practicable afterwards.

- 9.7 The restatement of the Annual Franchise Payment Components referred to in paragraph 9.5 shall have effect on and from:-
- (a) the date on which the Secretary of State notifies the Franchisee of the Estimated Revisions; or
 - (b) such other date as the Secretary of State, acting reasonably, may notify the Franchisee as the date on which the Secretary of State considers the Estimated Revisions should reasonably take effect, consistent with the matters taken into account by the Secretary of State in estimating the Estimated Revisions.
- 9.8 No estimate made by the Secretary of State pursuant to this paragraph 9 shall prejudice the Secretary of State's subsequent determination of any Revised Input or Model Change pursuant to paragraph 4.
- 9.9 Subject to paragraph 9.10, where adjustments to Franchise Payments have resulted from the operation of paragraph 9.5. then, as soon as reasonably practicable after the certification of the New Results following the related Run of the Financial Model, the parties shall agree or the Secretary of State shall reasonably determine the difference (the Reconciliation Amount) between:
- (a) the total amount of Franchise Payments paid or to be paid to which adjustments have been made pursuant to the operation of paragraph 9.5; and
 - (b) the total amount of the Franchise Payments, as determined by that Run of the Financial Model, in respect of the same period as the period over which the adjusted Franchise Payments referred to in paragraph 9.9(a) have been paid/or are to be paid.
- 9.10 If a Change is agreed or determined not to be a Qualifying Change or not to be part of an Aggregated Qualifying Change with or without any Run of the Financial Model having been performed, the Reconciliation Amount shall be the total amount of the adjustments to Franchise Payments which have resulted from the operation of paragraph 9.5.
- 9.11 The Reconciliation Amount shall be paid:
- (a) by the Franchisee to the Secretary of State where the Estimated Revisions resulted in an overpayment of Franchise Payments by the Secretary of State to the Franchisee or an underpayment of Franchise Payments by the Franchisee to the Secretary of State compared with:
 - (i) the amount of the Franchise Payments described in paragraph 9.9(b); or
 - (ii) where paragraph 9.10 applies, the amount of the unrestated Franchise Payments over the same period; and
 - (b) by the Secretary of State to the Franchisee where the Estimated Revisions resulted in an underpayment of Franchise Payments by the Secretary of State to the Franchisee or an overpayment of Franchise Payments by the Franchisee to the Secretary of State compared with:
 - (i) the amount of the Franchise Payments described in paragraph 9.9(b); or

- (ii) were paragraph 9.10 applies, the amount of the unrestated Franchise Payments over the same period.

In either case, such payment shall be made on the first Payment Date after agreement or determination (or if none, within 14 days after such agreement or determination).

10. Information

The Franchisee shall promptly, having regard to the other timescales anticipated in this Schedule 9.1, provide to the Secretary of State such information as the Secretary of State may request for the purpose of enabling the Secretary of State to exercise his rights and comply with his obligations pursuant to this Schedule 9.1.

11. Costs

11.1 This paragraph deals with the costs incurred by the Franchisee in connection with any audit required by the Secretary of State pursuant to paragraph 7.

11.2 The costs of any audit required under paragraph 7.1(b) shall be met by the Secretary of State subject to the following:

- (a) the costs of the audit shall be met entirely by the Franchisee:-
 - (i) *[specify other circumstances i.e. other than those already set out in (ii)(A) and (B) below]*³⁶; and
 - (ii) in the case of a Change falling within any of the following sub-paragraphs within the definition of Change:
 - (A) an event set out in any Secretary of State Risk Assumption specified in Schedule 9.3 (Secretary of State Risk Assumptions); and
 - (B) a Charge Variation;
- (b) where paragraph 11.2(a) does not apply, the Secretary of State shall only be responsible for the reasonable costs of the Franchisee in connection with the audit, and the Franchisee shall comply with the Secretary of State's reasonable directions in connection with the audit which may include a requirement for a competitive tender for the appointment of the auditor.

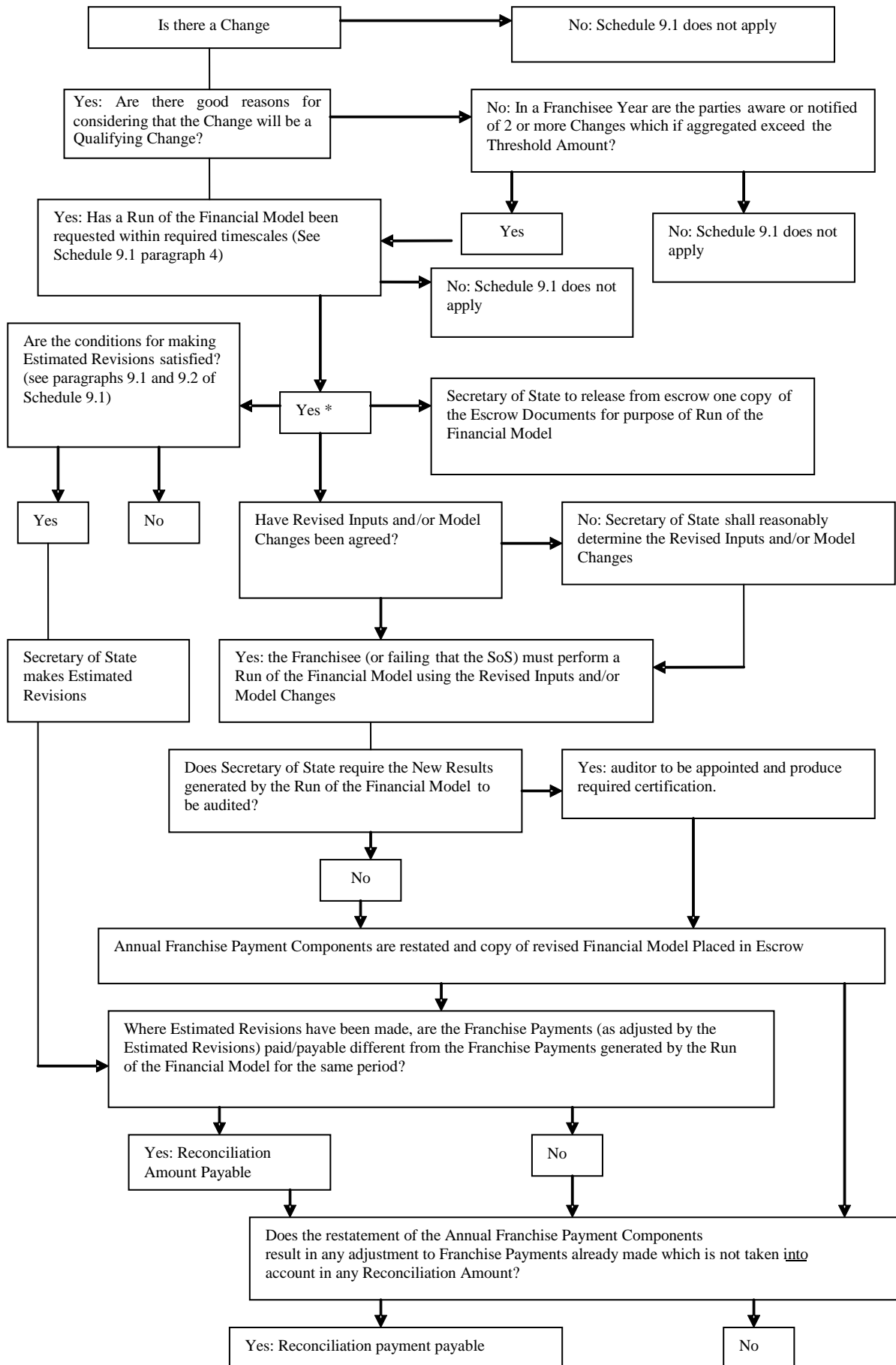
³⁶ Bidders to populate.

APPENDIX 1 TO SCHEDULE 9.1

Summary Flow Chart

See next page

This summary is for guidance only. If there are any inconsistencies with the other contents of Schedule 9.1 or 9.2 (including any Appendix), those other contents shall apply.



* Note: that in these circumstances, either party may serve notice (before Revised Inputs in respect of the Change are agreed or determined) that it considers a Change has or will have a material effect on the risk of the Franchisee failing to satisfy the requirements of a Benchmark - See Schedule 9 paragraph 5.

APPENDIX 2 TO SCHEDULE 9.1

Agreement or Determination of Revised Inputs

1. The parties shall agree or the Secretary of State shall reasonably determine the Revised Inputs that are required in respect of a Change:
 - (a) on the basis of the general adjustments and/or assumptions referred to in paragraph 2;
 - (b) on the basis of the assumptions in the Record of Assumptions as added to and/or amended (if at all) in accordance with paragraph 3;
 - (c) so as to provide for Traction Electricity Charges in accordance with paragraph 4;
 - (d) so as to provide for profit in accordance with paragraph 5; and
 - (e) so as to give effect to the provisions of paragraph 6 in relation to indexation,

provided that if there is any inconsistency between the assumptions in the Record of Assumptions described in paragraph (b) above and any other of the requirements of this paragraph 1, those other requirements shall prevail, unless the Secretary of State (acting reasonably) otherwise elects.

2. **General Adjustments/Assumptions**

- 2.1 Revised Inputs are to be agreed between the parties or reasonably determined by the Secretary of State on the basis that:
 - (a) any increase in costs relating to a Change; and/or
 - (b) any reduction in revenues relating to a Change,

that is attributable to any activities, actions or omissions of the Franchisee which are not permitted under, or would otherwise constitute a contravention of, the terms of the Franchise Agreement, is to be disregarded.

- 2.2 Revised Inputs are to be agreed between the parties or reasonably determined by the Secretary of State on the basis that:
 - (a) any reduction in costs relating to a Change; and/or
 - (b) any increase in revenues relating to a Change,

that is attributable to any activities, actions or omissions of the Franchisee which are not permitted under, or would otherwise constitute a contravention of, the terms of the Franchise Agreement, is to be taken into account.

- 2.3 Revised Inputs are also to be agreed between the parties or reasonably determined by the Secretary of State on the basis that:
 - (a) the Franchisee will use all reasonable endeavours to:

(i) reduce any costs that may arise or income that may be foregone; and

(ii) increase any revenue that may arise and avoid any cost that may be avoided,

as a consequence of a Change; and

(b) any requirement for borrowing in respect of Capital Expenditure by the Franchisee is dealt with in accordance with paragraph 2 of Schedule 19 (Other Provisions).

2.4 Where and as directed to do so by the Secretary of State (acting reasonably) the Franchisee shall undertake one or more competitive tendering exercises for the purposes of ascertaining the likely level of any costs relating to a Change which are relevant to a Revised Input.

3. **Assumptions in the Record of Assumptions**

3.1 The parties shall (unless to do so would be contrary to paragraph 2) agree or the Secretary of State shall reasonably determine Revised Inputs that are in accordance with the assumptions that are contained in the Record of Assumptions, as added to or modified pursuant to paragraph 3.2 or paragraph 3.3.

3.2 Where the Secretary of State reasonably considers that the assumptions contained in the Record of Assumptions are ambiguous or that additional assumptions are required in relation to circumstances not dealt with by the assumptions in the Record of Assumptions, the parties shall agree or the Secretary of State shall reasonably determine the assumptions or additional assumptions to be utilised for this purpose.

3.3 Where the Secretary of State reasonably considers that:

(a) a Change is likely to result in an increase in either or both of the costs of the Franchisee and the revenues of the Franchisee; and

(b) an assumption relevant to the Change contained in the Record of Assumptions does not accord with what would be achievable by, or experienced by, an economic and efficient franchisee,

then the parties shall agree or the Secretary of State shall reasonably determine a modification to the assumption so that, as modified, it does accord with what would be achievable by, or experienced by, an economic and efficient franchisee.

4. **Traction Electricity Charges**

4.1 This paragraph 4 applies only in relation to Charge Variations.

4.2 In determining Change Inputs, no adjustment to Baseline Inputs shall be made in respect of a Charge Variation to the extent that Charge Variation relates, directly or indirectly and however it may be effected, to the Traction Electricity Charge payable by the Franchisee pursuant to any Track Access Agreement. For this purpose (and subject to clause 1.1(I) of this Agreement), the Traction Electricity Charge is the component of the Track Charges identified as such in any Track Access Agreement or any similar arrangement under which the

Franchisee pays for traction current consumed by rolling stock vehicles operated by or on behalf of the Franchisee.

5. Revised Input for Profit

5.1

- (a) Where a Change is forecast to result in an increase to the Franchisee's revenue in a Franchisee Year, the parties shall agree or the Secretary of State shall reasonably determine Revised Inputs in relation to profit that provide for an increase in the amount of profit in any Franchisee Year equal to [*insert percentage agreed profit margin*]³⁷ of the forecast increase in revenue for that Franchisee Year; and/or
- (b) Where a Change is forecast to result in a reduction in the Franchisee's revenue in a Franchisee Year, the parties shall agree or the Secretary of State shall reasonably determine Revised Inputs in relation to profit that provide for a decrease in the amount of profit in any Franchisee Year equal to the lower of:
 - (i) the percentage specified in Paragraph 5.1(a); or
 - (ii) the average profit margin in the current Business Plan for the remaining Franchise Term,of the forecast reduction in revenue for that Franchisee Year.

5.2 In agreeing or determining Revised Inputs in relation to profit in respect of any Change, the parties or the Secretary of State shall effect such change (if any) in the amount attributable to profit in paragraph 5.1 as they agree or the Secretary of State reasonably determines to reflect:

- (a) the risk for the Franchisee in continuing to operate the Franchise on the terms of the Franchise Agreement after and as a result of the Change; and
- (b) the likelihood of:
 - (i) material benefit from such Change arising after expiry of the Franchise Term; and
 - (ii) material detriment from such Change arising prior to the expiry of the Franchise Term.

5.3 In agreeing or determining Revised Inputs for the purposes of any Protected Proposal, the parties or the Secretary of State shall effect such change (if any) to the amount attributable to profit as they agree or the Secretary of State reasonably determines:

- (a) fairly rewards the Franchisee for proposing the Protected Proposal; and
- (b) reasonably incentivises the Franchisee to propose further Protected Proposals

³⁷

Bidders to populate.

by sharing with the Franchisee a reasonable amount of the additional profit that is expected to arise from implementing the Protected Proposal.

- 5.4 The Annex (Incentivising Long Term Investment) to this Appendix 2 sets out the Secretary of State's guidance on how he approaches incentivising long term investment. Nothing in this Annex is intended to limit or be limited by, the provisions of paragraph 2.2 of Schedule 14.4 (Designation of Franchisee Assets).

6. **Indexation**

In agreeing or determining Revised Inputs, the parties shall apply the following principles in connection with indexation. For each relevant item of data in the Financial Model in respect of which a Revised Input is agreed or determined to be required:

- (a) the parties shall agree or the Secretary of State shall reasonably determine, having regard to the particular facts of the Change, the base date at which that item is priced; and
- (b) that item shall be deflated by reference to the original base date and index (if any) relevant to that item in the Financial Model.

7. **Efficiency Benefit Share**

No Revised Inputs will be made to reflect:

- (a) any amount payable by or to the Franchisee in respect of Efficiency Benefit Share; or
- (b) any change in the basis on which Efficiency Benefit Share is calculated or is to be paid (including any change which may require amounts in respect of Efficiency Benefit Share to be payable by as well as payable to the Franchisee).

For this purpose (and subject to Clause 1.1(I) of this Agreement), Efficiency Benefit Share is the component of Track Charges identified as such in any Track Access Agreement or similar arrangement under which benefits of any outperformance of efficiency targets (or risk of failure to achieve efficiency targets) are to be shared between Network Rail and train operators.

ANNEX TO APPENDIX 2 TO SCHEDULE 9.1

Incentivising Long Term Investment

This Appendix sets out the Secretary of State's guidance on how he approaches incentivising long term investment.

1. The Secretary of State wishes to encourage the Franchisee to:
 - (a) improve the efficiency;
 - (b) reduce the cost; and
 - (c) enhance the revenue earning potential of the delivery of services to passengers,from the commencement of the Franchise, through the Franchise Term and into the successor franchises.
2. It is recognised however, that the Franchise Term may be perceived to be a barrier to undertaking investment or change programmes where:
 - (a) the time scale for implementation limits the benefit to the Franchisee; or
 - (b) the business case for such investment or change has a payback period longer than the Franchise Term.
3. In this context investment or change may be considered to encompass:
 - (a) capital investments undertaken solely by the Franchisee;
 - (b) capital investments undertaken by the Franchisee in association with others;
 - (c) total or partial substitution of certain train services by bus services where an enhanced service level could be provided for reduced cost or where the provision of bus services improves the overall capacity of the network or delivers other benefits;
 - (d) changes in working practices of the Franchisee's employees;
 - (e) changes in the contracted roles and responsibilities between the Franchisee and its major suppliers; and
 - (f) operational changes.
4. Accordingly, the Franchisee is encouraged to propose schemes that seek to achieve the objectives set out in paragraph 1 for consideration by the Secretary of State during the Franchise Term.
5. In considering the Franchisee's proposals for any investment or change proposed to be undertaken, the Secretary of State will recognise:
 - (a) the capital cost and proposed payment profile;

- (b) legitimate costs of the Franchisee in developing, procuring, delivering and project managing the project;
- (c) the life of any capital assets and the duration of the benefits stream arising;
- (d) the remaining Franchise Term and the projected payback period;
- (e) the benefits associated with undertaking the investment early rather than waiting until the Franchise is re-let;
- (f) the risks of cost overrun or under performance of the projected benefits;
- (g) a profit element for undertaking the project commensurate with the risks of the proposed project; and
- (h) alternative benefit sharing arrangements which could be based on:
 - (i) a capital lump sum when the expenditure is incurred;
 - (ii) an enhanced Franchise Payment over the Franchise Term;
 - (iii) a balloon payment on expiry of the Franchise which allocates a proportion of future benefits to the Franchisee;
 - (iv) an ongoing payment if the benefits materialise after the Franchise Term; and/or
 - (v) any combination of any of paragraphs 5(h)(i) to (h)(iv) inclusive.

6. In evaluating the Franchisee's proposals for any investment or change proposed to be undertaken and to enable best value for money to be obtained from third party financiers, the Secretary of State shall also give consideration to the appropriateness of the provision, by the Secretary of State, of an undertaking (or other form of comfort) pursuant to Section 54 of the Act.

SCHEDULE 9.1

Financial and Other Consequences of Change

Part B

1. Purpose and Application of Schedule

1.1 This Schedule 9.1 sets out:

- (a) the circumstances in which the occurrence of a Change will result in an adjustment to the Franchise Payments and/or the Benchmarks; and
- (b) the process by which that adjustment to the Franchise Payments and/or the Benchmarks will be determined and effected; and
- (c) provisions dealing with the responsibility for costs incurred by the Franchisee in connection with any audit of a Change Model and its results.

1.2 Schedule 9.2 contains provisions dealing with the Financial Model and Change Models which are relevant to the operation of this Schedule 9.1.

1.3 This Schedule 9.1 shall apply in relation to a Change where:

- (a) there are good reasons for considering that that Change will be a Qualifying Change or, with other Changes, part of an Aggregated Qualifying Change; and
- (b) the required notice(s) has/have been given in accordance with paragraph 1.4 (or the parties have agreed that this Schedule 9.1 will apply and there should be a Franchise Payment Recalculation and/or a review of the Benchmarks even though the required notices have not been given).

1.4 The notice requirements are:

- (a) subject to paragraph 1.4(b), a party must have notified the other that it considers that the Change will be a Qualifying Change and that it requires a Franchise Payment Recalculation and/or a review of the Benchmarks in respect of that Change:
 - (i) within six months of the notification or agreement of that Change if it is a Variation pursuant to paragraph 1.1 of Schedule 19 (Other Provisions); or
 - (ii) within six months of becoming aware of it, if it is any other type of Change; and
- (b) in the case of an Aggregated Qualifying Change, a party must have notified the other:
 - (i) after an individual Change occurs, within the time limits stated in 1.4(a)(i) or 1.4(a)(ii), that it reserves the right to count that Change towards an Aggregated Qualifying Change; and

- (ii) within six months of the occurrence of the last Change which that party considers will trigger an Aggregated Qualifying Change, that the party requires a Franchise Payment Recalculation and/or a review of the Benchmarks in respect of the Changes comprised in that Aggregated Qualifying Change. The notice must identify each of the Changes included in the Aggregated Qualifying Change.

1.5 References in the remainder of this Schedule 9.1 and in Schedule 9.2 (Identity of the Financial Model etc) to a "Change" are to a Change in respect of which the requirements in paragraph 1.3 have been satisfied.

1.6 Appendix 1 (Summary Flow Chart) to this Schedule 9.1 contains a flow chart summary of the process described in this Schedule 9.1. This is for guidance only and if there are any inconsistencies between this flow chart and any other of the contents of Schedule 9 (Changes), the latter shall apply.

2. **Timescales**

2.1 Where this Schedule 9.1 applies, any resulting restatement of the Annual Franchise Payment Components and/or the Benchmarks (as applicable) shall be made in accordance with this Schedule:

- (a) where it is reasonably practicable to do so, at least three Reporting Periods prior to the Change; or
- (b) where the timescale in 2.1(a) is not reasonably practicable, as soon as reasonably practicable after that.

2.2 If paragraph 2.1(b) applies and it is not reasonably practicable for the restatement of the Annual Franchise Payment Components to be made before the Change occurs, then paragraph 9 (Estimated Revisions) shall apply.

3. **How any adjustments to Franchise Payments will be established**

The adjustments, if any, to the Franchise Payments to be made in respect of any Change shall be established by:

- 3.1 establishing a Change Model in respect of the Change;
- 3.2 establishing Baseline Inputs and Change Inputs in respect of the Change;
- 3.3 applying the Baseline Inputs and the Change Inputs to the Change Model before a Run of the Change Model to generate the Baseline Totals and the Change Totals;
- 3.4 using the Baseline Totals and Change Totals to calculate the Change Adjustment (if any) required for each Annual Franchise Payment Component; and
- 3.5 adjusting each Annual Franchise Payment Component by the amount of the corresponding Change Adjustment,

in each case, subject to and in accordance with the terms more particularly described in this Schedule 9.1.

4. **How Change Models, Baseline Inputs and Change Inputs will be established**

4.1 The parties shall agree or the Secretary of State shall reasonably determine the Change Model, the Baseline Inputs and the Change Inputs.

4.2 "Change Model" means a financial model which is:

- (a) incremental to but separate from the Financial Model;
- (b) created for the purpose of the Change;
- (c) capable of generating the Baseline Totals and the Change Totals once populated with the Baseline Inputs and the Change Inputs;
- (d) constructed in substantially the same form as the Financial Model but amended only as required as a consequence of and in order to give effect to the Baseline Inputs and/or the Change Inputs; and
- (e) without limiting paragraph 4.2(c) capable of giving effect to the indexation principles described in paragraph 6 of Appendix 2 (Agreement or Determination of Baseline Inputs and Change Inputs) to this Schedule 9.1 and paragraph 4 of Appendix 3 to this Schedule 9.1,

and which is in such form as the parties may agree or the Secretary of State may reasonably determine.

4.3 Baseline Inputs means such data to be included in the Change Model as the parties may agree or the Secretary of State may reasonably determine is required by the provisions of paragraph 1 of Appendix 2 (Agreement or Determination of Baseline Inputs and Change Inputs) to this Schedule 9.1.

4.4 Change Inputs means:

- (a) the Baseline Inputs; but
- (b) amended, whether by way of increase, reduction or other alterations to such data (if at all) only as the parties may agree or the Secretary of State may reasonably determine is required by the provisions of paragraphs 2 to 6 (inclusive) of Appendix 2 (Agreement or Determination of Baseline Inputs and Change Inputs) to this Schedule 9.1 in respect of the Change.

4.5 The Secretary of State shall provide to the Franchisee written notice confirming the form of the Change Model and confirming the Baseline Inputs and the Change Inputs promptly after they have been agreed or determined.

5. **Changes to Benchmarks**

5.1 This paragraph 5 shall apply if either party has given notice to the other that it considers that a Change has or will have, in that party's reasonable opinion, a material effect on the risk of the Franchisee failing to satisfy the requirements of any Benchmark (whether in terms of increasing or reducing that risk).

5.2 Any notice pursuant to paragraph 5.1 shall be given as soon as reasonably practicable and in any event before the parties have agreed or the Secretary of State has reasonably determined the Change Inputs in respect of the Change.

5.3 Where this paragraph 5 applies, the relevant Benchmarks shall be revised to the extent that such revision is reasonably considered to be appropriate to hold constant the risk of the Franchisee failing to satisfy the requirements of that Benchmark. The parties shall agree or the Secretary of State shall reasonably determine any such revision(s).

5.4 For the purposes of any revision to the Benchmarks under this paragraph 5, regard may be had to:

- (a) any relevant assumptions in the Record of Assumptions; and/or
- (b) the contents of the Operational Model and any Change Operation Model (as defined in paragraph 1.2 of Schedule 9.2 (Identity of Financial Model etc)); and/or
- (c) any other information

to the extent they are relevant to the consideration of whether a revision is reasonably considered to be appropriate to take account of the Change.

6. **Run of the Change Model following agreement or determination of the Change Model, the Baseline Inputs and the Change Inputs**

6.1 When the Change Model, Baseline Inputs and Change Inputs are agreed or determined there shall be a Run of the Change Model.

6.2 The Run of the Change Model shall be performed utilising the Baseline Inputs and Change Inputs and shall be performed by:

- (a) the Franchisee promptly on receiving notification of the form of Change Model and of the Baseline Inputs and Change Inputs from the Secretary of State pursuant to paragraph 4.5 or within such period of time as the Secretary of State shall reasonably determine; or
- (b) the Secretary of State if the Franchisee fails to do so. In these circumstances, the Franchisee shall reimburse to the Secretary of State the Secretary of State's costs of performing the Run of the Change Model.

6.3 The party that performs the Run of the Change Model pursuant to paragraph 6.2 shall provide the non performing party with a reasonable opportunity to be in attendance and shall promptly notify such other party of the Baseline Totals and the Change Totals.

6.4 Where there is more than one Change, respective Runs of the Change Models in respect of such Changes shall (unless otherwise agreed or the Secretary of State reasonably determines) be undertaken in the order in which such Changes occur. For this purpose, the order of occurrence will be determined by reference to the earliest date from which the Franchise Payments are reasonably expected to require adjustment as a result of the restatement of the Annual Franchise Payment Components triggered by a Change. This will be as agreed between the parties or in the absence of agreement be reasonably determined by the Secretary of State.

7. Certification or Audit of the Baseline Totals and Change Totals

7.1 The Secretary of State, as soon as reasonably practicable after receiving or generating the Baseline Totals and Change Totals pursuant to paragraph 6.2, shall either:

- (a) certify to the Franchisee his approval of the Baseline Totals and Change Totals; or
- (b) notify the Franchisee that he requires the Run of the Change Model and its results to be audited by an independent auditor appointed by the Secretary of State with the approval (not to be unreasonably withheld) of the Franchisee.

7.2 For purposes of paragraph 7.1, the requirement for an audit is one that requires the auditor either to certify:

- (a) that the Baseline Totals and Change Totals have been produced by applying the Baseline Inputs and Change Inputs (as provided to the Franchisee by the Secretary of State pursuant to paragraph 4.5) to the Change Model (as provided to the Franchisee by the Secretary of State pursuant to paragraph 4.5); or
- (b) the Baseline Totals and Change Totals themselves, by itself applying the Baseline Inputs and Change Inputs (as provided to the Franchisee by the Secretary of State pursuant to paragraph 4.5) to the Change Model (as provided to the Franchisee by the Secretary of State pursuant to paragraph 4.5).

7.3 The parties shall procure that any auditor is, as soon as reasonably practicable after his appointment, able to discharge the audit requirements.

7.4 The results as certified by the Secretary of State pursuant to paragraph 7.1 or by the auditor pursuant to paragraph 7.2 shall be final and binding on the parties, except in the case of manifest error.

7.5 The Secretary of State may stipulate (on or before the date on which the Secretary of State approves or the auditor certifies the results of the Run of the Change Model) in respect of a Change that the restated Annual Franchise Payment Components introduced pursuant to paragraph 8 are to apply for a limited period of time only, with provision thereafter, if appropriate, for a further Run of the Change Model with new Baseline Inputs and/or Change Inputs based on information available at that time.

8. Restatement of the Annual Franchise Payment Components and/or Benchmarks

8.1 When the Baseline Totals and Change Totals have been certified by the Secretary of State or the auditor in accordance with paragraph 7 then:

- (a) the Secretary of State shall promptly provide a written statement to the Franchisee of the value of:
 - (i) each Change Adjustment; and
 - (ii) each Annual Franchise Payment Component as adjusted (if at all) by the corresponding Change Adjustment;

- (b) if:
 - (i) there is any difference between the Old Values and the New Values; and
 - (ii) the New Values are such that the Change:
 - (1) meets the criteria for a Qualifying Change; or
 - (2) with other Changes meets the criteria for an Aggregated Qualifying Change,

then the Annual Franchise Payment Components shall be restated in the amounts of the New Values; and

- (c) if any changes to the Benchmarks have been agreed or determined in accordance with paragraph 5, the Benchmarks shall be restated to give effect to those changes.

8.2 Subject to paragraph 8.3, the restatement of the Annual Franchise Payment Components shall have effect on and from the date on which the Secretary of State or the auditor certifies the results of the Run of the Change Model.

8.3 If and to the extent that:

- (a) the application of the New Values in respect of the then current or any earlier Franchisee Year would result in any change to the amount of any payments already made between the Secretary of State and the Franchisee; and
- (b) that change in payments is not already taken into account in any Reconciliation Amount payable pursuant to paragraph 9.9

then a reconciliation payment shall be paid by the Franchisee or the Secretary of State (as the case may be). The payment shall be made on the first Payment Date after agreement or determination of the amount of the reconciliation payment required (or if there is no such Payment Date, within 14 days after such agreement or determination).

9. **Estimated Revisions**

9.1 This paragraph 9 applies where there is or is to be a Change before there is a Run of the Change Model in respect of it. It provides a mechanism for interim adjustments in Franchise Payments pending the final agreement or determination of those adjustments under this Schedule.

9.2 Where this paragraph 9 applies, the Secretary of State shall make the Estimated Revisions described in paragraph 9.3 below:

- (a) if the Franchisee requests the Secretary of State to do so at the same time as requesting a Franchise Payment Recalculation in respect of the Change under paragraph 1.4; or
- (b) if the Secretary of State otherwise agrees or chooses (in his discretion) to do so.

- 9.3 The Estimated Revisions are the Secretary of State's estimates of the New Values which will apply once the process in paragraphs 4 to 8 of this Schedule 9.1 has been completed in respect of the Change.
- 9.4 The estimates referred to in paragraph 9.3 will be such estimates as the Secretary of State, acting reasonably, makes having regard to the time and the information available to him at the time the estimates fall to be made provided always that it is acknowledged that:
- (a) the purpose of the estimates is to enable some provision to be made in respect of adjustments to the Annual Franchise Payment Components before full information about the Change is available and/or full consideration of the nature and extent of the Baseline Inputs and the Change Inputs has been undertaken;
 - (b) it may not be reasonably practicable in all circumstances for the Secretary of State to take into account in such an estimate all actual or potential impacts of a Change. Where the Secretary of State is aware that there are any such actual or potential impacts which he has not taken into account, he shall notify the Franchisee of them when notifying the Estimated Revisions pursuant to paragraph 9.2; and
 - (c) the Secretary of State shall be entitled to adjust any Estimated Revision notified pursuant to paragraph 9.2 to the extent he reasonably considers appropriate if at any time:
 - (i) the Secretary of State becomes aware of any new or revised information which would, if it had been available to him at the time he made his original estimate, have resulted in him making a different Estimated Revision; and
 - (ii) it is reasonable to revise the Estimated Revision having regard to the likely period of delay prior to the Run of the Change Model in respect of the relevant Change.
- 9.5 In the circumstances described in paragraph 9.2 and paragraph 9.4(c), the Annual Franchise Payment Components shall be restated in the amounts and values of the Estimated Revisions, and Franchise Payments shall be paid accordingly until the Run of the Change Model has taken place and its results have been put into effect.
- 9.6 The Secretary of State shall use all reasonable endeavours to notify the Franchisee of the Estimated Revisions required by paragraph 9.2 at least two Reporting Periods before he considers the Change is likely to occur. If, having exercised all reasonable endeavours, the Secretary of State cannot provide two Reporting Periods' notice, he shall provide such notification as soon as reasonably practicable afterwards.
- 9.7 The restatement of the Annual Franchise Payment Components referred to in paragraph 9.5 shall have effect on and from:
- (a) the date on which the Secretary of State notifies the Franchisee of the Estimated Revisions; or
 - (b) such other date as the Secretary of State, acting reasonably, may notify the Franchisee as the date on which the Secretary of State considers the Estimated Revisions should reasonably take effect, consistent with the

matters taken into account by the Secretary of State in estimating the Estimated Revisions.

- 9.8 No estimate made by the Secretary of State pursuant to this paragraph 9 shall prejudice the Secretary of State's subsequent determination of any Baseline Input or Change Input pursuant to paragraph 4.
- 9.9 Subject to paragraph 9.10, where adjustments to Franchise Payments have resulted from the operation of paragraph 9.5 then, as soon as reasonably practicable after the restatement of the Annual Franchise Payment Components following the related Run of the Change Model, the parties shall agree or the Secretary of State shall reasonably determine the difference ("**the Reconciliation Amount**") between:
- (a) the total amount of Franchise Payments paid or to be paid to which adjustments have been made pursuant to the operation of paragraph 9.5; and
 - (b) the total amount of the Franchise Payments, as calculated after the restatement of the Annual Franchise Payment Components following the Run of the Change Model, in respect of the same period as the period over which the adjusted Franchise Payments referred to in paragraph 9.9(a) have been paid/or are to be paid.
- 9.10 If a Change is agreed or determined not to be a Qualifying Change or not to be part of an Aggregated Qualifying Change with or without any Run of the Change Model having been performed, the Reconciliation Amount shall be the total amount of the adjustments to Franchise Payments which have resulted from the operation of paragraph 9.5.
- 9.11 The Reconciliation Amount shall be paid:
- (a) by the Franchisee to the Secretary of State where the Estimated Revisions resulted in an overpayment of Franchise Payments by the Secretary of State to the Franchisee or an underpayment of Franchise Payments by the Franchisee to the Secretary of State compared with:
 - (i) the amount of the Franchise Payments described in paragraph 9.9(b); or
 - (ii) where paragraph 9.10 applies, the amount of the unrestated Franchise Payments over the same period; and
 - (b) by the Secretary of State to the Franchisee where the Estimated Revisions resulted in an underpayment of Franchise Payments by the Secretary of State to the Franchisee or an overpayment of Franchise Payments by the Franchisee to the Secretary of State compared with:
 - (i) the amount of the Franchise Payments described in paragraph 9.9(b); or
 - (ii) where paragraph 9.10 applies, the amount of the unrestated Franchise Payments over the same period.

10. **Information**

The Franchisee shall promptly, having regard to the other timescales anticipated in this Schedule 9.1, provide to the Secretary of State such information as the Secretary of State may request for the purpose of enabling the Secretary of State to exercise his rights and comply with his obligations pursuant to this Schedule 9.1.

11. **Costs**

11.1 This paragraph deals with the costs incurred by the Franchisee in connection with any audit required by the Secretary of State pursuant to paragraph 7.

11.2 The costs of any audit required under paragraph 7.1(b) shall be met by the Secretary of State subject to the following:

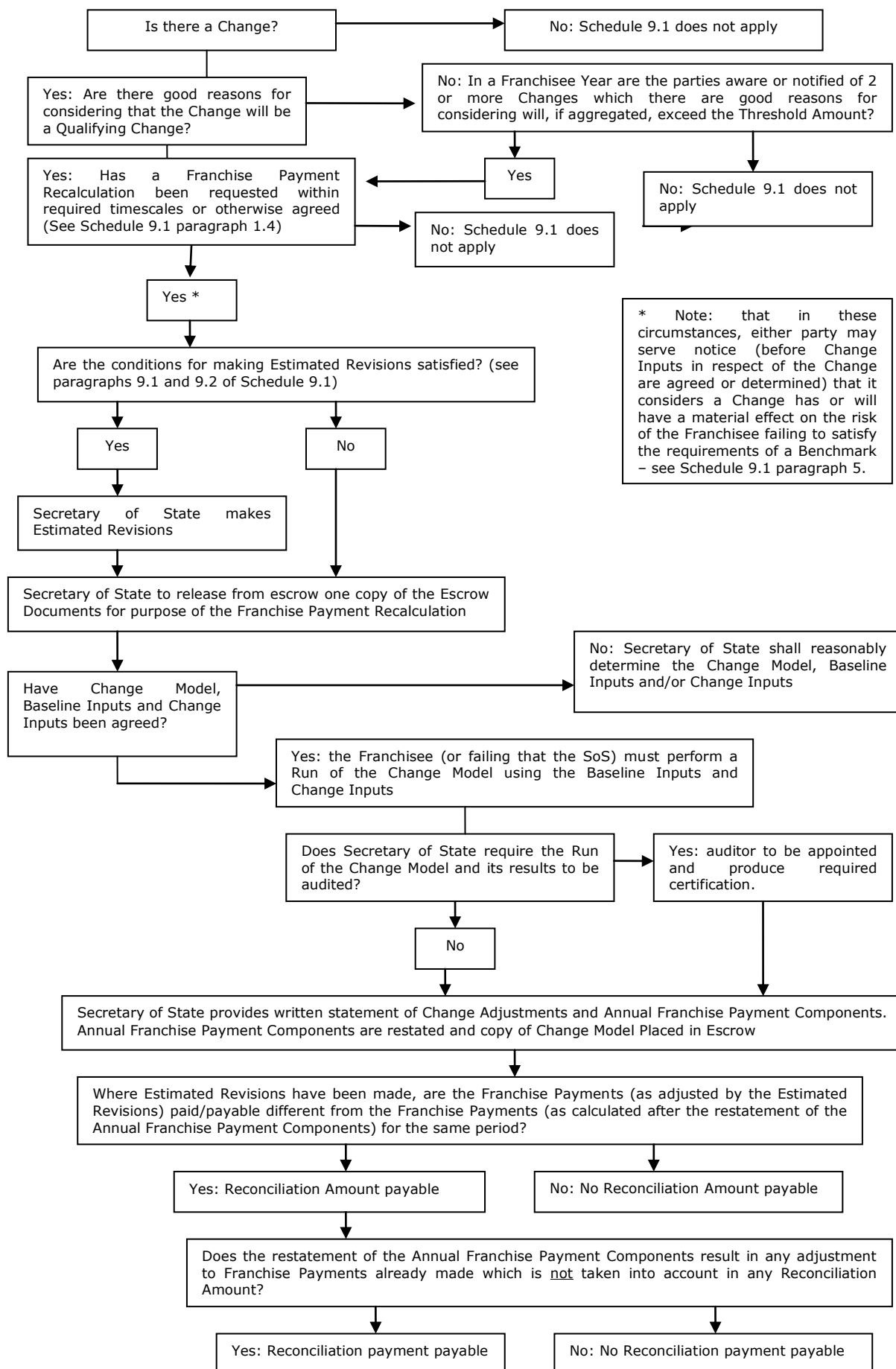
- (a) the costs of the audit shall be met entirely by the Franchisee:
 - (i) *[specify other circumstances i.e. other than those already set out in (ii)(A) and (B) below]*³⁸; and
 - (ii) in the case of a Change falling within any of the following sub-paragraphs within the definition of Change:
 - (A) an event set out in any Secretary of State Risk Assumption specified in Schedule 9.3 (Secretary of State Risk Assumptions); and
 - (B) a Charge Variation.
- (b) where paragraph 11.2(a) does not apply, the Secretary of State shall only be responsible for the reasonable costs reasonably incurred of the Franchisee in connection with the audit, and the Franchisee shall comply with the Secretary of State's reasonable directions in connection with the audit which may include a requirement for a competitive tender for the appointment of the auditor.

³⁸ Bidders to populate.

APPENDIX 1 TO SCHEDULE 9.1

Summary Flow Chart

This summary is for guidance only. If there are any inconsistencies with the other contents of Schedule 9.1 or 9.2 (including any Appendix), those other contents shall apply.



APPENDIX 2 TO SCHEDULE 9.1

Agreement or Determination of Baseline Inputs and Change Inputs

1. Baseline Inputs

1.1 Subject to paragraph 7, the parties shall agree or the Secretary of State shall reasonably determine the Baseline Inputs that are required in respect of a Change on the basis that:

- (a) only those costs and revenues of the Franchisee affected by the Change shall be taken into account;
- (b) subject to paragraphs 1.1(c) and 1.1(d), the Baseline Input in respect of any item of cost or revenue will be such as to reflect a fair view of the actual level of costs and revenues which are being incurred or earned by the Franchisee at the Base Date;
- (c) for the purpose of paragraph 1.1(b):
 - (i) "the Base Date" is the date immediately prior to the date on which the Change occurs or the date at which the Baseline Inputs are agreed or determined, whichever is the earlier;
 - (ii) insofar as it is reasonable to do so in order to establish such a fair view, regard shall be had to the actual costs and revenues incurred and earned by the Franchisee over the 13 Reporting Periods preceding the Base Date and to any exceptional events and circumstances which have occurred in that period whether or not they are persisting at the Base Date; and
 - (iii) subject to paragraph 1.1(d), it will be assumed that the Franchisee operates the Timetable in place in respect of the period in which the Base Date falls except to the extent that such Timetable reflects exceptional circumstances or seasonal adjustments; and
- (d) the costs and revenues as at the Base Date shall be revised to take reasonable account of any Known Future Events. For this purpose, "**Known Future Events**" means:
 - (i) any change to the Timetable referred to in paragraph 1.1(c)(iii) which is to have effect after the Base Date and which as at the Base Date the Franchisee has exercised its Timetable Development Rights to secure such and to the extent that Network Rail is obliged to give effect to that change;
 - (ii) any change in the nature or extent of the Franchisee's obligations under the Franchise Agreement which is to take effect after the Base Date;
 - (iii) any change to be made by Network Rail to any part of the network or any other railway facility (including the

introduction of any new network or railway facility) in so far as the same is committed unconditionally in:

- (aa) the most recent Network Rail Strategic Business Plan; or
 - (bb) such other documentation or instrument as the Secretary of State (acting reasonably) considers evidences an equivalent or greater degree of certainty that the change will be implemented; and
- (iv) any other change in the Franchisee's business (when compared with the position at the Base Date) which the Secretary of State (acting reasonably) considers is certain to occur after the Base Date having regard to all the circumstances, including to the extent to which any:
 - (A) required approvals, consents and permissions have been applied for and/or obtained; and
 - (B) required funding for the change has been applied for and/or obtainedbut "Known Future Events" shall not include any change, event or circumstances which would constitute a "Change";
- (e) without limiting paragraph 7.5 of Schedule 9.1 (Financial and Other Consequences of Change), the circumstances in which the Secretary of State may (but shall not be obliged to) make the stipulation referred to in that paragraph include circumstances in which he considers that in respect of any change referred to in paragraph (d), there is insufficient evidence:
 - (i) that the change will occur; and/or
 - (ii) that the change will continue in effect or for how long it will do so;
- (f) where paragraph 1.1(d) applies, and in so far as it is necessary to forecast changes to revenues and costs attributable to Known Future Events, paragraphs 2 to 6 of this Appendix 2 shall apply to determine the affected Baseline Inputs as if the Baseline Inputs were Change Inputs and the Known Future Events were a Change;
- (g) costs are to be allocated between "FXD" "VCRPI" and "VCAWE" components in the same way in which similar costs were so allocated in the Financial Model; and
- (h) paragraph 6 of this Appendix 2 shall apply in respect of the treatment of indexation in respect of Baseline Inputs.

2. **Change Inputs**

2.1 Subject to paragraph 7, the parties shall agree or the Secretary of State shall reasonably determine the Change Inputs that are required in respect of a Change:

- (a) on the basis of the general adjustments and/or assumptions referred to in paragraph 3;
- (b) so as to provide for Traction Electricity Charges in accordance with paragraph 4;
- (c) so as to provide for Efficiency Benefit Share in accordance with paragraph 5; and
- (d) so as to give effect to the provisions of paragraph 6 in relation to indexation.

3. **General Adjustments/Assumptions**

3.1 Change Inputs are to be agreed between the parties or reasonably determined by the Secretary of State on the basis that:

- (a) any increase in costs relating to a Change; and/or
- (b) any reduction in revenues relating to a Change,

that is attributable to any activities, actions or omissions of the Franchisee which are not permitted under, or would otherwise constitute a contravention of, the terms of the Franchise Agreement, is to be disregarded.

3.2 Change Inputs are to be agreed between the parties or reasonably determined by the Secretary of State on the basis that:

- (a) any reduction in costs relating to a Change; and/or
- (b) any increase in revenues relating to a Change,

that is attributable to any activities, actions or omissions of the Franchisee which are not permitted under, or would otherwise constitute a contravention of, the terms of the Franchise Agreement, is to be taken into account.

3.3 Change Inputs are also to be agreed between the parties or reasonably determined by the Secretary of State on the basis that:

- (a) the Franchisee will use all reasonable endeavours to:
 - (i) reduce any costs that may arise or income that may be foregone; and
 - (ii) increase any revenue that may arise and avoid any cost that may be avoided,

as a consequence of a Change; and

- (b) any requirement for borrowing in respect of Capital Expenditure by the Franchisee as a consequence of a Change is dealt with in accordance with paragraph 2 of Schedule 19 (Other Provisions).

3.4 Change Inputs are to be agreed between the parties or reasonably determined by the Secretary of State on the basis that any:

- (a) reduction or increase in costs; or
- (b) reduction or increase in revenues

resulting from a Change is to be that which would be achievable by, or experienced by, an economic and efficient franchisee.

3.5 Where and as directed to do so by the Secretary of State (acting reasonably) the Franchisee shall undertake one or more competitive tendering exercises for the purposes of ascertaining the likely level of any costs relating to a Change which are relevant to a Change Input.

4. **Traction Electricity Charges**

4.1 This paragraph 4 applies only in relation to Charge Variations.

4.2 In determining Change Inputs, no adjustment to Baseline Inputs shall be made in respect of a Charge Variation to the extent that Charge Variation relates, directly or indirectly and however it may be effected, to the Traction Electricity Charge payable by the Franchisee pursuant to any Track Access Agreement. For this purpose (and subject to clause 1.1(l) of this Agreement), the Traction Electricity Charge is the component of the Track Charges identified as such in any Track Access Agreement or any similar arrangement under which the Franchisee pays for traction current consumed by rolling stock vehicles operated by or on behalf of the Franchisee.

5. **Efficiency Benefit Share**

No Change Inputs will be made to reflect:

- (a) any amount payable by or to the Franchisee in respect of Efficiency Benefit Share; or
- (b) any change in the basis on which Efficiency Benefit Share is calculated or is to be paid (including any change which may require amounts in respect of Efficiency Benefit Share to be payable by as well as payable to the Franchisee).

For this purpose (and subject to clause 1.1(l) of this Agreement), Efficiency Benefit Share is the component of Track Charges identified as such in any Track Access Agreement or any similar arrangement under which benefits of any outperformance of efficiency targets (or the risk of failure to achieve efficiency targets) are to be shared between Network Rail and train operators.

6. **Indexation**

In agreeing or determining Baseline Inputs and/or Change Inputs, the parties shall apply the following principles in connection with indexation. For each relevant item of data in the Change Model in respect of which a Baseline Input and/or Change Input is agreed or determined to be required:

- 6.1 the parties shall agree or the Secretary of State shall determine, having regard to the particular facts of the Change, the base date at which that item is priced;
- 6.2 subject to paragraph 6.3 that item shall be deflated as required by reference to the Applicable Index and Base Date for that item. For this purpose:
 - (a) **"Applicable Index"** shall:
 - (i) in the case of items which are to be allocated to the "VCRPI" "ChRRPI" and "RRPI" components, be the Retail Prices Index; and
 - (ii) in the case of items which are to be allocated to the "VCAWE" component, be Average Weekly Earnings;
 - (b) **"Base Date"** shall be the date prescribed for the purpose of Schedule 8.2 (Annual Franchise Payments) in respect of the relevant index; and
- 6.3 paragraph 6.2 shall not apply in relation to any item which is allocated to the FXD component.

7. **Franchisee Actions Prior to the Base Date**

Where:

- 7.1 prior to the Base Date in respect of a Change the Franchisee takes any action which affects its costs and revenues as at the Base Date (the **"Prior Action"**); and
- 7.2 the Secretary of State reasonably determines that the action was taken solely or primarily for the purpose of increasing the benefit to the Franchisee of the subsequent Change Adjustment to be made in respect of that Change,

then the Secretary of State:
 - 7.3 may by notice to the Franchisee require that the effect of the Prior Action on the Franchisee's costs and revenues and the resulting calculation of the Change Adjustments shall be disregarded, so that the Change Adjustment shall be calculated as if the Prior Action had not taken place; and
 - 7.4 shall reasonably determine any adjustments to the Baseline Inputs or the Change Inputs as are required to give effect to this paragraph 7.

APPENDIX 3 TO SCHEDULE 9.1

Agreement or Determination of Change Adjustment relating to Profit

1. Where a Change is forecast to result in:
 - (a) an increase to the Franchisee's revenue in a Franchisee Year when compared with the Baseline Total in respect of revenue, the parties shall agree or the Secretary of State shall reasonably determine a Change Adjustment in relation to profit that provides for an increase in the amount of profit in that Franchisee Year equal to *[insert percentage agreed profit margin]*³⁹ per cent of the forecast increase in revenue for that Franchisee Year; and/or
 - (b) a reduction in the Franchisee's revenue in a Franchisee Year when compared with the Baseline Total in respect of revenue, the parties shall agree or the Secretary of State shall reasonably determine a Change Adjustment in relation to profit that provide for a decrease in the amount of profit in that Franchisee Year equal to the lower of:
 - (i) the percentage specified in paragraph 1(a); or
 - (ii) the average profit margin in the current Business Plan for the remaining Franchise Term,of the forecast reduction in revenue for that Franchisee Year.
2. In agreeing or determining Change Adjustments in relation to profit in respect of any Change, the parties or the Secretary of State shall effect such change (if any) in the amount attributable to profit in paragraph 1 as they agree or the Secretary of State reasonably determines to reflect:
 - (a) the risk for the Franchisee in continuing to operate the Franchise on the terms of the Franchise Agreement after and as a result of the Change; and
 - (b) the likelihood of:
 - (i) material benefit from such Change arising after expiry of the Franchise Term; and
 - (ii) material detriment from such Change arising prior to the expiry of the Franchise Term.
3. In agreeing or determining Change Adjustments for the purposes of any Protected Proposal, the parties or the Secretary of State shall effect such change (if any) to the amount attributable to profit as they agree or the Secretary of State reasonably determines:
 - (a) fairly rewards the Franchisee for proposing the Protected Proposal; and
 - (b) reasonably incentivises the Franchisee to propose further Protected Proposals,

³⁹

Bidders to populate.

by sharing with the Franchisee a reasonable amount of the additional profit that is expected to arise from implementing the Protected Proposal.

4. The indexation principles of paragraph 6 of Appendix 2 (Agreement or Determination of Baseline Inputs and Change Inputs) to Schedule 9.1 (Financial and Other Consequences of Change) shall apply to each Change Adjustment in relation to profit, such that the amount of any such Change Adjustment shall be deflated by reference to:
 - (a) the Retail Prices Index; and
 - (b) a base date which is the date prescribed in Schedule 8.2 (Annual Franchise Payments) in respect of the Retail Prices Index.
5. The Annex (Incentivising Long Term Investment) to this Appendix 3 sets out the Secretary of State's guidance on how he approaches incentivising long term investment. Nothing in this Annex is intended to limit, or be limited by, the provisions of paragraph 2.2 of Schedule 14.4 (Designation of Franchise Assets).

ANNEX TO APPENDIX 3 TO SCHEDULE 9.1

Incentivising Long Term Investment

This Appendix sets out the Secretary of State's guidance on how he approaches incentivising long term investment.

1. The Secretary of State wishes to encourage the Franchisee to:
 - (a) improve the efficiency;
 - (b) reduce the cost; and
 - (c) enhance the revenue earning potential of the delivery of services to passengers,

from the commencement of the Franchise, through the Franchise Term and into the successor franchises.
2. It is recognised however, that the Franchise Term may be perceived to be a barrier to undertaking investment or change programmes where:
 - (a) the time scale for implementation limits the benefit to the Franchisee; or
 - (b) the business case for such investment or change has a payback period longer than the Franchise Term.
3. In this context investment or change may be considered to encompass:
 - (a) capital investments undertaken solely by the Franchisee;
 - (b) capital investments undertaken by the Franchisee in association with others;
 - (c) total or partial substitution of certain train services by bus services where an enhanced service level could be provided for reduced cost or where the provision of bus services improves the overall capacity of the network or delivers other benefits;
 - (d) changes in working practices of the Franchisee's employees;
 - (e) changes in the contracted roles and responsibilities between the Franchisee and its major suppliers; and
 - (f) operational changes.
4. Accordingly, the Franchisee is encouraged to propose schemes that seek to achieve the objectives set out in paragraph 1 for consideration by the Secretary of State during the Franchise Term.
5. In considering the Franchisee's proposals for any investment or change proposed to be undertaken, the Secretary of State will recognise:
 - (a) the capital cost and proposed payment profile;
 - (b) legitimate costs of the Franchisee in developing, procuring, delivering and project managing the project;

- (c) the life of any capital assets and the duration of the benefits stream arising;
- (d) the remaining Franchise Term and the projected payback period;
- (e) the benefits associated with undertaking the investment early rather than waiting until the Franchise is re-let;
- (f) the risks of cost overrun or under performance of the projected benefits;
- (g) a profit element for undertaking the project commensurate with the risks of the proposed project; and
- (h) alternative benefit sharing arrangements which could be based on:
 - (i) a capital lump sum when the expenditure is incurred;
 - (ii) an enhanced Franchise Payment over the Franchise Term;
 - (iii) a balloon payment on expiry of the Franchise which allocates a proportion of future benefits to the Franchisee;
 - (iv) an ongoing payment if the benefits materialise after the Franchise Term; and/or
 - (v) any combination of any of paragraphs 5(h)(i) to (h)(iv) inclusive.

6. In evaluating the Franchisee's proposals for any investment or change proposed to be undertaken and to enable best value for money to be obtained from third party financiers, the Secretary of State shall also give consideration to the appropriateness of the provision, by the Secretary of State, of an undertaking (or other form of comfort) pursuant to Section 54 of the Act.

SCHEDULE 9.2

Identity of the Financial Model etc.

Part A

1. Franchisee's Obligations

- 1.1 The Franchisee shall deliver two copies of each of the Financial Model, the Operational Model and the Record of Assumptions (each such copy in electronic format on CD-ROM) together with hard format copies of the output template of the Financial Model in the format set out in the document in agreed terms marked FF (the "**Escrow Documents**") to the Secretary of State in the agreed form, accompanied by a notice that the Escrow Documents are to be Placed in Escrow.
- 1.2 The Franchisee shall deliver the Escrow Documents in accordance with paragraph 1.1 of this Schedule 9.2:
- (a) on the date of the Franchise Agreement;
 - (b) within seven days of the Start Date, but updated only as strictly necessary for any elapsed time between the actual Start Date and the date assumed to be the Start Date in the Initial Business Plan; and
 - (c) within seven days of any approval or audit of a Run of the Financial Model as provided for in paragraph 7 of Schedule 9.1 (Financial and other Consequences of Change), but updated with the Revised Inputs and any Model Changes.
- 1.3 The Franchisee shall deliver with each such deposit of the Escrow Documents all of the following information to the extent that it is relevant:
- (a) details of the Escrow Documents deposited (including full filename and version details, any details required to access the Escrow Documents including media type, backup command/software used, compression used, archive hardware and operating system details);
 - (b) the names and contact details of persons who are able to provide support in relation to accessing and interpreting the Escrow Documents; and
 - (c) if required by the Secretary of State, a certificate from independent auditors approved by the Secretary of State, confirming that the deposited version of the Escrow Documents is in the agreed form in accordance with paragraph 1.1(a) or (as the case may be) is in accordance with paragraphs 1.1(b) or (c).

2. **Secretary of State's Obligations**

2.1 The Secretary of State shall:

- (a) within three days following receipt, acknowledge receipt to the Franchisee of any version of the Escrow Documents delivered to him for the purposes of being Placed in Escrow;
- (b) save as provided under paragraph 2.1(c), store each copy of the Escrow Documents in a different physical location from any other copy of each such document and use all reasonable endeavours to ensure that each copy of the Escrow Documents is at all times kept in a safe and secure environment. In so doing the Secretary of State shall be deemed to have Placed in Escrow the Escrow Documents for the purposes of the Franchise Agreement;
- (c) notify the Franchisee if he becomes aware at any time during the term of the Franchise Agreement that any copy of the Escrow Documents or part thereof stored in a particular location has been lost, damaged or destroyed. In such an event, the Secretary of State shall be permitted to create a new copy of the Escrow Documents or part thereof from the other copy Placed in Escrow and shall within seven days notify the Franchisee accordingly and afford it the right to make reasonable inspections in order to satisfy itself that a "complete and accurate" copy has been made. Following the making of such a new copy of the Escrow Documents, the Secretary of State shall retain all copies of the Escrow Documents in accordance with paragraph 2.1(b);
- (d) within seven days of receipt of a notice from the Franchisee stating that the Escrow Documents are required for the purposes of a Run of the Financial Model in relation to any Change, or should the Secretary of State himself so decide that the Escrow Documents are required by the Franchisee or by the Secretary of State for such purposes release one copy of the Escrow Documents accordingly and retain one copy of the Escrow Documents in escrow in accordance with paragraph 2.1(b);
- (e) maintain a record of any release of any copy of any version of the Escrow Documents made, including details of any version released and the date of release as well as the identity of the person to whom the Escrow Documents are released;
- (f) have no obligation or responsibility to any person whatsoever to determine the existence, relevance, completeness, accuracy, effectiveness or any other aspect of the Escrow Documents; and
- (g) not be liable for any loss, damage or destruction caused to the Franchisee arising from any loss of, damage to or destruction of the Escrow Documents.

2.2 If the Franchisee fails to perform a Run of the Financial Model pursuant to paragraph 6.2(a) of Schedule 9.1 (Financial and Other Consequences of Change) or fails to return the copy of the Escrow Documents released pursuant to paragraph 2.1(d):

- (a) such failure to perform or to return the released copy to the Secretary of State shall be a contravention of the Franchise Agreement;

- (b) the Secretary of State may release the other copy of the Escrow Documents Placed in Escrow and take a copy thereof (the Replacement Copy) in order that the Secretary of State may perform a Run of the Financial Model pursuant to paragraph 6.2(a) of Schedule 9.1 (Financial and other Consequences of Change);
- (c) once copied, the second copy of the Escrow Documents released pursuant to this paragraph 2.2 shall be Placed in Escrow; and
- (d) once the Run of the Financial Model has been approved or audited as provided for in paragraph 7 of Schedule 9.1 (Financial and Other Consequences of Change), two copies of the Replacement Copy shall also be Placed in Escrow.
- (e) Nothing in this Schedule 9.2 shall prevent the Secretary of State or the Franchisee each retaining for their working use one or more copies of any of the Escrow Documents Placed in Escrow provided that no such working copy shall (unless otherwise explicitly agreed by the parties) be regarded as a copy released from Escrow for the purposes of this Schedule 9.2 or any Run of the Financial Model.

3. **Errors in Escrow Documents**

3.1 Any feature of the Escrow Documents which is in the reasonable opinion of the Secretary of State an error will be addressed as follows:

- (a) if rectification of such an error would (as the case may be) over the Franchise Term result in a net increase in the amount of Franchise Payments payable by the Secretary of State to the Franchisee or a net decrease in the amount of Franchise Payments payable by the Franchisee to the Secretary of State then such error shall be rectified provided that there shall not be a restatement of the values of the Annual Franchise Payment Components;
- (b) if rectification of such an error would (as the case may be) over the Franchise Term result in a net decrease in the amount of Franchise Payments payable by the Secretary of State to the Franchisee or a net increase in the amount of Franchise Payments payable by the Franchisee to the Secretary of State then such error shall be rectified and the values of the Annual Franchise Payment Components shall be restated where appropriate.
- (c) A record of the error shall be noted in the Record of Assumptions and, if applicable, the Financial Model.
- (d) As soon as reasonably practicable after the date of the rectification of the error, the Franchisee shall (unless otherwise agreed by the Secretary of State) deliver to the Secretary of State a certificate from independent auditors approved by the Secretary of State confirming that the error has been rectified as required by this paragraph 3 and is now in the agreed form in accordance with paragraph 1.1(a), 1.1(b) or 1.1(c) as the case may be.

SCHEDULE 9.2

Identity of the Financial Model etc.

Part B

1. Franchisee's Obligations

- 1.1 The Franchisee shall deliver two copies of each of the Financial Model, the Operational Model and the Record of Assumptions (each such copy in electronic format on CD-ROM together with hard format copies of the output template of the Financial Model in the format set out in the document in agreed terms marked **FF**) to the Secretary of State in the agreed form, accompanied by a notice that those Escrow Documents are to be Placed in Escrow.
- 1.2 The Franchisee shall deliver two copies of each Change Model and its related Change Operational Model (each in electronic format on CD-ROM together with hard format copies of the output template of the Change Model) to the Secretary of State, accompanied by a notice that those Escrow Documents are to be Placed in Escrow. For this purpose, the "**Change Operational Model**" in respect of a Change Model means each:
- (a) revenue model;
 - (b) performance model;
 - (c) cost model; and
 - (d) other relevant model,
- which has generated input to the Change Model.
- 1.3 The Franchisee shall deliver the Escrow Documents referred to in paragraph 1.1 of this Schedule 9.2 in accordance with that paragraph:
- (a) on the date of the Franchise Agreement; and
 - (b) within seven days of the Start Date, but updated only as strictly necessary for any elapsed time between the actual Start Date and the date assumed to be the Start Date in the Initial Business Plan.
- 1.4 The Franchisee shall deliver the Escrow Documents referred to in paragraph 1.2 of this Schedule 9.2 within seven days of any approval or audit of a Run of the Change Model as provided for in paragraph 6 of Schedule 9.1 (Financial and Other Consequences of Change).
- 1.5 The Franchisee shall deliver with each such deposit of the Escrow Documents all of the following information to the extent that it is relevant:
- (a) details of the Escrow Documents deposited (including full filename and version details, any details required to access the Escrow Documents including media type, backup command/software used, compression used, archive hardware and operating system details);

- (b) the names and contact details of persons who are able to provide support in relation to accessing and interpreting the Escrow Documents; and
- (c) if required by the Secretary of State, a certificate from independent auditors approved by the Secretary of State, confirming that the deposited version of the Escrow Documents is in the agreed form in accordance with paragraph 1.1 or (as the case may be) is in accordance with paragraphs 1.3(a) or (b) or 1.4.

2. **Secretary of State's Obligations**

2.1 The Secretary of State shall:

- (a) within three days following receipt, acknowledge receipt to the Franchisee of any version of the Escrow Documents delivered to him for the purposes of being Placed in Escrow;
- (b) save as provided under paragraph 2.1(c), store each copy of the Escrow Documents in a different physical location from any other copy of each such document and use all reasonable endeavours to ensure that each copy of the Escrow Documents is at all times kept in a safe and secure environment. In so doing the Secretary of State shall be deemed to have Placed in Escrow the Escrow Documents for the purposes of the Franchise Agreement;
- (c) notify the Franchisee if he becomes aware at any time during the term of the Franchise Agreement that any copy of the Escrow Documents or part thereof stored in a particular location has been lost, damaged or destroyed. In such an event, the Secretary of State shall be permitted to create a new copy of the Escrow Documents or part thereof from the other copy Placed in Escrow and shall within seven days notify the Franchisee accordingly and afford it the right to make reasonable inspections in order to satisfy itself that a "complete and accurate" copy has been made. Following the making of such a new copy of the Escrow Documents, the Secretary of State shall retain all copies of the Escrow Documents in accordance with paragraph 2.1(b);
- (d) within seven days of receipt of a notice from the Franchisee stating that the Escrow Documents are required for the purposes of a Franchise Payment Recalculation in relation to any Change, or should the Secretary of State himself so decide that the Escrow Documents are required by the Franchisee or by the Secretary of State for such purposes release one copy of the Escrow Documents accordingly and retain one copy of the Escrow Documents in escrow in accordance with paragraph 2.1(b);
- (e) maintain a record of any release of any copy of any version of the Escrow Documents made, including details of any version released and the date of release as well as the identity of the person to whom the Escrow Documents are released;
- (f) have no obligation or responsibility to any person whatsoever to determine the existence, relevance, completeness, accuracy, effectiveness or any other aspect of the Escrow Documents; and
- (g) not be liable for any loss, damage or destruction caused to the Franchisee arising from any loss of, damage to or destruction of the Escrow Documents.

- 2.2 If the Franchisee fails to return the copy of the Escrow Documents released pursuant to paragraph 2.1(d):
- (a) such failure to perform or to return the released copy to the Secretary of State shall be a contravention of the Franchise Agreement;
 - (b) the Secretary of State may release the other copy of the Escrow Documents Placed in Escrow and take a copy thereof for the purposes of any Franchise Payment Recalculation pursuant to Schedule 9.1 (Financial and Other Consequences of Change);
 - (c) once copied, the second copy of the Escrow Documents released pursuant to this paragraph 2.2 shall be Placed in Escrow.
- 2.3 Nothing in this Schedule 9.2 shall prevent the Secretary of State or the Franchisee each retaining for their working use one or more copies of any of the Escrow Documents Placed in Escrow provided that no such working copy shall (unless otherwise explicitly agreed by the parties) be regarded as a copy released from Escrow for the purposes of this Schedule 9.2 or any Run of a Change Model.

3. **Errors in Escrow Documents**

- 3.1 Any feature of the Escrow Documents which is in the reasonable opinion of the Secretary of State an error will be addressed as follows:
- (a) if rectification of such an error would (as the case may be) over the Franchise Term result in a net increase in the amount of Franchise Payments payable by the Secretary of State to the Franchisee or a net decrease in the amount of Franchise Payments payable by the Franchisee to the Secretary of State then such error shall be rectified provided that there shall not be a restatement of the Annual Franchise Payment Components;
 - (b) if rectification of such an error would (as the case may be) over the Franchise Term result in a net decrease in the amount of Franchise Payments payable by the Secretary of State to the Franchisee or a net increase in the amount of Franchise Payments payable by the Franchisee to the Secretary of State then such error shall be rectified and the values of the Annual Franchise Payment Components shall be restated where appropriate.
 - (c) A record of the error shall be noted in the Record of Assumptions and, if applicable, the Financial Model, and in each relevant Change Model.
 - (d) As soon as reasonably practicable after the date of the rectification of the error, the Franchisee shall (unless otherwise agreed by the Secretary of State) deliver to the Secretary of State a certificate from independent auditors approved by the Secretary of State confirming that the error has been rectified as required by this paragraph 3 and is now in the required form in accordance with paragraph 1.1, 1.3 or 1.4 as the case may be.

Schedule 9.3

Secretary of State Risk Assumptions

1. **Electrification**

1.1 Network Rail is carrying electrification and related infrastructure work in relation to certain routes over which the Passenger Services are provided ("**Great Western Electrification Programme**"). The routes that will be electrified to enable the Franchisee to operate trains powered by the electrification infrastructure over them are shown in Column 1 of the Table below (each an "**Electrification Route**"), and the planned completion date for the Great Western Electrification Programme in respect of each Electrification Route is shown in Column 2 ("**Planned Completion Date**"). The Franchisee has assumed that Great Western Electrification Programme works in respect of each Electrification Route will be completed on or before the relevant Planned Completion Date so that the Franchisee is permitted by its Access Agreements to operate trains powered by the electrification infrastructure on each Electrification Route from the Planned Completion Date ("**Electric Train Capability Assumption**").

Column 1 Electrification Routes	Column 2 Planned Completion Date
London Paddington to Cardiff Central via Reading, Didcot, Swindon, Bristol Parkway and Newport	[Passenger Change Date in December 2018]
Cardiff Central to Swansea	[Passenger Change Date in December 2018]
London Paddington to Oxford via Reading	[Passenger Change Date in December 2016]
London Paddington to Newbury via Reading	[Passenger Change Date in December 2016]
London Paddington to Bristol Temple Meads via Bath and Bristol Parkway	[Passenger Change Date in December 2017]
Bristol Temple Meads to Cardiff Central	[Passenger Change Date in December 2017]

1.2 It shall be a Change if the Electric Train Capability Assumption in respect of any Electrification Route is incorrect provided that the Secretary of State shall have an unfettered discretion to determine that there shall not be a Change if and to the extent that the Franchisee would not be able to utilise relevant electrification infrastructure on any Electrification Route at any relevant time due to:

- (a) the Franchisee not being in possession of some or all electrically powered rolling stock referred to in [Table 2] of Schedule 1.7 planned to be operated over such Electrification Route after the relevant specified lease start dates (excluding Half Sets and Full Sets); and/or
- (b) any relevant approvals in relation to relevant electrically powered rolling stock referred to in [Table 2] of Schedule 1.7 planned to be operated over

such Electrification Route (excluding Half Sets and Full Sets) not having been obtained so that the Franchisee is unable to operate such electrically powered rolling stock over relevant Electrification Routes in accordance with its design specifications.

- 1.3 If a Qualifying Change contemplated in paragraph 1.2 occurs there shall be a further Change (which for these purposes shall be a Qualifying Change irrespective of whether such Change meets the requirements of the definition of Qualifying Change) on the date on which the Great Western Electrification Programme is completed in relation to any relevant Electrification Route.

2. **Crossrail**

It shall be a Change if all of the Crossrail Stations do not transfer to the Crossrail Operator on the Passenger Change Date in December 2017.

2.1 **Intercity Express Project**

It shall be a Change if any of the following circumstances occur:

- (a) the Train Service Provider is unable to comply with its obligations in relation to the making available for use by the Franchisee of not less than [21] Full Sets by [July 2018] due to any relevant Full Sets not having been accepted; and
 - (b) the Train Service Provider is unable to comply with its obligations in relation to the making available for use by the Franchisee of not less than [36] Half Sets by [July 2018] due to any relevant Half Sets not having been accepted.
3. For the purpose of this Schedule 9.3 Full Sets and Half Sets shall have the same meaning as defined in Schedule 6.3 (The IEP Provisions).

Schedule 9.4

Component of FAT: Definition of Threshold Amount

Franchisee Year	FAT Amount⁴⁰
Year 1	£[Insert Amount]
Year 2	£[Insert Amount]
Year 3	£[Insert Amount]
Year 4	£[Insert Amount]
Year 5	£[Insert Amount]
Year 6	£[Insert Amount]
Year 7	£[Insert Amount]
Year 8	£[Insert Amount]
Year 9	£[Insert Amount]
Year 10	£[Insert Amount]
Year 11	£[Insert Amount]
Year 12	£[Insert Amount]
Year 13	£[Insert Amount]
Year 14	£[Insert Amount]
Year 15	£[Insert Amount]

⁴⁰

This amount to be calculated as 0.1% of total revenue for each Franchisee Year.

SCHEDULE 10

Remedies, Termination and Expiry

Schedule 10.1:	Remedial Plans and Remedial Agreements
Schedule 10.2	Termination and Expiry
Schedule 10.3	Events of Default and Termination Event
Schedule 10.4	Force Majeure
Schedule 10.5	Liability

SCHEDULE 10.1

Remedial Plans and Remedial Agreements

1. Remedies for Contraventions of the Franchise Agreement

- 1.1 If the Secretary of State is satisfied that the Franchisee is contravening or is likely to contravene any term of the Franchise Agreement he may serve a notice on the Franchisee requiring it to propose such steps as the Franchisee considers appropriate for the purpose of securing or facilitating compliance with the term in question (a "**Remedial Plan Notice**").

Contents of Remedial Plan Notices

- 1.2 Each Remedial Plan Notice shall specify the following:
- (a) the term or terms of the Franchise Agreement that the Secretary of State is satisfied that the Franchisee is contravening or is likely to contravene (each a "**Relevant Term**"); and
 - (b) the time period within which the Secretary of State requires the Franchisee to provide an appropriate plan for the purpose of facilitating or securing compliance with any Relevant Term (a "**Remedial Plan**").

Contents of Remedial Plans

- 1.3 If the Secretary of State issues a Remedial Plan Notice, the Franchisee shall submit a Remedial Plan to the Secretary of State within the period specified in such Remedial Plan Notice.
- 1.4 Each Remedial Plan shall set out:
- (a) the Relevant Term which has caused a Remedial Plan to be required;
 - (b) an explanation of the reasons for the contravention or likely contravention of the Relevant Term;
 - (c) the steps proposed for the purposes of securing or facilitating compliance with the Relevant Term; and
 - (d) the time period within which the Franchisee proposes to implement those steps.

Remedial Agreements

- 1.5 If the Secretary of State is satisfied that the matters referred to in paragraph 1.4(c) and (d) are appropriate (with or without further modification as the parties may agree) he may require the Franchisee to enter into a supplemental agreement (the "**Remedial Agreement**") with the Secretary of State to implement those matters.
- 1.6 It is a term of the Franchise Agreement that the Franchisee (at its own cost) complies with the Remedial Agreement in accordance with its terms.

Effect of Force Majeure Event

- 1.7 Without prejudice to the operation of paragraph 3.2 of Schedule 10.4 (Force Majeure), the following provisions shall apply in relation to Force Majeure Events affecting performance of a Remedial Agreement:
- (a) the Franchisee shall give written notice to the Secretary of State promptly after it becomes aware (and in any event within 24 hours after becoming aware) of the occurrence or likely occurrence of a Force Majeure Event which will or is likely to affect the Franchisee's ability to comply with a Remedial Agreement within the period specified therein;
 - (b) each notice submitted in accordance with paragraph 1.7(a) shall state the extent or likely extent of the relevant Force Majeure Event and, in the case of a Force Majeure Event which has not occurred at such time, the reasons why the Franchisee considers it likely to occur;
 - (c) the Franchisee shall use, and shall continue to use, all reasonable endeavours to avoid or reduce the effect or likely effect of any Force Majeure Event on its ability to comply with any Remedial Agreement; and
 - (d) subject to the Franchisee having complied with its obligations under paragraphs 1.7(a) to 1.7(c) (inclusive) the Franchisee shall be entitled to a reasonable extension of the remedial period applicable to a Remedial Agreement in order to take account of the effect of a Force Majeure Event which has occurred on the Franchisee's ability to comply with any Remedial Agreement.

Occurrence of a Contravention

- 1.8 Following the occurrence of a contravention of the Franchise Agreement, the Secretary of State may at his option (but shall not be obliged to) commence or increase the level and/or frequency of monitoring (whether by inspection, audit or otherwise) of the Franchisee's performance of any relevant obligations until such time as the Franchisee demonstrates, to the Secretary of State's reasonable satisfaction, that it is capable of performing and will perform such obligations as required by the Franchise Agreement.
- 1.9 The Franchisee shall co-operate fully with the Secretary of State in relation to the monitoring referred to in paragraph 1.8.
- 1.10 The results of such monitoring will be reviewed at each Franchise Performance Meeting held pursuant to Schedule 11 (Agreement Management Provisions).
- 1.11 The Franchisee shall compensate the Secretary of State for all reasonable costs incurred by the Secretary of State in carrying out such monitoring.

SCHEDULE 10.2

Termination and Expiry

1. Termination Notices

1.1 The Secretary of State may, on and at any time after the occurrence of:

(a) (subject to paragraphs 1.2 and 1.3) an Event of Default, other than an Event of Default of the type described in paragraph 2.8 of Schedule 10.3 (Other Franchises), which:

(i) is unremedied or continuing; and

(ii) the Secretary of State considers to be material;

(b) an Event of Default of the type described in paragraph 2.8 of Schedule 10.3 (Other Franchises); or

(c) a Termination Event which is unremedied or continuing,

terminate the Franchise Agreement by serving a Termination Notice on the Franchisee. The Franchise Agreement shall terminate with effect from the date specified in any such Termination Notice.

1.2 The Secretary of State may not serve a Termination Notice in respect of an Event of Default in relation to which a Remedial Plan Notice has been issued until the period has expired within which the Franchisee is required to deliver to the Secretary of State the Remedial Plan specified in such Remedial Plan Notice.

1.3 The Secretary of State may not serve a Termination Notice in respect of an Event of Default for which the Franchisee is implementing a Remedial Agreement in accordance with its terms.

2. Consequences of Termination or Expiry

2.1 Upon termination of the Franchise Agreement (whether through default or effluxion of time or otherwise) the obligations of the parties shall cease except for:

(a) any obligations arising as a result of any antecedent contravention of the Franchise Agreement;

(b) any obligations which are expressed to continue in accordance with the terms of the Franchise Agreement; and

(c) any other obligations which give effect to such termination or to the consequences of such termination or which otherwise apply (expressly or impliedly) on or after such termination.

2.2 Nothing in this paragraph 2 shall prevent the Secretary of State from bringing an action against the Franchisee in connection with the termination of the Franchise Agreement prior to the expiry of the Franchise Term.

SCHEDULE 10.3

Events of Default and Termination Event

1. Provisions Relating to Events of Default

Contravention

- 1.1 The occurrence of an Event of Default shall constitute a contravention of the Franchise Agreement by the Franchisee.

Notification of Event of Default

- 1.2 The Franchisee shall notify the Secretary of State as soon as reasonably practicable on, and in any event within 24 hours of, it becoming aware of the occurrence of an Event of Default or an event which is likely to result in the occurrence of an Event of Default. The Franchisee shall take such action or steps as the Secretary of State may require to remedy any Event of Default or potential Event of Default.

Consequences of Event of Default

- 1.3 On the occurrence of an Event of Default, the provisions of Schedule 10.1 (Remedial Plans and Remedial Agreements) shall apply.

2. Events of Default

Each of the following is an Event of Default:

Insolvency

2.1

- (a) **Administration:** Any step being taken by any person with a view to the appointment of an administrator to the Franchisee or the Parent or any Bond Provider;
- (b) **Insolvency:** Any of the Franchisee or the Parent or Bond Provider stopping or suspending or threatening to stop or suspend payment of all or, in the reasonable opinion of the Secretary of State, a material part of (or of a particular type of) its debts, or being unable to pay its debts, or being deemed unable to pay its debts under Section 123(1) or (2) of the Insolvency Act 1986 except that in the interpretation of this paragraph the words "it is proved to the satisfaction of the court that" in sub-section (1)(e) and sub-section (2) of Section 123 shall be deemed to be deleted;
- (c) **Arrangements with Creditors:** The directors of the Franchisee or the Parent or any Bond Provider making any proposal under Section 1 of the Insolvency Act 1986, or any of the Franchisee or the Parent or any Bond Provider proposing or making any agreement for the deferral, rescheduling or other readjustment (or proposing or making a general assignment or an arrangement or composition with or for the benefit of creditors) of all or, in the reasonable opinion of the Secretary of State, a material part of (or of a particular type of) its debts, or a moratorium being agreed or declared in respect of or affecting all or, in the reasonable

opinion of the Secretary of State, a material part of (or of a particular type of) its debts;

- (d) **Security Enforceable:** Any step being taken to enforce security over or a distress, execution or other similar process being levied or served against any property of the Franchisee or the whole or a substantial part of the assets or undertaking of the Franchisee, the Parent or any Bond Provider, including the appointment of a receiver, administrative receiver, manager or similar person to enforce that security;
- (e) **Stopping Business/Winding-Up:** Any step being taken by the Franchisee, the Parent or any Bond Provider with a view to its winding-up or any person presenting a winding-up petition or any of the Franchisee or the Parent or any Bond Provider ceasing or threatening to cease to carry on all or, in the reasonable opinion of the Secretary of State, a material part of its business, except for the purpose of and followed by a reconstruction, amalgamation, reorganisation, merger or consolidation on terms approved by the Secretary of State before that step is taken;
- (f) **Railway Administration Order:** A railway administration order being made in relation to the Franchisee under Sections 60 to 62 of the Act;
- (g) **Train Availability and Reliability Agreement:** Termination of the Train Availability and Reliability Agreement due to the occurrence of a TARA Operator Default and
- (h) **Analogous Events:** Any event occurring which, under the Law of any relevant jurisdiction, has an analogous or equivalent effect to any of the events listed in this paragraph 2.1,

subject, in the case of any relevant event occurring in relation to a Bond Provider where no such other Event of Default has occurred and is unremedied or continuing at such time, to a period of 20 business days having elapsed in order to allow the Franchisee to replace the relevant Bond Provider.

Non-payment

- 2.2 The Franchisee failing to pay to the Secretary of State any amount due under the Franchise Agreement within 28 days of the due date for such payment.

Change of Control

- 2.3 Otherwise than in accordance with a prior consent of the Secretary of State given under paragraph 4 of this Schedule 10.3, a change occurring in the identity of any one person, or two or more persons acting by agreement, who may Control the Franchisee on and from the date of the Franchise Agreement and during the Franchise Term, which shall include a person, or two or more persons acting by agreement, ceasing to Control the Franchisee at any time during the Franchise Term, whether or not any other person Controls the Franchisee at the same time (any such change a "**Change of Control**") and for the purposes of this paragraph 2.3, two or more persons shall be deemed to be acting by agreement in relation to the Franchisee if, assuming the Franchisee was a target company as defined in the Companies Act 2006, such persons would be under an obligation to disclose an interest in shares in such company by virtue of an agreement between such persons.

Revocation of Licence

- 2.4 Revocation of any Licence required to be held by the Franchisee in order to comply with its obligations under the Franchise Agreement.

Safety Certificate

- 2.5 The Safety Certificate of the Franchisee being withdrawn or terminated.

Passenger Service Performance

- 2.6 The Franchisee's performance in relation to any Benchmark exceeds (that is, is equal to or worse than) the Default Performance Level for that Benchmark for:
- (a) any three consecutive Reporting Periods;
 - (b) any four Reporting Periods within a period of 13 consecutive Reporting Periods; or
 - (c) any five Reporting Periods within a period of 26 consecutive Reporting Periods.

Remedial Agreements and Enforcement Orders

2.7

- (a) Non-compliance by the Franchisee with a Remedial Agreement, where such non-compliance is reasonably considered by the Secretary of State to be material.
- (b) Non-compliance by the Franchisee with:
 - (i) a provisional order;
 - (ii) a final order;
 - (iii) a penalty; or
 - (iv) any other order made relating to contravention of either a relevant condition or requirement (as defined in Section 55 of the Act) or another order,

in each case made by the Secretary of State under the Act.

Other Franchises

- 2.8 Termination, as a result of an event of default as that term is defined in the relevant franchise agreement (excluding termination as a result of non-satisfaction of a condition precedent), of any other franchise agreement to which the Franchisee or an Affiliate of the Franchisee is a party.

Financial Ratios

- 2.9 Breach by the Franchisee of either or both of the financial ratios specified in paragraph 2 of Schedule 12 (Financial Obligations and Covenants).

Breach of Law

2.10

- (a) It becoming unlawful for the Franchisee to provide all or, in the reasonable opinion of the Secretary of State, a material part of the Passenger Services or to operate all or, in the reasonable opinion of the Secretary of State, a material number of the Stations or Depots (except to the extent not required so to do under the Franchise Agreement).
- (b) The Franchisee or any of the directors or senior managers of the Franchisee being convicted of manslaughter, fraud or any other indictable criminal offence in each case relating directly to the provision and operation of the Franchise Services.
- (c) The Franchisee being, in the reasonable opinion of the Secretary of State, in material non-compliance with a prohibition or enforcement order (or the equivalent thereof) issued by the ORR pursuant to its safety functions. If the Franchisee makes an appeal against such prohibition or enforcement order (or such equivalent thereof) in accordance with its terms, no Event of Default shall have occurred under this paragraph 2.10(c) until such appeal has been determined to be unsuccessful.

Contravention of Other Obligations

2.11 The occurrence of the following:

- (a) the Franchisee contravening to an extent which is reasonably considered by the Secretary of State to be material any one or more of its obligations under the Franchise Agreement (other than such non-performance or non-compliance as may constitute an Event of Default under the provisions of this Schedule 10.3 other than this paragraph 2.11);
- (b) the service by the Secretary of State on the Franchisee of a written notice specifying:
 - (i) such contravention; and
 - (ii) to the extent the contravention is capable of being remedied, the reasonable period within which the Franchisee is required to so remedy; and
- (c) the Franchisee contravening such obligation or obligations again to an extent which is reasonably considered by the Secretary of State to be material or permitting the contravention to continue or, if the contravention is capable of remedy, failing to remedy such contravention within such period as the Secretary of State has specified in the notice served pursuant to paragraph 2.11(b)(ii).

Non-membership of Inter-Operator Schemes

2.12 The Franchisee ceasing to be a member of, or ceasing to participate in or to be party to, any of the Inter-Operator Schemes, or having its membership or participation therein suspended.

Bonds

2.13

- (a) Any Performance Bond or Season Ticket Bond ceasing to be a legal, valid and binding obligation on the relevant Bond Provider (other than in accordance with its terms) or it otherwise becoming unlawful or impossible for any Bond Provider to perform its obligations thereunder;
- (b) A failure by the Franchisee to procure the provision to the Secretary of State of a Performance Bond (or Performance Bonds provided pursuant to paragraph 4.9 of Schedule 12 (Financial Obligations and Covenants)) which individually or in aggregate fulfil the requirements of Schedule 12 (Financial Obligations and Covenants); or
- (c) A failure by the Franchisee to procure the provision to the Secretary of State of a Season Ticket Bond which fulfils the requirements of Schedule 12 (Financial Obligations and Covenants).

Key Contracts

2.14 Termination of any Key Contract, or the failure by the Franchisee to take all reasonable steps to enter into an appropriate replacement contract prior to the scheduled expiry date of any Key Contract, except where requested by the Secretary of State or to the extent that the Franchisee has demonstrated to the reasonable satisfaction of the Secretary of State that for the duration of the Franchise Term:

- (a) it is no longer necessary for it to be party to such Key Contract; or
- (b) it has made adequate alternative arrangements in order to be able to continue to provide and operate the Franchise Services.

Funding Deed

2.15 A failure by the Franchisee or the Parent to comply with their respective obligations under the Funding Deed.

Rolling Stock Leases

2.16 A failure by the Franchisee to enter into a new Rolling Stock Lease in accordance with paragraph 3 of Schedule 1.7 (The Train Fleet) in respect of substitute rolling stock vehicles which meet the requirements of paragraph 12.2(b) of Schedule 1.1 (Service Development).

3. Termination Event

The Secretary of State may terminate the Franchise Agreement in accordance with Schedule 10.2 (Termination and Expiry) if any Force Majeure Event continues with the effect of preventing the Franchisee from delivering, wholly or mainly, the Passenger Services for more than six consecutive months (a Termination Event).

4. **Facilitation Fee**

- 4.1 The Franchisee may, at any time, apply in writing to the Secretary of State for his consent to a Change of Control (as such term is defined pursuant to paragraph 2.3).
- 4.2 The Secretary of State may require the Franchisee to pay a fee in consideration of the grant of such consent (the "**Facilitation Fee**").
- 4.3 The Secretary of State may require the Franchisee to pay an additional fee in respect of the staff, professional and other costs incurred by the Secretary of State in connection with the Franchisee's application (the "**Administration Fee**"). The Administration Fee shall be payable whether or not the Secretary of State consents to the proposed Change of Control.
- 4.4 On or after submitting such application to the Secretary of State, the Franchisee will provide, and will procure that the seller and the buyer provide, the Secretary of State with such documentation and information as the Secretary of State may require to assess such application and the amount of the Facilitation Fee. Without limiting paragraphs 4.9 or 4.10, it shall be deemed to be reasonable for the Secretary of State to delay or withhold consent to the Change of Control where any such documentation is not provided.
- 4.5 The Facilitation Fee shall be a sum equal to the greater of:
- (a) one million pounds sterling (£1,000,000); or
 - (b) where the Estimated Profit Stream is greater than the Bid Profit Stream 5% of the difference between the Bid Profit Stream and the Estimated Profit Stream.
- 4.6 The Administration Fee shall be determined by the Secretary of State on the basis of:
- (a) the aggregate time spent by officials within the Secretary of State's Department on matters relating to such application;
 - (b) the Secretary of State's hourly scale rates for such officials, as varied from time to time; and
 - (c) the aggregate costs and disbursements, including where applicable VAT and professional costs, incurred by the Secretary of State in connection with such application.
- 4.7 Any determination by the Secretary of State for the purposes of paragraphs 4.5 or 4.6 shall in the absence of manifest error be final and binding as between the Secretary of State and the Franchisee (but without prejudice to the requirement of the Secretary of State to reasonably determine the Estimated Profit Stream).
- 4.8 Any consent by the Secretary of State to a Change of Control may be given subject to such conditions as the Secretary of State sees fit and the Franchisee shall, as applicable, comply with, and/or procure that the seller and/or the buyer comply with, any such conditions.
- 4.9 The Secretary of State shall have absolute discretion as to the grant of consent to any Change of Control and may accordingly refuse such consent for any reason he sees fit.

4.10 The Secretary of State shall have no liability whatever to the Franchisee in respect of any refusal of consent to a Change of Control, any delay in providing such consent, or any condition of such consent.

SCHEDULE 10.4

Force Majeure

1. Force Majeure Events

The following events shall constitute Force Majeure Events, subject to the conditions specified in paragraph 2 being satisfied:

- (a) the Franchisee or any of its agents or subcontractors is prevented or restricted by Network Rail (including by virtue of the implementation of any Contingency Plan) from gaining access to any section or part of track (including any track running into, through or out of a station). For the purposes of this paragraph 1:
 - (i) references to a party being prevented or restricted from gaining access to any section or part of track shall mean that such party is not permitted to operate any trains on the relevant section or part of track, or is only permitted to operate a reduced number of trains from that which it was scheduled to operate;
 - (ii) the period of such prevention or restriction shall be deemed to commence with effect from the first occasion on which the Franchisee is prevented or restricted from operating a train on such section or part of track;
 - (iii) references in paragraphs 1(a)(i) and (ii) to the operation of trains include scheduled empty rolling stock vehicle movements; and
 - (iv) Contingency Plan means a contingency plan (as defined in the Railway Operational Code or where the Railway Operational Code ceases to exist such other replacement document of a similar or equivalent nature which contains a definition of contingency plan similar to that contained in the Railway Operational Code) implemented by and at the instigation of Network Rail, or such other contingency or recovery plan as the Secretary of State may agree from time to time;
- (b) the Franchisee or any of its agents or subcontractors is prevented or restricted by Network Rail or any Facility Owner (other than a Facility Owner which is an Affiliate of the Franchisee) from entering or leaving:
 - (i) any station or part thereof (excluding any prevention or restriction from gaining access to any section or part of track running into, through or out of a station); or
 - (ii) any depot or part thereof (including the movement of trains on tracks within any depot but excluding any prevention or restriction from gaining access to any track outside such depot running into or out of that depot);

1.2 any of the following events occurs:

- (a) a programme of Mandatory Modifications commences;
- (b) any Rolling Stock Units are damaged by fire, vandalism, sabotage or a collision and are beyond repair or beyond economic repair; or
- (c) a government authority prevents the operation of Rolling Stock Units on the grounds of safety,

and, in each case, the greater of two Rolling Stock Units and ten per cent of all rolling stock vehicles used by the Franchisee in the provision of the Passenger Services in relation to any Service Group are unavailable for use in the provision of the Passenger Services as a result of the occurrence of such event;

- (d) the Franchisee prevents or restricts the operation of any train on safety grounds provided that:
 - (i) the Franchisee has, either before or as soon as reasonably practicable after initiating such prevention or restriction, sought the confirmation of the ORR in exercise of its safety functions, or any relevant other body with statutory responsibility for safety in the circumstances, of the necessity of such prevention or restriction; and
 - (ii) if and to the extent that the ORR, or other relevant body with statutory responsibility for safety in the circumstances, in exercise of its safety functions indicates that such prevention or restriction is not necessary, then no Force Majeure Event under this paragraph 1(d) shall continue in respect of that restriction or prevention after the receipt of such indication from the ORR or other relevant body;
- (e) act of God, war damage, enemy action, terrorism or suspected terrorism, riot, civil commotion or rebellion (together 'Emergency Events') or the act of any government instrumentality (including the ORR but excluding the Secretary of State) in so far as the act of government instrumentality directly relates to any of the Emergency Events, provided that there shall be no Force Majeure Event under this paragraph 1(e) by reason of:
 - (i) the suicide or attempted suicide of any person that does not constitute an act of terrorism;
 - (ii) the activities of the police, fire service, ambulance service or other equivalent emergency service that are not in response to acts of terrorism or suspected terrorism; or
 - (iii) an act of God which results in the Franchisee or its agents or subcontractors being prevented or restricted by Network Rail from gaining access to any relevant section or part of track;
- (f) any strike or other Industrial Action by any or all of the employees of the Franchisee or any or all of the employees of:
 - (i) Network Rail;

- (ii) the operator of any other railway facility; or
- (iii) any person with whom the Franchisee has a contract or arrangement for the lending, seconding, hiring, contracting out or supervision by that person of train drivers, conductors, other train crew or station or depot staff used by the Franchisee in the provision of the Franchise Services,

or of the agents or sub-contractors of any such person listed in paragraphs 1(f)(i) to (iii) and for the purposes of this paragraph Industrial Action shall include any concerted action taken in connection with the employment of such employees (whether or not that action involves any breach of such employees' conditions of employment, and including any action taken in furtherance of a dispute, or with a view to improving the terms of employment of the relevant employees or by way of support for any other person) subject always, in the case of any unofficial Industrial Action, to the Franchisee being able to demonstrate the occurrence of such unofficial Industrial Action to the reasonable satisfaction of the Secretary of State; and

- (g) a TSP Force Majeure Event occurs but only to the extent that such TSP Force Majeure Event prevents the TSP from carrying out its obligations under the Train Availability and Reliability Agreement.

TSP Force Majeure Event means the occurrence of the event specified in Paragraph (g) of the definition of Force Majeure Event under the Train Availability and Reliability Agreement but if and only to the extent that such event is not caused by the TSP or the Franchisee in its capacity as Operator under the Train Availability and Reliability Agreement.

2. **Conditions to Force Majeure Events**

2.1 The occurrence, and continuing existence of a Force Majeure Event shall be subject to satisfaction of the following conditions:

- (a) in relation to an event occurring under paragraph 1(a), that event has continued for more than 12 consecutive hours;
- (b) the Franchisee notifies the Secretary of State within two business days of it becoming aware or, if circumstances dictate, as soon as reasonably practicable thereafter, of:
 - (i) the occurrence or likely occurrence of the relevant event; and
 - (ii) the effect or the anticipated effect of such event on the Franchisee's performance of the Passenger Services;
- (c) at the same time as the Franchisee serves notification on the Secretary of State under paragraph 2.1(b), it informs the Secretary of State of the steps taken and/or proposed to be taken by the Franchisee to prevent the occurrence of, and/or to mitigate and minimise the effects of, the relevant event and to restore the provision of the Passenger Services;
- (d) the relevant event did not occur as a result of:

- (i) any act or omission to act by the Franchisee or its agents or subcontractors, save that in respect of the occurrence of Industrial Action in accordance with paragraph 1(f), the provisions of paragraph 2.2 apply; or
 - (ii) the Franchisee's own contravention of, or default under, the Franchise Agreement, any Access Agreement, Rolling Stock Related Contract, Property Lease or any other agreement;
- (e) the Franchisee used and continues to use all reasonable endeavours to avert or prevent the occurrence of the relevant event and/or to mitigate and minimise the effects of such event on its performance of the Passenger Services and to restore the provision of the Passenger Services as soon as reasonably practicable after the onset of the occurrence of such event; and
- (f) the Franchisee shall, to the extent reasonably so requested by the Secretary of State, exercise its rights and remedies under any relevant agreement to prevent the occurrence or recurrence of any such event and to obtain appropriate redress and/or compensation from any relevant person.

2.2 Where:

- (a) Industrial Action in accordance with paragraph 1(f) occurs as a result of an act or omission to act by the Franchisee or its agents or subcontractors;
 - (b) the Secretary of State reasonably believes that it was reasonable for the Franchisee, its agents or subcontractors (as the case may be) so to act or omit to act; and
 - (c) the other conditions specified in paragraph 2.1 have been satisfied,
- such occurrence shall be a Force Majeure Event.

3. Consequences of Force Majeure Events

On Obligations

- 3.1 The Franchisee shall not be responsible for any failure to perform any of its obligations under the Franchise Agreement, nor shall there be any contravention of the Franchise Agreement if and to the extent that such failure is caused by any Force Majeure Event.
- 3.2 If any Force Majeure Event continues, with the effect of preventing the Franchisee from delivering, wholly or mainly, the Passenger Services for more than six consecutive months, it shall be a Termination Event in accordance with paragraph 3 of Schedule 10.3 (Events of Default and Termination Event).

On Payments

- 3.3 Following the occurrence of a Force Majeure Event, the payment of Franchise Payments shall continue unaffected.

SCHEDULE 10.5

Liability

1. Exclusion of Liability

Liability with respect to Passengers and Third Parties

- 1.1 The Franchisee hereby acknowledges that the Secretary of State will not be responsible for the actions of the Franchisee or any Affiliate of the Franchisee and that, except as expressly provided in the Franchise Agreement, the Franchisee shall provide and operate the Franchise Services at its own cost and risk without recourse to the Secretary of State or government funds or guarantees.
- 1.2 The Franchisee, on demand, shall hold the Secretary of State fully protected and indemnified in respect of all losses, liabilities, costs, charges, expenses, actions, proceedings, claims or demands incurred by or made on the Secretary of State in connection with any death, personal injury, loss or damage suffered by passengers or by any third party using or affected by the Franchise Services which is caused or contributed to by the Franchisee, any Affiliate of the Franchisee, or any employee, agent, contractor or sub-contractor of the Franchisee or of any Affiliate of the Franchisee.

Liability of the Secretary of State

- 1.3 Neither the Secretary of State nor any of his officers, agents or employees shall in any circumstances be liable to the Franchisee for any loss or damage caused by the negligent exercise of any powers reserved to the Secretary of State under the Franchise Agreement, except to the extent that such negligence also constitutes a contravention of an obligation of the Secretary of State under the Franchise Agreement. The Franchisee may not recover from the Secretary of State or any of his officers, agents, or employees any amount in respect of loss of profit or consequential loss.

2. Review or Monitoring by the Secretary of State

- 2.1 The Secretary of State may for his own purposes (whether under the Franchise Agreement or under any other arrangement or otherwise and whether before or after the date of the Franchise Agreement) monitor or review any proposals, plans or projects (or any aspect thereof) of the Franchisee under the Franchise Agreement, but no review, enquiry, comment, statement, report or undertaking, made or given by or on behalf of the Secretary of State during such review or monitoring (and no failure to undertake, make or give any review, enquiry, comment or statement) shall operate to exclude or relieve either party from or reduce or otherwise affect the obligations of such party under the Franchise Agreement.
- 2.2 The exercise by or on behalf of the Secretary of State of (or, as the case may be, any failure to exercise) any of his functions, rights or obligations in respect of any review or monitoring process shall not in any way impose any liability, express or implied, on the Secretary of State to any other party save to the extent that the exercise (or failure to exercise) of any of such functions, rights or obligations results in a contravention by the Secretary of State of an express provision of the Franchise Agreement and the Secretary of State does not make

or give any representation or warranty, either express or implied, as to whether any proposal, plan or project will enable either party to comply with its obligations under the Franchise Agreement.

SCHEDULE 11

Agreement Management Provisions

1. Not Used

2. Identification of Key Personnel and Provision of Organisation Chart

2.1 The Franchisee shall identify and provide to the Secretary of State a schedule of Key Personnel who shall be employed by the Franchisee in the performance of the Franchise Agreement. This shall include but not be limited to the following persons:

- (a) a managing director whose role will include the overall management of the operation of the Franchise Services;
- (b) a train service delivery manager, whose role will include responsibility for ensuring compliance by the Franchisee with Schedule 7.1 (Performance Benchmarks);
- (c) a safety manager, whose role will include responsibility for ensuring that the Franchisee complies with its legal obligations in relation to the Franchise Services including the Safety Certificate; and
- (d) a finance manager, whose role will include responsibility in relation to the Financial Model and Change Models.

2.2 On or before the Start Date the Franchisee shall provide to the Secretary of State an organisation chart detailing the responsibilities and reporting lines of each of the Key Personnel and shall update such chart (and provide a copy to the Secretary of State promptly thereafter) as and when any changes occur.

3. Not Used

4. Franchise Performance Meetings

4.1

- (a) The parties shall hold a Franchise Performance Meeting at least once in every quarter (or such other interval as the Secretary of State may notify to the Franchisee in writing) at a time and location notified to the Franchisee by the Secretary of State.
- (b) Not used.
- (c) Not used.
- (d) Not used.
- (e) The Franchisee shall ensure that each of its representatives at all Franchise Performance Meetings have full power and authority delegated to them by the Franchisee to act and to make binding decisions on behalf of the Franchisee and shall include such directors and/or senior managers of the Franchisee and the Parent as the Secretary of State may require.

4.2 Not used.

- 4.3 Not used.
- 4.4 The Franchisee shall prepare and present such reports to each Franchise Performance Meeting as the Secretary of State may reasonably request. The Franchisee's obligations under this paragraph 4.4 are subject to the Franchisee receiving at least 28 days' notice of the requirement to prepare and present any such report.
- 4.5 No comment or failure to comment nor any agreement or approval, implicit or explicit by the Secretary of State at such meetings will relieve the Franchisee of any of its obligations under the Franchise Agreement.

4A. Periodic Update Reports

- 4A.1 In addition to the obligation at paragraph 4.4 above, the Franchisee shall prepare and submit to the Secretary of State a periodic report in each Reporting Period containing such information as the Secretary of State may reasonably specify upon commencement of this Agreement or from time to time in accordance with clause 4A.2 below (including, where requested, current data in relation to the average 'passengers in excess of capacity' score calculated in accordance with paragraph 1.2 of Schedule 6.2 for the previous quarter, or such other period as may be reasonably required and disaggregated to the extent that the Secretary of State shall require)
- 4A.2 The Franchisee's obligations under this paragraph 4A are subject to the Franchisee receiving at least 28 days' notice of:
- 4A.2.1 the requirement to prepare any such report; and
- 4A.2.2 any amendments required to the contents of such report.

5. Right of Assessment or Inspection

- 5.1 The Franchisee shall, if requested by the Secretary of State, allow the Secretary of State and his representatives and advisers:
- (a) to inspect and copy any records referred to in Schedule 13 (Information and Industry Initiatives) and the Secretary of State may verify any such records; and
- (b) to inspect and copy at any reasonable time any books, records and any other material kept by or on behalf of the Franchisee and/or its auditors and any assets (including the Franchise Assets) used by the Franchisee in connection with the Franchise Services.
- 5.2 The Franchisee shall make available to the Secretary of State, his representatives and advisers the information referred to in paragraph 5.1 and grant or procure the grant of such access (including to or from third parties) as the Secretary of State, his representatives and advisers shall reasonably require in connection therewith. The obligation of the Franchisee under this paragraph 5.2 shall include an obligation on the Franchisee to grant or procure the grant of such access to premises (including third party premises) where the information referred to in paragraph 5.1 is kept by or on behalf of the Franchisee.
- 5.3 The Secretary of State, his representatives and advisers shall be permitted to take photographs, film or make a video recording, or make any other kind of record of any such inspection.

- 5.4 If any inspection reveals that information previously supplied to the Secretary of State was, in the reasonable opinion of the Secretary of State, inaccurate in any material respect or if such inspection reveals any other contravention of the Franchisee's obligations under the Franchise Agreement which the Secretary of State considers to be material, the costs of any such inspection shall be borne by the Franchisee.

SCHEDULE 12

Financial Obligations and Covenants

1. Obligations

Except to the extent that the Secretary of State may otherwise agree from time to time, the Franchisee shall not:

- (a) incur any liability or financial indebtedness except in the ordinary course of providing and operating the Franchise Services;
- (b) make any loan or grant any credit, or have or permit to subsist any loan or any credit, to any person (other than the deposit of cash with a Bank as permitted under paragraph 1(d) or to an employee in the ordinary course of its business);
- (c) create or permit to subsist any Security Interest over any of its assets or property or give any guarantee or indemnity to or for the benefit of any person or otherwise assume liability or become obliged (actually or contingently) in respect of any obligation of any other person, in each case other than in the ordinary course of the business of providing and operating the Franchise Services; or
- (d) create or acquire any subsidiary or make or have any investment in any other entity, except for the deposit of cash with a Bank.

2. Financial Ratios

2.1 The Franchisee covenants that as at the end of each Reporting Period during the Franchise Term:

- (a) the ratio of its Modified Revenue to its Actual Operating Costs during the preceding 13 Reporting Periods of the Franchise Term (or, prior to the end of the thirteenth such Reporting Period, during all preceding Reporting Periods) will equal or exceed the ratio of 1.050:1; and
- (b) the ratio of its Forecast Modified Revenue to its Forecast Operating Costs for the next 13 Reporting Periods (or, where there are less than 13 Reporting Periods remaining in the Franchise Term, for all such remaining Reporting Periods) will equal or exceed the ratio of 1.050:1; and
- (c) For the purposes of this paragraph 2 "**preceding 13 Reporting Periods**" means the Reporting Period just ended and the preceding 12 Reporting Periods of the Franchise Term.

2.2 If:

- (a) in respect of any Reporting Period, the Franchisee fails pursuant to paragraph 3.3(b) of Schedule 13 (Information and Industry Initiatives) to provide a statement of calculation of performance against the covenants set out in paragraph 2.1(b) for each of the next 13 Reporting Periods (or, where there are less than 13 Reporting Periods remaining in the Franchise Term, for all such remaining Reporting Periods) following any such Reporting Period; or

- (b) the Secretary of State reasonably considers that any particular item of Forecast Modified Revenue or Forecast Operating Cost used for the purposes of determining the Franchisee's performance against the covenants set out in paragraph 2.1(b) has not been accounted for on a reasonable basis (including where the accounting treatment looks to the form rather than the substance),

then the Secretary of State may:

- (i) in the circumstances referred to in paragraph 2.2(a) above reasonably determine the ratio of the Forecast Modified Revenue and Forecast Operating Cost on the basis of information available to him; or
- (i) in the circumstances referred to in paragraph 2.2(b) above require any such particular item of Forecast Modified Revenue or Forecast Operating Cost to be adjusted in a manner which is fair and reasonable and, so far as reasonably determinable, on the basis on which such particular item of Forecast Modified Revenue or Forecast Operating Cost should have been accounted for by the Franchisee as reasonably determined by the Secretary of State,

in either case after having exercised his rights under paragraph 3.13 of Schedule 13 (Information and Industry Initiatives) to the extent that he considers appropriate in the circumstances for the purpose of making any such reasonable determination.

3. **Breach of Financial Ratios**

- 3.1 The Franchisee shall not during any Lock-up Period, do any of the following without the Secretary of State's consent:
 - (a) declare or pay any dividend (equity or preference) or make any other distribution including surrendering any taxable losses to any of its Affiliates or pay any of its Affiliates in respect of taxable losses that they wish to surrender to the Franchisee, without the prior written consent of the Secretary of State;
 - (b) pay management charges to any of its Affiliates in excess of those specified in the Initial Business Plan; or
 - (c) make payment under any intra-group borrowings.
- 3.2 Lock-up Period means any period from the time when either of the ratios referred to in paragraphs 2(a) and (b) falls below the ratio of 1.070:1 until the time at which the Secretary of State is satisfied that the relevant ratio is again above the ratio of 1.070:1.
- 3.3 Failure by the Franchisee at any time to comply with either of the ratios referred to in paragraph 2.1 shall be an Event of Default under paragraph 2.9 of Schedule 10.3 (Events of Default and Termination Event).

4. **Performance Bond**

4.1

- (a) The Franchisee shall procure that there shall be a valid and effective Performance Bond in place with effect:
 - (i) from the date of the Franchise Agreement;
 - (ii) throughout the Franchise Term; and
 - (iii) for a period of seven Reporting Periods after the end of the Franchise Period;
- (b) The Performance Bond that the Franchisee shall procure is in place pursuant to paragraph 4.1(a) and any replacement Performance Bonds shall:
 - (i) be substantially in the form of Appendix 1 (Form of Performance Bond) to this Schedule 12;
 - (ii) have a value equal to the amount determined under paragraph 4.4; and
 - (iii) have a duration of three years except where a Performance Bond is to be renewed and the period of time from the date from which such Performance Bond is to be put in place until the date seven Reporting Periods after the end of the Franchise Term is less than three years the duration of such Performance Bond shall be from the date of such renewal until the date seven Reporting Periods after the end of the Franchise Term.

Provision of Replacement Performance Bond

- 4.2 The Franchisee may replace the Performance Bond at any time, provided that the Secretary of State receives a replacement Performance Bond:
 - (a) substantially in the form of Appendix 1 to this Schedule 12 (or in any other form acceptable to the Secretary of State in his discretion);
 - (b) duly executed and delivered by a Bond Provider acceptable to the Secretary of State; and
 - (c) in an amount determined in accordance with paragraph 4.4.
- 4.3 The Franchisee shall replace any Performance Bond at least six months prior to its scheduled expiry with a replacement that complies with the requirements of paragraph 4.2.

Amount of Performance Bond

- 4.4 The amount of any Performance Bond shall be as follows:
 - (a) £30,000,000 (pounds sterling thirty million) in relation to the first Performance Bond;

- (b) in relation to the second Performance Bond an amount which is £30,000,000 (pounds sterling thirty million) × RPI;
- (c) in relation to each subsequent Performance Bond an amount which is the amount of the Performance Bond that it is replacing × RPI,

and for the purpose of this paragraph 4.4 RPI shall be the quotient of the Retail Prices Index for the month for which the Retail Prices Index has most recently been determined on the date on which the Franchisee is to replace the Performance Bond divided by the Retail Prices Index for the month in which the Performance Bond that is being replaced was required to be delivered to the Secretary of State.

Demands under the Performance Bond

4.5

- (a) The Performance Bond shall be on terms that it is payable without further enquiry by the Bond Provider to the Secretary of State in full in London on first written demand by the Secretary of State on the Bond Provider, certifying as to any one or more of the following:
 - (i) that the Franchise Agreement has:
 - (A) either terminated or expired and, in either case, there are liabilities or obligations outstanding from the Franchisee to the Secretary of State; and/or
 - (B) terminated solely as a consequence of the occurrence of one or more Events of Default in circumstances where the Secretary of State has incurred or expects to incur additional costs in connection with early termination of the Franchise;
 - (ii) that a railway administration order has been made in relation to the Franchisee pursuant to Sections 60 to 62 of the Act;
 - (iii) the occurrence of an Event of Default:
 - (A) under paragraph 2.13(a) of Schedule 10.3 (Events of Default and Termination Event) in relation to the Performance Bond; or
 - (B) under paragraph 2.13(b) of Schedule 10.3 (Events of Default and Termination Event),

whether or not the Franchise Agreement is, or is to be, terminated as a result thereof;
 - (iv) that the Franchisee has failed to perform or comply with its obligations under any Supplemental Agreement;
 - (v) that the Franchisee has failed to provide a replacement Performance Bond complying with this paragraph 4 at least six months prior to the scheduled expiry of the existing Performance Bond; or

- (vi) that the Franchisee has failed to procure the execution and delivery of a new Performance Bond by a Bond Provider acceptable to the Secretary of State when required to do so in accordance with paragraph 4.8.
- (b) If the Secretary of State makes a demand under the Performance Bond, he shall, within a reasonable period, account to the Franchisee for the proceeds of such Performance Bond less the amount of the losses, liabilities, costs or expenses which, in the reasonable opinion of the Secretary of State, the Secretary of State or a Successor Operator has incurred or suffered or may be reasonably likely to incur or suffer including as a result of:
 - (i) early termination of the Franchise Agreement; and/or
 - (ii) any failure by the Franchisee to perform or comply with any of its obligations to the Secretary of State under the Franchise Agreement or to a Successor Operator under the Supplemental Agreement.

Characteristics of Performance Bond Provider

- 4.6 In determining whether a Bond Provider under any replacement Performance Bond is acceptable, the Secretary of State may exercise his discretion and shall not be obliged to accept a Bond Provider accepted under any previous Performance Bond.
- 4.7 The Franchisee shall provide such information relating to any Bond Provider or proposed Bond Provider as the Secretary of State may require from time to time.
- 4.8 If at any time the Secretary of State reasonably considers the Bond Provider under the then current Performance Bond to be unacceptable, the Secretary of State may require the Franchisee within 20 business days to procure the execution and delivery of a new Performance Bond by a Bond Provider acceptable to the Secretary of State. This applies:
 - (a) notwithstanding the other provisions of this paragraph 4; and
 - (b) irrespective of the scheduled expiry date of the then current Performance Bond.

Provision of more than one Performance Bond

- 4.9 The Franchisee shall be permitted subject to the prior consent of the Secretary of State (such consent not to be unreasonably withheld or delayed) to meet its obligations to provide a valid and effective Performance Bond by providing up to three valid and effective Performance Bonds the aggregate value of which at all times is equal to the value determined under paragraph 4.4. With the exception of the value of each individual Performance Bond the provisions of the Franchise Agreement in relation to the Performance Bond shall be deemed to apply separately in relation to each such Performance Bond. Where more than one Performance Bond is provided the Secretary of State shall have a discretion as to whether to make a demand under some or all of such Performance Bonds and the extent to which he accounts for the proceeds of each such Performance Bond in accordance with the provisions of paragraph 4.5(b).

5. **Season Ticket Bond**

Provision of Season Ticket Bond

5.1 The Franchisee shall procure that, for each Franchisee Year throughout the Franchise Term and during the relevant call period specified in clauses 4 and 5 of the Season Ticket Bond, there shall be in place a valid and effective Season Ticket Bond substantially in the form of Appendix 2 (Form of Season Ticket Bond) to this Schedule 12.

Provision of Replacement Season Ticket Bond

5.2 No later than one Reporting Period before the expiry of each Bond Year, the Franchisee shall provide to the Secretary of State (or procure that the Secretary of State receives) a Season Ticket Bond for the following Bond Year:

- (a) substantially in the form of Appendix 2 to this Schedule 12 (or in any other form acceptable to the Secretary of State in his discretion);
- (b) duly executed and delivered by a Bond Provider acceptable to the Secretary of State; and
- (c) in an amount determined in accordance with paragraph 5.3.

Amount of Season Ticket Bond

5.3 The amount of any Season Ticket Bond shall vary for each Reporting Period during the Bond Year to which the Season Ticket Bond relates in accordance with the following formula:

$$STBA = STL \times \frac{((RPI \times 100) + k)}{100} \times Z$$

where:

STBA equals the amount of the Season Ticket Bond in the relevant Reporting Period;

STL equals, in respect of such Reporting Period, the maximum amount which would be payable by the Franchisee and the Stored Credit Balance which would be held by the Franchisee:

- (a) if the Franchise Agreement were to terminate on any day during the Reporting Period (the relevant Reporting Period) falling 13 Reporting Periods before such Reporting Period; and
- (b) in respect of Season Ticket Fares under and in accordance with a Supplemental Agreement and paragraph 3.3 of Schedule 15.4 (Provisions Applying on and after Termination) and the rights and liabilities of the Franchisee relating to an obligation of carriage under the terms of any Season Ticket Fares which were transferred under a Transfer Scheme relating to that Supplemental Agreement to a Successor Operator at that time, provided that for these purposes only:
 - (i) Season Ticket Fares shall mean any Season Ticket Fare which expires more than seven days after it first comes into effect;

- (ii) the Start Date shall be assumed, where relevant, to have occurred before the commencement of the relevant Reporting Period; and
- (iii) if STL cannot reasonably be determined at the time at which the Franchisee is required under paragraph 5.4 to provide its estimate of the amount of the relevant Season Ticket Bond (including because the relevant Reporting Period has not yet occurred), the relevant Reporting Period shall be the Reporting Period falling 26 Reporting Periods before the Reporting Period in the relevant Bond Year;

RPI equals the quotient of the Retail Prices Index for the month for which the Retail Prices Index has most recently been determined at the time the Franchisee is required under paragraph 5.4 to provide its estimate of the amount of the relevant Season Ticket Bond divided by the Retail Prices Index for the month falling 12 months before such month, provided that, for the first Franchisee Year, RPI shall be one;

k has the value attributed to it in Schedule 5 (Fares) for the Fare Year in which the Reporting Period in the relevant Bond Year falls; and

Z equals +1 or, if the relevant Reporting Period falls 26 Reporting Periods before such Reporting Period, an amount equal to:

$$\frac{(RPI \times 100)}{100} + k$$

where RPI and k are determined for the 12 months and the Fare Year preceding the 12 months and the Fare Year for which RPI and k are respectively determined above.

- 5.4 The Franchisee shall supply to the Secretary of State, not later than three Reporting Periods before the end of each Bond Year, its estimate of the amount of the Season Ticket Bond for each Reporting Period during the following Bond Year and shall supply such details as the Secretary of State may request in connection therewith.
- 5.5 The Franchisee and the Secretary of State shall endeavour to agree the amount of such Season Ticket Bond by no later than two Reporting Periods before the end of each Bond Year. If the parties are unable to agree the amount of the Season Ticket Bond in respect of any Reporting Period during the following Bond Year, the matter shall be resolved in accordance with the Dispute Resolution Rules.
- 5.6 If the amount of the Season Ticket Bond for each Reporting Period during a Bond Year has not been agreed two Reporting Periods before the end of the preceding Bond Year, then, until the amount is agreed or determined in accordance with the Dispute Resolution Rules, the amount thereof shall be the amount determined by the Secretary of State.
- 5.7 The Secretary of State and the Franchisee may agree to increase or reduce the amount covered or required to be covered under a Season Ticket Bond from time to time.

Demands under the Season Ticket Bond

5.8

- (a) The Season Ticket Bond shall be on terms that it is payable without further enquiry by the Bond Provider to the Secretary of State in full in London on first written demand by the Secretary of State on the Bond Provider, certifying as to any one or more of the following:
- (i) that the Franchise Agreement has terminated or expired;
 - (ii) that a railway administration order has been made in relation to the Franchisee pursuant to Sections 60 to 62 of the Act; or
 - (iii) that an Event of Default:
 - (A) under paragraph 2.13(a) of Schedule 10.3 (Events of Default and Termination Event) in relation to the Season Ticket Bond; or
 - (B) under paragraph 2.13(c) of Schedule 10.3 (Events of Default and Termination Event),has occurred (whether or not the Franchise Agreement is, or is to be, terminated as a result thereof).
- (b) If the Secretary of State makes a demand under the Season Ticket Bond, he shall account to the Franchisee for the proceeds of such Season Ticket Bond remaining following settlement of all liabilities or obligations of the Franchisee in respect of any Season Ticket Fares and/or Stored Credit Balance that may be transferred or is transferred whether under a Transfer Scheme (or otherwise) to a Successor Operator.

Characteristics of Season Ticket Bond Provider

- 5.9 In determining whether a Bond Provider under any replacement Season Ticket Bond is acceptable, the Secretary of State may exercise his discretion and shall not be obliged to accept a Bond Provider accepted under any previous Season Ticket Bond.
- 5.10 The Franchisee shall provide such information relating to any Bond Provider or proposed Bond Provider as the Secretary of State may require from time to time.
- 5.11 The Secretary of State agrees that, subject to receipt of a Season Ticket Bond in an amount determined in accordance with paragraph 5.3 in respect of any Bond Year, he shall release the relevant Bond Provider from any liability under the Season Ticket Bond provided in relation to the preceding Bond Year on the expiry of such Bond Year, provided that no Event of Default has occurred and is unremedied or continuing.

Meaning of Reporting Period

- 5.12 References in this paragraph 5 to a Reporting Period shall be construed, where the Franchisee so requests and the Secretary of State consents (such consent not to be unreasonably withheld) to be references to each consecutive seven-day period (or such other period as may be agreed) during such Reporting Period. The Franchisee may only make such a request in respect of a maximum of two

Reporting Periods in each Bond Year and only where the amount of the Season Ticket Bond over any such period would, in the reasonable opinion of the Franchisee, differ materially if determined by reference to such seven-day periods.

APPENDIX 1 TO SCHEDULE 12

Form of Performance Bond

[DOCUMENT "PB" - PERFORMANCE BOND]

Dated

20[●]

[BOND PROVIDER]

Performance Bond

*Secretary of State for Transport
33 Horseferry Road
London SW1P 4DR*

To: Secretary of State for Transport
33 Horseferry Road
London
SW1P 4DR
(the Secretary of State)

Whereas:

We are informed that you have entered into a franchise agreement dated [_____] (the Franchise Agreement) with [*name of Franchisee*] (the "Franchisee") under which the Franchisee will provide certain railway passenger services.

We are further informed that the Franchise Agreement requires that the Secretary of State receives a duly executed performance bond in the amount of [*To be populated in for the duration of the Bond in accordance with 4.4*] (the Bond Value) to secure the performance by the Franchisee of and its compliance with its obligations under the Franchise Agreement and any Supplemental Agreement.

Accordingly:

We hereby unconditionally and irrevocably undertake to pay to you in full in London, immediately upon receipt of your first written demand on us in the form set out in the Schedule and, without further enquiry, the sum specified therein. Such written demand shall state:

- (a) the Call Event (as defined in clause 2 hereof) that has occurred; and
- (b) the date of occurrence of such Call Event.

You may call on us for the whole or part of the amount of our liability hereunder and you may make any number of calls on us up to a maximum aggregate amount of the Bond Value. All sums payable hereunder shall be paid free of any restriction or condition and free and clear of and (except to the extent required by law) without any deduction or withholding, whether for or on account of tax, by way of set-off or otherwise.

1. The undertaking given by us above shall operate provided that:

- (a) our maximum liability shall be limited to a sum or sums not exceeding in the aggregate the amount of the Bond Value or such lesser amount as you may notify us of from time to time in writing, separately from any demand, shall constitute the Bond Value of this Bond; and
- (b) notwithstanding anything contained herein, our liability hereunder shall expire on the earlier of:
 - (i) the date falling six months after the date on which any railway administration order is made in relation to the Franchisee pursuant to Sections 60 to 62 of the Railways Act 1993; and
 - (ii) the later of:
 - (A) the date falling one month after the determination of the Purchase Price (as defined in any Supplemental

Agreement) under each relevant Supplemental Agreement; and

(B) the date falling seven Reporting Periods after the end of the Franchise Period; and

(C) the end of the Franchise Term; and

(iii) [date]⁴¹

except in respect of any written demand for payment complying with all the requirements hereof which is received by us on or before such date for either the Bond Value, or for such lesser amount which, when aggregated with any previous demands, amounts to the Bond Value or less, after which date this undertaking shall be void whether returned to us or not.

2. Call Event means, in this Bond, any of:

- (a) the termination or expiry of the Franchise Agreement in circumstances where there are liabilities or obligations outstanding from the Franchisee to the Secretary of State;
- (b) the termination of the Franchise Agreement solely as a consequence of the occurrence of one or more Events of Default in circumstances where the Secretary of State has incurred or expects to incur additional costs in connection with termination of the [name of franchise] franchise;
- (c) the making of a railway administration order in relation to the Franchisee pursuant to Sections 60 to 62 of the Railways Act 1993;
- (d) the occurrence of an Event of Default under the Franchise Agreement in respect of:
 - (i) paragraph 2.13(a) of Schedule 10.3 (Events of Default and Termination Event) of the Franchise Agreement in relation to the Performance Bond; or
 - (ii) paragraph 2.13(b) of Schedule 10.3 (Events of Default and Termination Event) of the Franchise Agreement, whether or not the Franchise Agreement is, or is to be, terminated as a result thereof;
- (e) the failure by the Franchisee to perform or comply with its obligations under any Supplemental Agreement;
- (f) the failure by the Franchisee to provide the Secretary of State with a replacement Performance Bond which complies with paragraph 4 of Schedule 12 (Financial Obligations and Covenants) of the Franchise Agreement; or
- (g) the failure by the Franchisee to procure the execution and delivery of a new Performance Bond by a Bond Provider in favour of and acceptable to

⁴¹ Such date to be consistent with the obligations of the Franchisee pursuant to paragraph 4.1(b)(iii) of Schedule 12 of the Franchise Agreement.

the Secretary of State when required to do so in accordance with paragraph 4.8 of Schedule 12 (Financial Obligations and Covenants) of the Franchise Agreement.

3. This undertaking is made to you, your successors and your assigns.
4. This undertaking shall not be discharged or released by time, indulgence, waiver, alteration or release of, or in respect to, the obligations of the Franchisee under the Franchise Agreement or any Supplemental Agreement or any other circumstances that might operate as a release of a guarantor at law or in equity.
5. You may make demand or give notice to us under this Bond in writing by hand or facsimile transmission to us as follows:

Address: [Bond Provider's address]

Facsimile Number: [Bond Provider's fax number]
6. References in this Bond to the Franchise Agreement and the Supplemental Agreement are to the Franchise Agreement and any Supplemental Agreement as amended from time to time.
7. Where used in this Bond, capitalised terms have the same meanings as in the Franchise Agreement.
8. This Bond shall be governed by and construed in accordance with the laws of England and Wales.

Executed as a deed this [day and month] of [year].

SCHEDULE TO THE PERFORMANCE BOND

SPECIMEN DEMAND NOTICE

To: [name and address of Bond Provider]
[date of demand notice]

We refer to the performance bond issued by you on [date of Bond] (the Performance Bond) in connection with the franchise agreement (the "Franchise Agreement") entered into between the Secretary of State for Transport (the "Secretary of State") and [*name of Franchisee*] (the "Franchisee") on [*Franchise Agreement signature date*].

We hereby notify you that the following Call Event (as defined in the Performance Bond) occurred on [date of occurrence of Call Event]: [delete as appropriate].

[The Franchise Agreement has [terminated/expired] on [date of termination/expiry] in circumstances where there are liabilities or obligations outstanding from the Franchisee to the Secretary of State.]

[The Franchise Agreement has terminated solely as a consequence of the occurrence of one or more Events of Default on [date of termination] in circumstances where the Secretary of State has incurred or expects to incur additional costs in connection with the termination of the [name of franchise] franchise.]

[A railway administration order has been made in relation to the Franchisee pursuant to Sections 60 to 62 of the Railways Act 1993.]

[That an Event of Default under the Franchise Agreement has occurred under:

- [(a) paragraph 2.13(a) of Schedule 10.3 (Events of Default and Termination Event) of the Franchise Agreement in relation to the Performance Bond; or]
- [(b) paragraph 2.13(b) of Schedule 10.3 (Events of Default and Termination Event) of the Franchise Agreement.]]

[The Franchisee has failed to perform or comply with its obligations under any Supplemental Agreement.]

[The Franchisee has failed to provide a replacement Performance Bond (as described in the Franchise Agreement) complying with paragraph 4 of Schedule 12 (Financial Obligations and Covenants) of the Franchise Agreement at least six months prior to the scheduled expiry of the existing Performance Bond.]

[The Franchisee has failed to procure the execution and delivery of a new Performance Bond by a Bond Provider acceptable to the Secretary of State when required to do so in accordance with paragraph 4.8 of Schedule 12 (Financial Obligations and Covenants) of the Franchise Agreement.]

We hereby demand immediate payment from you of [specify alternative amount if not Bond Value] or the Bond Value, whichever is smaller.

Please arrange for immediate payment of the relevant amount as follows:

[account details to which Bond monies to be paid into]

Where used in this Notice, capitalised terms have the same meanings as in the Franchise Agreement.

For and on behalf of
Secretary of State for Transport

APPENDIX 2 TO SCHEDULE 12

Form of Season Ticket Bond

DOCUMENT "STB" - SEASON TICKET BOND

Dated

20[●]

[BOND PROVIDER]

Season Ticket Bond

*Secretary of State for Transport
33 Horseferry Road
London SW1P 4DR*

To: Secretary of State for Transport
33 Horseferry Road
London
SW1P 4DR
(the Secretary of State)

Whereas:

We are informed that you have entered into a franchise agreement dated [_____] (the "Franchise Agreement") with [*name of Franchisee*] (the "Franchisee") under which the Franchisee will provide certain railway passenger services.

We are further informed that the Franchise Agreement requires that the Secretary of State receives a duly executed season ticket bond to secure the performance by the Franchisee of and its compliance with certain of its obligations under the Franchise Agreement and any Supplemental Agreement.

Accordingly:

We hereby unconditionally and irrevocably undertake to pay to you in full in London, immediately upon receipt of your first written demand on us in the form set out in Schedule 1 and, without further enquiry, the sum specified therein. Such written demand shall state:

- (a) the Call Event (as defined in clause 2) that has occurred; and
- (b) the date of occurrence of such Call Event.

You may call on us for the whole or part of the amount of our liability hereunder and you may make any number of calls on us up to a maximum aggregate amount of the Bond Value (as defined in clause 3). All sums payable hereunder shall be paid free of any restriction or condition and free and clear of and (except to the extent required by law) without any deduction or withholding, whether for or on account of tax, by way of set-off or otherwise.

1. The undertaking given by us above shall operate provided that:
 - (a) our maximum liability shall be limited to a sum or sums not exceeding in the aggregate the amount of the Bond Value on the date of occurrence of the Call Event stated in your written demand on us; and
 - (b) you may only call on us (whether on one or more occasions) in relation to one Call Event, such Call Event to be determined by reference to the first written demand which is received by us in the form set out in Schedule 1.
2. Call Event means, in this Bond, any of:
 - (a) the termination or expiry of the Franchise Agreement;
 - (b) the making of a railway administration order in relation to the Franchisee pursuant to Sections 60 to 62 of the Railways Act; or
 - (c) the occurrence of an Event of Default under paragraph 2.13(a) (in relation to a Season Ticket Bond) or 2.13(c) of Schedule 10.3 (Events of Default and Termination Event) of the Franchise Agreement (whether or

not the Franchise Agreement is, or is to be, terminated as a result thereof).

3. Bond Value shall mean, in respect of any date, the amount specified in Schedule 2 as being the value of this Bond for such date (provided that for these purposes the date of occurrence of the Call Event specified in clause 2(c) shall be deemed to be the last date for which a Bond Value is assigned under Schedule 2 of this Bond).
4. Notwithstanding anything contained herein, but subject to clause 5, our liability hereunder in respect of any Call Event shall expire no later than the end of the Franchise Term and:
 - (a) in relation to a Call Event specified in clauses 2(a) and (b), at noon (London time) on the date falling three business days after the date of occurrence of such Call Event (business day being a day on which banks are open for business in the City of London); and
 - (b) in relation to any other Call Event, on the day falling one month after the last date for which a Bond Value is assigned under Schedule 2 of this Bond unless you notify us in writing prior to the relevant expiry time that the relevant Call Event has occurred (whether or not you call on us at the same time under this Bond).
5. If you do notify us under clause 4 our liability shall expire on:
 - (a) if the Call Event in respect of which you may call on us under this Bond is the termination of the Franchise Agreement, the date falling one month after the determination of the Purchase Price (as defined in the Supplemental Agreement) under each relevant Supplemental Agreement;
 - (b) if the Call Event in respect of which you may call on us under this Bond is the making of a railway administration order in relation to the Franchisee pursuant to Sections 60 to 62 of the Railways Act 1993, the date falling three months after the making of such railway administration order; or
 - (c) if the Call Event in respect of which you may call on us under this Bond is the occurrence of an Event of Default under paragraph 2.13(a) (in relation to a Season Ticket Bond) or paragraph 2.13(c) of Schedule 10.3 (Events of Default and Termination Event) of the Franchise Agreement (whether or not the Franchise Agreement is, or is to be, terminated as a result thereof), the date falling one month after your notification to us under clause 4,

except, in each case, in respect of any written demand for payment complying with all the requirements hereof which is received by us on or before the relevant date, after which date this undertaking shall be void whether returned to us or not.

6. This undertaking is made to you, your successors and your assigns.
7. This undertaking shall not be discharged or released by time, indulgence, waiver, alteration or release of, or in respect to, the obligations of the Franchisee under the Franchise Agreement or any Supplemental Agreement or any other circumstances that might operate as a release of a guarantor at law or in equity.

8. You may make demand or give notice to us under this Bond in writing by hand or facsimile transmission to us as follows:

Address: [Bond Provider's address]

Facsimile Number: [Bond Provider's fax number]

9. References in this Bond to the Franchise Agreement and the Supplemental Agreement are to the Franchise Agreement and the Supplemental Agreement as amended from time to time and terms defined therein shall have the same meaning in this Bond.
10. Where used in this Bond, capitalised terms have the same meanings as in the Franchise Agreement.
11. This Bond shall be governed by and construed in accordance with the laws of England and Wales.

Executed as a deed this [day and month] of [year].

SCHEDULE 1 TO THE SEASON TICKET BOND

SPECIMEN DEMAND NOTICE

To: [Name and address of Bond Provider]
[date of demand notice]

We refer to the season ticket bond issued by you on [date of Bond] (the Season Ticket Bond) in connection with the franchise agreement (the "Franchise Agreement") entered into between the Secretary of State for Transport (the "Secretary of State") and [*name of Franchisee*] (the "Franchisee") on [*Franchise Agreement signature date*].

We hereby notify you that the following Call Event (as defined in the Season Ticket Bond) occurred on [date of occurrence of Call Event]: [delete as appropriate].

[The Franchise Agreement [terminated][expired] on [date of [termination][expiry]].

[A railway administration order has been made in relation to the Franchisee pursuant to Sections 60 to 62 of the Railways Act 1993.]

[An Event of Default occurred under paragraph 2.13(a) (in relation to a Season Ticket Bond) or paragraph 2.13(c) of Schedule 10.3 (Events of Default and Termination Event) of the Franchise Agreement.]

We hereby demand immediate payment from you of [specify alternative amount if not Bond Value] or the Bond Value, whichever is smaller.

Please arrange for immediate payment of the relevant amount as follows:

[account details to which Bond monies to be paid into]

Where used in this Notice, capitalised terms have the same meanings as in the Franchise Agreement.

For and on behalf of
Secretary of State for Transport

SCHEDULE 2 TO THE SEASON TICKET BOND

BOND VALUE

Call Event occurring in Reporting Period	Bond Value
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	

[Dates to be specified]

SCHEDULE 13

Information and Industry Initiatives

1. General Information

Corporate Information

- 1.1 The Franchisee shall provide the following information to the Secretary of State on or before the Start Date and shall notify the Secretary of State of any change to such information within 21 days of such change:
- (a) its name;
 - (b) its business address and registered office;
 - (c) its directors and company secretary;
 - (d) its auditors;
 - (e) its trading name or names; and
 - (f) to the best of the Franchisee's knowledge and belief, having made due and diligent enquiry, the identity of all persons holding, separately or acting by agreement, directly or indirectly, the right to cast more than 20 per cent of the votes at general meetings of the Franchisee.
- 1.2 The Franchisee shall inform the Secretary of State of any material change or proposed material change in its business (including the employment or the termination of employment of any Key Personnel, the termination of any Key Contract and any litigation or other dispute which may have a material effect on its business) and any material change in or restructuring of the capitalisation or financing of the Franchisee or the Parent.

Operational and Performance-related Information to be provided by the Franchisee

- 1.3 The Franchisee shall provide to the Secretary of State the information specified in the Appendices to this Schedule 13 at the times specified therein.
- 1.4 The Appendices to this Schedule 13 shall be interpreted in accordance with any guidance issued by the Secretary of State from time to time for that purpose.

Maintenance of Records

- 1.5 The Franchisee shall maintain true, up to date and complete records of all of the information required to be provided by the Franchisee under the Franchise Agreement.
- 1.6 Each record required to be maintained by the Franchisee in accordance with this Schedule 13 shall be held for a period of six years following the date on which such record was required to be created.
- 1.7 References to records in this Schedule 13 shall include records maintained under any Previous Franchise Agreement to the extent that such records relate to the

Franchise Services and the Franchisee has access to them (which it shall use all reasonable endeavours to secure).

- 1.8 The Franchisee shall not be responsible for any records maintained under any Previous Franchise Agreement, as referred to in paragraph 1.7, being true, complete and up to date. As soon as reasonably practicable after becoming aware that any such records are not true, complete and up to date, the Franchisee shall take all reasonable steps to remedy any such deficiency, and shall thereafter maintain such records in accordance with paragraph 1.5.

Information to the Rail Passengers' Council and Local Authorities

- 1.9 The Franchisee shall comply with any reasonable requests and guidance issued by the Secretary of State from time to time in respect of the provision of information to and co-operation and consultation with the Rail Passengers' Council and Local Authorities.

2. Business Plans

Initial Business Plan

- 2.1 Within three months of the Start Date, the Franchisee shall deliver to the Secretary of State its Initial Business Plan, describing its planned activities for each Franchisee Year during the Franchise Term, which shall include:
- (a) a description as to how the Franchisee will be able to meet its obligations under the Franchise Agreement for the Franchise Term, supported by operational plans demonstrating this;
 - (b) details of any investments proposed to be made or procured by the Franchisee in relation to the Franchise Services during the Franchise Term;
 - (c) a summary of the Franchisee's plans for marketing and developing the Franchise Services; and
 - (d) a profit and loss forecast, cash flow forecast and forecast balance sheet for each of the first 13 Reporting Periods following the Start Date, together with a list of assumptions on the basis of which each such forecast has been prepared.

- 2.2 Not used.

Annual Business Plans

- 2.3 The Franchisee shall, at all times during the Franchise Term, provide to the Secretary of State any annual business plan (in written or electronic form) that it provides to its Parent (or any other document or documents which individually or collectively can reasonably be considered to be an annual business plan) in relation to a Franchisee Year (other than the first Franchisee Year) and which describes the Franchisee's planned activities for such Franchisee Year or describes the manner in which the Franchisee will meet its obligations under the Franchise Agreement in respect of that Franchisee Year (the "Annual Business Plan"). Any such Annual Business Plan shall be provided to the Secretary of State within one month of submission of same to the Parent. Where the Franchisee does not produce an annual business plan it shall notify the Secretary of State of all the periodic plans that it does produce and:

- (a) the Secretary of State shall be entitled to copies of such periodic plans as he shall reasonably determine; and
 - (b) any such periodic plans shall be deemed to be Annual Business Plans for the purposes of this paragraph 2.3.
- 2.4 The Franchisee shall, at the same time as it submits the Annual Business Plan to the Secretary of State in accordance with paragraph 2.3 (or to the extent that no Annual Business Plan is submitted to the Parent in any Franchisee Year, not more than three Reporting Periods and not less than one Reporting Period prior to the start of each Franchisee Year), provide to the Secretary of State a revised profit and loss forecast, cash flow forecast and forecast balance sheet for each of the 13 Reporting Periods in the relevant Franchisee Year and each subsequent Franchisee Year of the Franchise Term.
- 2.5 Not used.
- 2.6 The Franchisee shall not be relieved of any of its obligations under the Franchise Agreement as a result of any comment or failure to comment by the Secretary of State on any Business Plan or any agreement with or approval, implicit or explicit, of any Business Plan by the Secretary of State at any time.
- 2.7 The Secretary of State may at any time require the Franchisee to produce a Business Action Plan in respect of any aspect of the Business Plan. Such Business Action Plan may include steps relating to:
- (a) timetable and service pattern development;
 - (b) Station facility improvement;
 - (c) performance management improvement;
 - (d) customer service improvement; and
 - (e) improvements in the quality of service delivery or the efficiency of delivery of the Franchise Services.
- 2.8 The Franchisee shall comply with any guidance issued by the Secretary of State about how and with whom any consultation on the content of a Business Action Plan is to take place.
- 2.9 Any proposal in a Business Action Plan shall only be implemented if and to the extent that the Secretary of State decides it is appropriate to do so and subject to any conditions which he may impose.

3. Financial And Operational Information

Accounting Records

- 3.1 The Franchisee shall prepare and at all times during the Franchise Term maintain true, up to date and complete accounting records as are required to be kept under Section 386 of the Companies Act 2006. Such records shall be prepared on a consistent basis for each Reporting Period.

Reporting Period Financial Information

3.2 The Franchisee shall deliver to the Secretary of State, within two weeks of the end of each Reporting Period:

- (a) Management Accounts for such Reporting Period, setting out a cashflow statement, profit and loss account and balance sheet for that Reporting Period and cumulatively for the Franchisee Year to date;
- (b) written confirmation that the Management Accounts, to the best of the knowledge information and belief of the board of directors of the Franchisee, contain a true and accurate reflection of the current assets and liabilities of the Franchisee (including contingent assets or liabilities and known business risks and opportunities) and, to the extent that they do not, identify in a written report relevant issues in reasonable detail and provide such further information that the Secretary of State shall reasonably require in relation; and
- (c) in circumstances where the Franchisee was in a Lock-up Period during such Reporting Period written confirmation from a statutory director of the Franchisee that the Franchisee has complied with the restrictions applicable during a Lock-up Period pursuant to paragraph 3 of Schedule 12 (Financial Obligations and Covenants).

3.3 The Management Accounts shall also set out:

- (a) sufficient information to enable the Secretary of State to calculate Actual Operating Costs and Modified Revenue on a cumulative basis for the previous thirteen Reporting Periods;
- (b) the ratio of the Franchisee's:
 - (i) Total Modified Revenue to its Total Actual Operating Costs; and
 - (ii) Total Forecast Modified Revenue to its Total Forecast Operating Costs,together with supporting information showing how the Franchisee has calculated such ratios including a breakdown of the Modified Revenue, Forecast Modified Revenue, Actual Operating Cost and Forecast Operating Costs for each of the Reporting Periods used for the purposes of the calculation of the ratios pursuant to this paragraph 3.3(b);
- (c) a comparison of the Franchisee's performance during such period against the forecast provided by the Franchisee in the then current Business Plan;
- (d) a comparison of the Franchisee's cumulative performance during the Franchisee Year in which such period occurs against the forecast referred to in paragraph 3.3(c);
- (e) a detailed statement and explanation of any material difference between such Management Accounts and the forecast referred to in paragraph 3.3(c); and

- (f) where the level of financial performance reported in the Management Accounts is, in the reasonable opinion of the Secretary of State, materially worse than forecast by the Franchisee in its current Business Plan, the Secretary of State may require the Franchisee to prepare and submit to him, as soon as reasonably practicable, a Financial Action Plan to ensure that the level of financial performance forecast in its current Business Plan for the remainder of the currency of that Business Plan is achieved and the Franchisee shall use all reasonable endeavours to implement such Financial Action Plan.

Quarterly Financial Information

- 3.4 Within four weeks after the end of the third, sixth, ninth and twelfth Reporting Periods in each Franchisee Year, the Franchisee shall deliver to the Secretary of State the following information:
 - (a) an updated version of the profit and loss forecast, cash flow forecast and forecast balance sheet provided in accordance with paragraph 2.1(d), for each of the following 13 Reporting Periods; and
 - (b) a statement of calculation demonstrating the Franchisee's performance against each of the financial covenants in paragraph 2 of Schedule 12 (Financial Obligations and Covenants) at the beginning of each Reporting Period and a forecast of performance against such covenants for each of the following 13 Reporting Periods.
- 3.5 Where any Reporting Period falls partly within one Franchisee Year and partly within another, the results for each section of such Reporting Period falling either side of such Franchisee Year end shall be prepared on an accruals basis for each such section of such Reporting Period.

Annual Financial Information

- 3.6 Within three weeks of the end of each Franchisee Year, the Franchisee shall deliver to the Secretary of State its Annual Management Accounts for that Franchisee Year.
- 3.7 The Franchisee shall deliver to the Secretary of State:
 - (a) in respect of any Franchisee Year other than the final Franchisee Year, its Annual Financial Statements for that Franchisee Year within three Reporting Periods of the end of that Franchisee Year, in respect of the final Franchisee Year, its Annual Financial Statements for the period from the start of that Franchisee Year to the end of the Franchisee Period within three Reporting Periods of the end of the Franchisee Period,
 - (b) each together with a reconciliation to the Management Accounts for the same period.
- 3.8 Not used.
- 3.9 Within four Reporting Periods after the end of each Franchisee Year, the Franchisee shall deliver to the Secretary of State the following information:
 - (a) certified true copies of its annual report and Annual Audited Accounts for that Franchisee Year, together with copies of all related directors' and auditors' reports;

- (b) a reconciliation to the Management Accounts for the same period; and
- (c) a statement from the Franchisee's auditors confirming compliance with the financial covenants in paragraph 2 of Schedule 12 (Financial Obligations and Covenants).

Accounting Standards and Practices

3.10 Each set of Management Accounts and Annual Management Accounts shall:

- (a) be in the formats set out in the document in the agreed terms marked "FF" or in such other format as the Secretary of State may reasonably specify from time to time;
- (b) be prepared consistently in accordance with the Franchisee's normal accounting policies, details of which shall be supplied on request to the Secretary of State; and
- (c) identify to the reasonable satisfaction of the Secretary of State, any changes in such accounting policies from those policies that were applied in preparing each of the profit and loss account, the cashflow projection and the balance sheet contained in the Financial Model Placed in Escrow on the date of the Franchise Agreement.

3.11 Each set of Annual Financial Statements and Annual Audited Accounts shall:

- (a) save as stated in the notes thereto, be prepared and audited in accordance with GAAP, consistently applied and in accordance with the Companies Act 2006; and
- (b) together with those notes and subject to any qualifications contained in any relevant auditors' report, give a true and fair view of:
 - (i) the state of affairs and profits of the Franchisee for the period covered by such accounts; and
 - (ii) the amount of its total revenue (being all revenue whatsoever from any source obtained from any commercial or non-commercial activity or undertaking of the Franchisee, such revenue to be disaggregated by reference to revenue derived by the Franchisee from the sale of tickets, income received from Network Rail pursuant to Schedule 4 and Schedule 8 to the Track Access Agreement and other income (including car park revenue) or to such other level of disaggregation as may be notified to the Franchisee by the Secretary of State from time to time) derived by the Franchisee in respect of that Franchisee Year.

Parent Accounts

3.12 The Franchisee shall, upon the request of the Secretary of State, promptly deliver to, or procure delivery to, the Secretary of State, certified true copies of the annual reports and audited accounts of the Parent, together with copies of all related directors' and auditors' reports. If the Parent is domiciled outside England and Wales, the equivalent documents in the jurisdiction of residence of the Parent shall be delivered to the Secretary of State.

Secretary of State Audit of calculations provided pursuant to paragraph 3.3(b) of Schedule 13 (Information and Industry Initiatives)

- 3.13 Without prejudice to paragraph 2.2 of Schedule 12 (Financial Obligations and Covenants) or to any other rights of the Secretary of State under the Franchise Agreement, the Secretary of State and his representatives shall be permitted to inspect at any time the books, records and any other material kept by or on behalf of the Franchisee in order to check or audit any item contained in or relating to the Management Accounts in so far as they relate to the statement of calculations required by paragraph 3.3(b) of this Schedule 13 and any other matter in connection with the Franchisee’s obligations under paragraph 2 of Schedule 12 (Financial Obligations and Covenants).

- 3.14 The Franchisee shall make available to the Secretary of State and his representatives such information and grant such access or procure the grant of such access (including to or from third parties) as they shall reasonably require in connection with any audit to be carried out pursuant to paragraph 3.13. If any audit carried out pursuant to paragraph 3.13 reveals, in the reasonable opinion of the Secretary of State, any material inaccuracy in the Management Accounts (but only in so far as such accounts relate to the statement of calculations required by paragraph 3.3(b)) then the Secretary of State may exercise its rights as described in paragraphs 2.2 (i) or 2.2(ii) of Schedule 12 (Financial Obligations and Covenants) and the Franchisee shall pay all reasonable costs of any such audit as a monitoring cost pursuant to paragraph 1.11 of Schedule 10.1 (Remedial Plans and Remedial Agreements).

4. Safety and Quality Information

Safety

- 4.1 The Franchisee shall co-operate with any request from any relevant competent authority for provision of information and/or preparation and submission of reports detailing or identifying compliance with safety obligations set out in the Safety Regulations including any breaches of the Safety Regulations.

- 4.2 The Franchisee shall notify the Secretary of State as soon as practicable of the receipt and contents of any formal notification relating to safety or any improvement or prohibition notice received from ORR. Immediately upon receipt of such notification or notice, the Franchisee shall provide the Secretary of State with a copy of such notification or notice.

- 4.3 Not used.

- 4.4 Not used.

- 4.5 Not used.

5. Further Information

- 5.1 The Franchisee shall:
 - (a) deliver to the Secretary of State, or procure the delivery to the Secretary of State of, such information, records or documents as he may request within such period as he may reasonably require and which relate to or are connected with the Franchisee's performance of the Franchise Agreement; and

- (b) procure that each Affiliate of the Franchisee complies with paragraph 5.1(a) in respect of any information, records or documents that relate to its dealings with the Franchisee in connection with the Franchisee's performance of its obligations under the Franchise Agreement.

5.2 The information referred to in paragraph 5.1(a) shall include:

- (a) any agreement, contract or arrangement to which the Franchisee is a party in connection with any rolling stock vehicles used in the operation of the Passenger Services including the Train Availability and Reliability Agreement;
- (b) in so far as the Franchisee has or is able to obtain the same, any other agreement contract or arrangement which may be associated with the procurement, leasing, financing or maintenance of any such rolling stock vehicles;
- (c) any agreement for the manufacture or supply of any rolling stock vehicles; or
- (d) any arrangements for the securitisation of any lease granted in respect of such rolling stock vehicles.

5.3 The Secretary of State may require the Franchisee to provide:

- (a) the information required to be provided under this Schedule 13 more frequently than set out in this Schedule 13;
- (b) the information required to be provided under this Schedule 13, or, in the Secretary of State's discretion, more detailed financial information, at any time in connection with the re-letting of the Franchise; and
- (c) such unaudited accounts under such accounting policies as may be prescribed by the Secretary of State, acting reasonably, from time to time.

6. **Contraventions of the Franchise Agreement**

6.1 The Franchisee shall notify the Secretary of State, so far as possible before it may occur and in any event as soon as reasonably practicable thereafter, of any contravention by the Franchisee of any provision of the Franchise Agreement. This includes where the Franchisee is under an obligation to use all reasonable endeavours to achieve a particular result by a particular time, where such result is not achieved by such time.

6.2 The Franchisee shall deliver to the Secretary of State, or procure the delivery to the Secretary of State of, such information, records or documents as the Secretary of State may request within such period as the Secretary of State may reasonably require for the purpose of determining the existence, likelihood, nature or scope of any contravention of, Event of Default or Termination Event under, the Franchise Agreement.

7. **Information from Third Parties**

7.1 The Franchisee shall, if the Secretary of State so requests, use all reasonable endeavours to ensure that the Secretary of State has direct access to any information, data or records relating to the Franchisee which is or are maintained

by third parties and to which the Secretary of State is entitled to have access, or of which the Secretary of State is entitled to receive a copy under the Franchise Agreement.

7.2 The Franchisee shall, if the Secretary of State so requests, procure the provision by RSP to the Secretary of State of such information, data and records as the Franchisee is entitled to receive under the Ticketing and Settlement Agreement, in such form as the Secretary of State may specify from time to time.

7.3 The obligations of the Franchisee under this Schedule 13 to provide information to the Secretary of State shall not apply if the Secretary of State notifies the Franchisee that he has received the relevant information directly from any other person (including Network Rail or RSP). The Franchisee shall, if the Secretary of State so requests, confirm or validate any such information which is received from any such other person.

7.4 The Franchisee shall promptly advise the Secretary of State of any changes that are to be made to its systems or processes or the systems and processes of the RSP that will, in the reasonable opinion of the Franchisee, materially affect the continuity of any of the records that are provided pursuant to this Schedule 13. Any such advice shall include an assessment of the materiality of the relevant change.

8. **Compatibility of Information**

8.1 All financial, operational or other information, and any data and records required to be provided to the Secretary of State under the Franchise Agreement shall be provided, if so requested by the Secretary of State, in a form compatible with the Secretary of State's electronic data and records systems on the Start Date, as modified from time to time in accordance with paragraph 9.

8.2 The Franchisee shall ensure that the interconnection of such systems or the provision of such information, data and records to the Secretary of State under the Franchise Agreement will not result in any infringement of any third party intellectual property rights to which its systems or such information, data or records may be subject.

9. **Development of Industry Systems**

The Franchisee shall actively co-operate, in a manner consistent with it being a responsible Train Operator of the Franchise, with Network Rail, the Secretary of State, ORR and all other relevant railway industry bodies and organisations in relation to the development of anything that can reasonably be considered to be a railway industry system including systems in relation to the attribution of train delay, the allocation of revenue and the collection and dissemination of industry wide information.

10. **Co-operation with Various Schemes**

The Franchisee shall co-operate (in good faith) with the Secretary of State, the relevant Local Authority and/or any other affected railway industry parties in the development and the implementation of initiatives relating to its participation in Integrated Transport Schemes, multi-modal fares schemes, Traveline and Transport Direct (the "**Industry Schemes**"), where such Industry Schemes relate to the Franchise.

11. **Not Used**

12. **Not Used**

13. **Not Used**

14. **Community Rail Partnerships**

The Franchisee shall, at the request of the Secretary of State, co-operate with the Secretary of State, Network Rail, the 'Association of Community Rail Partnerships', the relevant Community Rail Partnership and/or any other person as the Secretary of State may nominate in the development of the Secretary of State's initiatives in relation to options for a more cost effective delivery of the railway passenger services operated on any Community Rail Route.

15. **Station Investment**

15.1 The Franchisee shall at all times during the Franchise Term, co-operate with the Secretary of State and any third party nominated by the Secretary of State and notified to the Franchisee in developing opportunities for financing investment at Stations and Franchisee Access Stations in order to improve the station environment at such stations.

15.2 In co-operating with the Secretary of State and/or any nominated third party in developing any such financing opportunities, the Franchisee shall:

- (a) attend meetings with the Secretary of State and/or such third party to discuss such opportunities;
- (b) provide the Franchisee's opinion on those opportunities;
- (c) review and comment on implementation timetables and programmes for any such opportunities; and
- (d) use all reasonable endeavours to achieve any necessary amendments to any Station Leases in order to facilitate the implementation of those opportunities.

16. **Small and Medium-sized Enterprises**

16.1 The Franchisee shall at all times keep accurate and complete records of its use of and interaction with SMEs in delivering the Franchise Services.

16.2 By no later than 31 January in each year (and within one month of the end of the Franchise Period) the Franchisee shall deliver to the Secretary of State a breakdown of the number of SMEs used by the Franchisee in providing the Franchise Services during the calendar year (or part thereof) which ended on the immediately preceding 31 December or at the end of the Franchise Period (as applicable).

17. **Apprenticeships**

17.1 The Franchisee shall at all times keep accurate and complete records of the training and apprenticeships offered by the Franchisee and/or its supply chain in delivering the Franchise Services.

17.2 By no later than 31 January in each year (and within one month of the end of the Franchise Period) the Franchisee shall deliver to the Secretary of State a breakdown of the number of training and apprenticeships offered by the

Franchisee and/or its supply chain in providing the Franchise Services during the calendar year (or part thereof) which ended on the immediately preceding 31 December or at the end of the Franchise Period (as applicable).

APPENDIX 1 TO SCHEDULE 13

Not Used

APPENDIX 2 TO SCHEDULE 13

Key Assets

1. Information About Assets Used In The Franchise

The Franchisee shall at all times during the Franchise Term maintain (and shall provide copies to the Secretary of State when requested to do so from time to time) records covering the following information:

- (a) for each Primary Franchise Asset or other asset which is the subject of, or operated under, a Key Contract:
 - (i) the progress and completion of all work described in the maintenance schedules and manuals;
 - (ii) all operating manuals (including any safety related regulations); and
 - (iii) all permits, licences, certificates or other documents required to operate such asset; and
- (b) a printed or electronic list of all assets owned by the Franchisee from time to time (excluding, unless otherwise requested by the Secretary of State, any office furniture and consumable items).

APPENDIX 3 TO SCHEDULE 13

Operational Information

1. **Information about the Performance of the Franchisee**
 - 1.1 The Franchisee shall at all times during the Franchise Term maintain records in relation to its operational performance under the Franchise Agreement, covering the areas and the information described in this Appendix 3. Such information shall include details as to whether or not any curtailment, diversion, delay or failure to attain any connection is attributable, in the Franchisee's opinion, to either a Force Majeure Event or the implementation of a Service Recovery Plan.
 - 1.2 The Franchisee shall, subject to paragraph 1.3, provide to the Secretary of State the information set out in the following tables at the frequency specified in the column of each such table headed "When information to be provided".
 - 1.3 When so requested by the Secretary of State, the Franchisee shall, within such reasonable period as the Secretary of State may specify, make such information available for review by the Secretary of State by reference to:
 - (a) such level of disaggregation (including by Route or Service Group) as is reasonably specified by the Secretary of State; and
 - (b) any particular day, week or other longer period as is reasonably specified by the Secretary of State.
 - 1.4 The following key shall apply to the table in this Appendix 3:
 - A = Information to be provided on or before any Passenger Change Date;
 - B = Information to be provided for every Reporting Period within 17 days of the last day of each Reporting Period; and
 - C = Information to be provided annually within 10 days of the last day of each Franchisee Year.
 - 1.5 For the purpose of this Appendix 3, a business day is any day between Monday to Friday (inclusive) excluding public holidays.

Table 1 Operational Information

Information to be provided	Information (format)	When information to be provided
Number of Passenger Services		
Number of Passenger Services in the Timetable	[number]	B
Number of Cancellations and Partial Cancellations		

Information to be provided	Information (format)	When information to be provided
Number of Passenger Services in the Plan of the Day which were the subject of a Cancellation	[number]	B
Number of Passenger Services in the Plan of the Day which were the subject of a Partial Cancellation	[number]	B
Number of Passenger Services in the Plan of the Day which were the subject of a Cancellation attributable to the Franchisee's implementation of a Service Recovery Plan	[number]	B
Number of Passenger Services in the Plan of the Day which were the subject of a Partial Cancellation attributable to the Franchisee's implementation of a Service Recovery Plan	[number]	B
<p>Where there is a difference between the Timetable and the Plan of the Day on any day which is attributable to the introduction, removal or alteration of a Passenger Service by the Franchisee (or with the agreement of the Franchisee in contravention of its obligations under Schedule 1 (Passenger Service Obligations)), the following:</p> <p>(a) the fact of such difference;</p> <p>(b) the number of:</p> <p style="padding-left: 40px;">(i) Passenger Services affected; and</p> <p style="padding-left: 40px;">(ii) Cancellations or Partial Cancellations which would have arisen if the Timetable on that day had been the same as the Plan of the Day</p>	[number]	B
Number of Passenger Services in the Plan of the Day which were the subject of a cancellation and which satisfied the conditions of the term Cancellation, except that such cancellations occurred for reasons attributable to the occurrence of a Force Majeure Event	[number]	B
Number of Passenger Services in the Plan of the Day which were the subject of a partial cancellation and which satisfied the conditions of the term Partial Cancellation, except that such partial cancellations occurred for reasons attributable to the occurrence of a Force	[number]	B

Information to be provided	Information (format)	When information to be provided
Majeure Event		
Number of Passenger Services in the Plan of the Day which were the subject of a cancellation and which satisfied the conditions of the term Cancellation, except that such cancellations occurred for reasons attributable to the exercise by Network Rail of its rights pursuant to the Track Access Agreement	[number]	B
Number of Passenger Services in the Plan of the Day which were the subject of a partial cancellation and which satisfied the conditions of the term Partial Cancellation, except that such partial cancellations occurred for reasons attributable to the exercise by Network Rail of its rights pursuant to the Track Access Agreement	[number]	B
Minutes Delay and Punctuality		
Number of Minutes Delay attributable to the Franchisee	[minutes]	B
Number of Minutes Delay for such Reporting Period for which the attribution is in dispute between Network Rail and the Franchisee	[minutes]	B
Number of Minutes Delay for the 12 preceding Reporting Periods for which the attribution remains in dispute between Network Rail and the Franchisee	[minutes]	B
Number of Minutes Delay from the 12 preceding Reporting Periods for which the attribution remains in dispute between Network Rail and the Franchisee	[minutes]	B
Number of Minutes Delay from the 12 preceding Reporting Periods for which disputed attribution has been resolved or determined since the Franchisee's previous report pursuant to paragraph 2.7 of Schedule 7.1 (Performance Benchmarks) and the number of such Minutes Delay attributed to each of the Franchisee and Network Rail as a result of such resolution or determination	[minutes]	B
Number of Minutes Delay attributed to the occurrence of a Force Majeure Event	[minutes]	

Information to be provided	Information (format)	When information to be provided
Train Mileage		
Aggregate Train Mileage scheduled in the Timetable	[mileage]	A
Aggregate Train Mileage operated	[mileage]	B
Year to Date Loaded Train Miles (millions)	[mileage]	B

SCHEDULE 14

Preservation of Assets

Schedule 14.1:	Maintenance of Franchise
Schedule 14.2	Maintenance of Operating Assets
Schedule 14.3	Key Contracts
	Appendix: List of Key Contracts
Schedule 14.4	Designation of Franchise Assets
	Appendix: List of Primary Franchise Assets
Schedule 14.5	Dealings with Franchise Assets

SCHEDULE 14.1

Maintenance of Franchise

Maintenance as going concern

1. The Franchisee shall maintain and manage the business of providing the Franchise Services so that, to the greatest extent possible and practicable:
 - (a) the Franchisee is able to perform its obligations under the Franchise Agreement; and
 - (b) a Successor Operator would be able to take over the business of providing the Franchise Services immediately at any time.
2. The Franchisee's obligation under paragraph 1 shall include an obligation to ensure that any computer and information technology systems of the Franchisee shared in whole or in part with Affiliates or third parties can be operated by a Successor Operator as a stand alone system without continued reliance on such Affiliates or other third parties immediately from the date of termination of the Franchise Agreement without any reduction in functionality or any increase in maintenance or support costs to the Successor Operator (this obligation being without prejudice to any requirement for the Franchisee to obtain consent to such arrangements relating to sharing computer and information technology systems from the Secretary of State).
3. The Franchisee shall use all reasonable endeavours to ensure that such Successor Operator would have immediate access to all Franchise Employees and Primary Franchise Assets for such purpose.
4. The Franchisee shall maintain and manage the business of providing the Franchise Services on the basis that such business will be transferred, in the manner contemplated under the Franchise Agreement, as a going concern at the end of the Franchise Period to, and continued immediately thereafter by, a Successor Operator.
5. The Franchisee shall use all reasonable endeavours to ensure that an appropriate number of employees (having sufficient skills, qualifications and experience) will transfer by operation of Law to any Successor Operator following the expiry of the Franchise Period.
6. The Franchisee shall comply with all reasonable requirements of the Secretary of State to obtain or maintain the property and rights that a Successor Operator would require, or that it would be convenient for it to have, on the basis that the same will transfer by operation of Law to any Successor Operator following the expiry of the Franchise Period.

Post-Franchise timetables

7. Both prior to and following the selection of a Successor Operator (whether a franchisee or otherwise and whether or not subject to the satisfaction of any conditions), the Franchisee shall:
 - (a) co-operate with, where a Successor Operator has been appointed, that Successor Operator, or where not, the Secretary of State; and

- (b) take such steps as may reasonably be requested by the Secretary of State,

so as to ensure the continuity of, and orderly handover of control over of the Franchise Services.

- 8. The steps that the Secretary of State may reasonably request the Franchisee to take pursuant to paragraph 6 include:

- (a) participating in any timetable development process that takes place during the Franchise Period, but which relates to any timetable period applying wholly or partly after the expiry of the Franchise Term ("**Successor Operator Timetable**"), including bidding for and securing any Successor Operator Timetable, whether or not:

- (i) the Successor Operator has been identified; or

- (ii) there is in place an Access Agreement relating to the period over which that Successor Operator Timetable is intended to be operated;

- (b) using reasonable endeavours to seek amendments to and/or extensions of Access Agreements which can be transferred to the Successor Operator on expiry of the Franchise Period;

- (c) assisting the Secretary of State or the Successor Operator (as the case may be) in the preparation and negotiation of any new Access Agreement relating to any Successor Operator Timetable; and/or

- (d) entering into that Access Agreement in order to secure the relevant priority bidding rights required by the Successor Operator to operate that Successor Operator Timetable, provided that the Franchisee shall not be required to enter into any such Access Agreement unless the Secretary of State has first provided to it confirmation in writing that he will include that Access Agreement in any Transfer Scheme pursuant to paragraph 3.1 of Schedule 15.4 (Provisions Applying on and after Termination).

SCHEDULE 14.2

Maintenance of Operating Assets

1. Operating Assets

- 1.1 The Franchisee shall maintain, protect and preserve the assets (including any intellectual property or intangible assets employed in the performance of its obligations under the Franchise Agreement (the Operating Assets) in good standing or good working order, subject to fair wear and tear.
- 1.2 The Franchisee shall carry out its obligations under paragraph 1.1 so that the Operating Assets may be transferred at the end of the Franchise Period to a Successor Operator and used by such Successor Operator in the provision or operation of similar services to the Franchise Services.
- 1.3 Where any Operating Asset is lost, destroyed or otherwise beyond repair, the Franchisee shall replace the Operating Asset with property, rights or liabilities in modern equivalent form to the Operating Asset to be replaced. The Franchisee shall at all times maintain an appropriate volume of Spares, and/or an appropriate level of access to Spares from a third party, to enable it to perform its obligations under the Franchise Agreement.
- 1.4 The Secretary of State may at any time require the Franchisee to provide to the Secretary of State a schedule specifying the condition of any asset or class of assets that he specifies for this purpose. Such schedule shall cover such aspects of asset condition as the Secretary of State may reasonably require. If the parties are unable to agree the content of such schedule of condition, either party may refer the dispute for resolution in accordance with the Dispute Resolution Rules. Until such dispute is resolved, the Franchisee shall comply with the Secretary of State's requirements in respect of such schedule of condition.
- 1.5 The Franchisee shall keep vested in it at all times during the Franchise Period all Franchise Assets designated as such pursuant to Schedule 14.4 (Designation of Franchise Assets) as it may require in order to comply with:
- (a) the Licences;
 - (b) any contracts of employment with Franchise Employees;
 - (c) any relevant Fares;
 - (d) any Key Contracts; and
 - (e) any applicable safety legislation regulations or safety standards and the Safety Certificate,

in order to ensure that the Secretary of State may designate such assets as Primary Franchise Assets.

2. **Brand Licences And Branding**

Brand Licences

2.1 The Franchisee shall comply with its obligations under each of the Brand Licences.

Branding

2.2 Subject to any applicable obligations or restrictions on the Franchisee (including the terms of the Rolling Stock Leases), the Franchisee may apply registered or unregistered trade marks (including company names, livery and other distinctive get-up) to any assets owned or used by it in the operation and provision of the Franchise Services.

- (a) Subject to paragraphs 2.2(c) and (g), the Franchisee may:
- (i) in respect of unregistered Marks, provide or procure the provision of an irrevocable undertaking to any relevant Successor Operator to the effect that neither it nor the owner of the Marks will enforce such rights as it may have or may in the future have in respect of such Marks against such Successor Operator and its successors; and
 - (ii) in respect of registered Marks, grant or procure the grant of an irrevocable licence to use such Marks to such Successor Operator and its successors.
- (b) Any such licence or undertaking under paragraph 2.2(a) shall be in such form as the Secretary of State shall reasonably require except that the terms of any such licence and, to the extent appropriate, any such undertaking shall accord with the provisions of paragraph 8.3 of Schedule 15.4 (Provisions Applying on and after Termination).
- (c) Subject to paragraph 2.2(g), to the extent that:
- (i) the Franchisee does not provide a relevant undertaking or licence in accordance with paragraph 2.2(a);
 - (ii) the Secretary of State considers the relevant Marks to be so distinctive or otherwise such that a Successor Operator could not reasonably be asked to use the relevant assets to which the Marks are applied; or
 - (iii) the Franchisee has not otherwise removed or covered such Marks in such a way as may be reasonably acceptable to the Secretary of State prior to the expiry of the Franchise Period,

then the Franchisee shall pay to the relevant Successor Operator such amount as may be agreed between the Franchisee and such Successor Operator, as being the reasonable cost (including any Value Added Tax for which credit is not available under Sections 25 and 26 of the Value Added Tax Act 1994) of covering such Marks or otherwise removing all indications of or reference to the Marks in a manner reasonably acceptable to the Secretary of State. Such amount shall not in any event exceed the cost to the Successor Operator of replacing such Marks with its own. If the Franchisee and the relevant Successor

Operator fail to agree such cost within 28 days of the expiry of the Franchise Period, the Franchisee shall submit such dispute for resolution in accordance with such dispute resolution procedures as the Secretary of State may require.

- (d) The amount to be paid to a Successor Operator under paragraph 2.2(c) may include the reasonable cost of:
 - (i) removing or covering Marks from the exterior of any rolling stock vehicle;
 - (ii) removing or covering interior indications of the Marks including upholstery and carpets;
 - (iii) replacing or covering all station or other signs including bill boards; and
 - (iv) otherwise ensuring that such removal, covering or replacement is effected with all reasonable care and in such manner that the relevant assets may reasonably continue to be used by a Successor Operator in the provision of the Franchise Services.
- (e) The Franchisee shall, in addition to making a payment under paragraph 2.2(c) grant or procure the grant of a licence or undertaking complying with paragraphs 2.2(a) and (b) except that such licence shall only be for such period as may be agreed between the Franchisee and the Successor Operator as being reasonably required by the Successor Operator to remove the Marks from all relevant assets without causing excessive disruption to the operation of services similar to the Franchise Services provided by such Successor Operator. If such period cannot be agreed, the Franchisee shall submit such dispute for resolution in accordance with such dispute resolution procedures as the Secretary of State may require.
- (f) The Secretary of State shall determine at or around the end of the Franchise Period, and after consultation with the Franchisee, the maximum liability of the Franchisee under paragraph 2.2(c) and the maximum length of licence or undertaking under paragraph 2.2(e);
- (g) The provisions of paragraphs 2.2(a) to (f) shall not apply to the extent that the relevant asset is not to be used by a Successor Operator in the provision of services similar to the Franchise Services. The Secretary of State shall notify the Franchisee as soon as he becomes aware of whether or not any such asset is to be so used.

Non-designation of New Brands

- 2.3 The Secretary of State agrees not to designate as a Primary Franchise Asset any registered or unregistered trade mark which is developed by the Franchisee.

SCHEDULE 14.3

Key Contracts

1. Key Contracts

1.1 The provisions of this Schedule 14.3 apply to all contracts designated as Key Contracts from time to time.

1.2 The Key Contracts as at the date of the Franchise Agreement are set out in the Appendix (List of Key Contracts) to this Schedule 14.3. The Franchisee shall, in respect of any category of agreement, contract, licence or other arrangement which, by virtue of the provisions of this paragraph 1.2, is a Key Contract and to which the Franchisee, as at date of the Franchisee Agreement, is not already a party:

- (a) inform the Secretary of State from time to time of any such agreement, contract, licence or other arrangement which it may be intending to enter into; and
- (b) the provisions of paragraph 5.1 shall apply in respect of any such agreement, contract, licence or other arrangement.

1.3 Without prejudice to the provisions of paragraphs 2, 3 and 4 of this Schedule 14.3, the Appendix (List of Key Contracts) to this Schedule 14.3 shall be amended as considered necessary from time to time to take account of any:

- (a) designation by the Secretary of State of any actual or prospective agreement, contract, licence or other arrangement or any category of agreement, contract, licence or other arrangement, to which or under which the Franchisee is (or may become) a party or a beneficiary pursuant to paragraph 2 of this Schedule 14.3; or
- (b) de-designation by the Secretary of State of any Key Contract pursuant to paragraph 3 of this Schedule 14.3; or
- (c) re-designation by the Secretary of State pursuant to paragraph 4 of this Schedule 14.3.

2. Designation of Key Contracts

2.1 Where the Secretary of State considers that it is reasonably necessary for securing the continued provision of the Franchise Services or the provision of services similar to the Franchise Services by a Successor Operator in accordance with the Franchise Agreement, he may make a designation pursuant to paragraph 2.2.

2.2 The Secretary of State may at any time, by serving notice on the Franchisee, designate as a Key Contract:

- (a) any actual or prospective agreement, contract, licence or other arrangement; and/or

- (b) any category of agreement, contract, licence or other arrangement, to which or under which the Franchisee is (or may become) a party or a beneficiary,

with effect from the date specified in such notice.

- 2.3 Key Contracts may include any agreement, contract, licence or other arrangement whether in written, oral or other form, whether formal or informal and whether with an Affiliate of the Franchisee or any other person and may include any arrangement for the storage of assets (including electronic systems or Computer Systems) or accommodation of employees.

3. **De-Designation of Key Contracts**

The Secretary of State may at any time, by serving a notice on the Franchisee, de-designate any Key Contract from continuing to be a Key Contract with effect from the date specified in such notice.

4. **Re-Designation of Key Contracts**

The Secretary of State may at any time, by serving notice on the Franchisee, re-designate as a Key Contract anything which has ceased to be designated as a Key Contract in accordance with paragraph 3 with effect from the date specified in such notice.

5. **Direct Agreements**

- 5.1 Unless the Secretary of State otherwise agrees, or unless directed to do so by the ORR, the Franchisee shall not enter into any prospective Key Contract unless the counterparty to that prospective Key Contract:

- (a) is a Train Operator; or
- (b) has entered into a Direct Agreement with the Secretary of State in respect of that prospective Key Contract, providing on a basis acceptable to the Secretary of State, amongst other things, for the continued provision of the Passenger Services and/or the continued operation of the Stations and Depots in the event of:
 - (i) breach, termination or expiry of such Key Contract;
 - (ii) termination or expiry of the Franchise Agreement; or
 - (iii) the making of a railway administration order in respect of the Franchisee.

- 5.2 Where the Secretary of State designates or re-designates as a Key Contract:

- (a) any agreement, contract, licence or other arrangement to which the Franchisee is already a party; or
- (b) any category of agreement, contract, licence or other arrangement where the Franchisee is already a party to a contract, licence or other arrangement which, by virtue of the Secretary of State's designation or re-designation, is classified in such category,

the Franchisee shall use all reasonable endeavours to assist the Secretary of State in entering into a Direct Agreement as envisaged by paragraph 5.1(b).

- 5.3 The Franchisee shall pay to the Secretary of State an amount equal to any losses, costs, liabilities, charges or expenses which may be suffered or incurred by the Secretary of State under the provisions of any Direct Agreement and which may be notified to the Franchisee as a result of, or in connection with:
- (a) any breach by the Franchisee of the terms of the Key Contract to which the relevant Direct Agreement relates; or
 - (b) any unsuccessful claim being brought by the Franchisee against the counterparty of any such Key Contract in relation to the termination of such Key Contract.

6. **Emergencies**

Where any emergency may arise in connection with the provision and operation of the Franchise Services, the Franchisee:

- (a) may enter into on a short-term basis such contracts, licences or other arrangements as it considers necessary or appropriate to deal with the emergency;
- (b) need not procure that the relevant counterparty enters into a Direct Agreement in respect of such contracts or use all reasonable endeavours to assist the Secretary of State in entering into the same;
- (c) shall promptly inform the Secretary of State of any such emergency and contracts, licences or other arrangements which it proposes to enter into; and
- (d) shall take such action in relation to such emergency, contracts, licences or other arrangements as the Secretary of State may request.

7. **No Amendment**

The Franchisee shall not without the prior consent of the Secretary of State (which shall not be unreasonably withheld) vary, or purport to vary, the terms or conditions of any Key Contract at any time, unless directed to do so by the ORR.

8. **Replacement of Key Contracts**

The Franchisee shall, prior to the scheduled expiry date of any Key Contract (or, if earlier, such other date on which it is reasonably likely that such Key Contract will terminate), take all reasonable steps to enter into an appropriate replacement contract (whether with the counterparty to the existing Key Contract or not) and shall comply with the reasonable instructions of the Secretary of State in relation to such replacement contract.

9. **Termination of Key Contracts**

The Franchisee shall, to the extent so requested by the Secretary of State, exercise its right to terminate any Key Contract on the Expiry Date.

APPENDIX TO SCHEDULE 14.3

List of Key Contracts

The following items have as at the date of the Franchise Agreement been agreed between the parties to be Key Contracts:

1. any Access Agreement to which the Franchisee is a party other than in its capacity as a Facility Owner;
2. any Property Lease;
3. any Rolling Stock Related Contract including the Rolling Stock Leases listed in Table 1 and Table 2 of Schedule 1.7 (The Train Fleet);
4. any contract for the maintenance and renewal works at Stations including any framework delivery contracts for the provision of building and civil engineering works, mechanical and electrical works at Stations;
5. any contract or arrangement for the lending, seconding, hiring, contracting out, supervision, training, assessment, or accommodation by another Train Operator of any train drivers, conductors or other train crew used by the Franchisee in the provision of the Passenger Services;
6. any contract or arrangement for the subcontracting or delegation to another Train Operator of the provision of any of the Passenger Services (whether or not the consent of the Secretary of State is required to such subcontracting or delegation under paragraph 1 of Schedule 2.3 (Third Party Delivery of Passenger Services and Other Franchisees));
7. any contract or arrangement with a Train Operator (other than an Access Agreement) for the provision to the Franchisee of train dispatch, performance or supervision of platform duties, security activities, evacuation procedures, advice or assistance to customers, assistance to disabled customers, operation of customer information systems, cash management or ticket issuing systems administration;
8. any contract or arrangement with a Train Operator for the provision of breakdown or recovery, and track call services to assist in the provision of the Passenger Services;
9. any contract or arrangement for the supply of spare parts or Spares;
10. any contract or arrangement for the maintenance of track and other related infrastructure;
11. any licences of Marks to the Franchisee;
12. any licence of any CRM System or Yield Management System; and
13. any contract or arrangement for the provision or lending of Computer Systems (other than the CRM System and Yield Management System) used by the Franchisee for the delivery of the Franchise Services.

SCHEDULE 14.4

Designation of Franchise Assets

1. Franchise Assets

1.1 Subject to paragraph 1.2, all property, rights and liabilities of the Franchisee from time to time during the Franchise Period shall be designated as Franchise Assets and shall constitute Franchise Assets for the purposes of Section 27(11) of the Act.

1.2 The rights and liabilities of the Franchisee in respect of the following items shall not be designated as Franchise Assets and shall not constitute franchise assets for the purposes of Section 27(11) of the Act:

- (a) any contracts of employment;
- (b) the Franchise Agreement and any Transfer Scheme or Supplemental Agreement;
- (c) the Ticketing and Settlement Agreement;
- (d) any sums placed on deposit with a bank or other financial institution;
- (e) such other property, rights and liabilities as the Franchisee and the Secretary of State may agree from time to time or as the Secretary of State may de-designate as Franchise Assets under paragraph 10.2; and
- (f) any Rolling Stock Leases.

2. Primary Franchise Assets and Investment Assets

2.1 The following property, rights and liabilities shall (to the extent that they constitute Franchise Assets) be designated as Primary Franchise Assets with effect from the following dates:

- (a) the property, rights and liabilities listed as such in the Appendix (List of Primary Franchise Assets) to this Schedule 14.4 (which constitute Primary Franchise Assets agreed between the parties as at the date of the Franchise Agreement), on the Start Date;
- (b) any additional property, rights and liabilities designated under paragraph 3 during the Franchise Period, on the date of such designation;
- (c) any property or right which is vested in the Franchisee and used for the purpose of maintaining, replacing, repairing or renewing any property designated as Primary Franchise Assets and which forms or replaces part or all of such designated property on completion of such maintenance, replacement, repair or renewal, on the date of its use for such purpose;
- (d) the rights and liabilities of the Franchisee under any Key Contract designated under paragraph 5, on the date of such designation;

- (e) the rights and liabilities of the Franchisee in respect of the terms of any Fare or Discount Card designated under paragraph 6, on the date of such designation;
- (f) any CRM Data and/or Yield Management Data and, to the extent that any CRM System and/or Yield Management System is the property of the Franchisee, such CRM System and/or Yield Management System on the later of the Start Date and:
 - (i) in relation to CRM Data or Yield Management Data, the date on which such CRM Data or Yield Management Data (as applicable) is collected; or
 - (ii) in relation to any such CRM System or Yield Management System, the date on which such CRM System or Yield Management System is created,

save, in relation to CRM Data and Yield Management Data, any data in respect of which the Data Subject has not consented to such data being disclosed and Processed by any Successor Operator and/or the Secretary of State; and
- (g) any licence of any CRM System and/or Yield Management System, on the date of such licence.

2.2 **Investment Assets**

- (a) On each Investment Asset Request Date the Franchisee shall provide to the Secretary of State a list of all Franchise Assets acquired since the Start Date (in the case of the first such list) or the previous Investment Asset Request Date (in the case of subsequent lists) which it wishes the Secretary of State to designate as Investment Assets. Such list shall clearly identify each relevant Franchise Asset, its purpose, specification, usual location, acquisition price, any ongoing charge payable by the Franchisee in relation to the Franchise Asset and any other asset upon which the operation of the Franchise Asset is dependent. The Franchisee shall provide such additional information as the Secretary of State shall reasonably request in relation to any such Franchise Asset.
- (b) The Franchisee shall not be permitted to nominate as Investment Assets without the prior written consent of the Secretary of State (which the Secretary of State shall have an unfettered discretion as to whether or not to give) Franchise Assets which:
 - (i) individually have an acquisition cost exceeding five million pounds (£5,000,000);
 - (ii) when aggregated with the Franchise Assets already designated as Investment Assets in a Franchisee Year have an aggregate acquisition cost exceeding twenty five million pounds (£25,000,000) (apportioned proportionately where a Franchisee Year is less than 13 Reporting Periods);
 - (iii) when aggregated with Franchise Assets already designated as Investment Assets during the Franchise Term have an aggregate acquisition cost exceeding one hundred million pounds (£100,000,000); or

- (iv) are already designated as Primary Franchise Assets.
- (c) The Secretary of State shall designate any Franchise Asset nominated by the Franchisee as an Investment Asset within three months of the Investment Asset Request Date unless he serves notice on the Franchisee of designation of such Franchise Asset as a Primary Franchise Asset in accordance with paragraph 3 of this Schedule 14.4 or if in his reasonable opinion such Franchise Asset:
- (i) is an information technology or computer system which is of a specification which, in the reasonable opinion of the Secretary of State, materially limits its utility to a Successor Operator including because it is constructed to a bespoke specification of or otherwise intended to work with the systems of the Parent or any company of which the Parent has Control; or
 - (ii) has had branding applied to it which renders it unsuitable for continued use by a Successor Operator; or
 - (iii) is not reasonably appropriate for the purposes of delivering the Franchise Services in a reasonable, proper and cost effective manner.
- (d) The Franchisee acknowledges the definition of Franchise Assets and agrees not to put forward for designation as an Investment Asset any asset not falling within such definition including, without limitation, accounting entries and assets in which the Franchisee does not have title.
- (e) On the final Investment Asset Request Date the Franchisee shall in addition to the list referred to in paragraph 2.2(a) also provide an additional list in two parts confirming:
- (i) in part 1 of such additional list which Investment Assets that have already been designated as such should be designated as Primary Franchise Assets and not be capable of de-designation as such without the prior agreement of the Franchisee and which Investment Assets should not be capable of being designated as Primary Franchise Assets without the prior agreement of the Franchisee and the Secretary of State; and
 - (ii) in part 2 of such additional list which Franchise Assets which the Franchisee is proposing should be designated as Investment Assets should be designated as Primary Franchise Assets and not be capable of de-designation as such without the prior agreement of the Franchisee and which should not be capable of being designated as Primary Franchise Assets without the prior agreement of the Franchisee and the Secretary of State in both cases only if such Franchise Assets are designated as Investment Assets in accordance with paragraphs 2.2(a) to 2.2(c).
- (f) The Secretary of State shall comply with the requirement of the Franchisee set out in the list referred to in paragraph 2(e)(i) above. The Secretary of State shall comply with the requirements of the Franchisee in the list referred to in paragraph 2(e)(ii) above in relation to any Franchise

Assets on such list which are actually designated by the Secretary of State as Investment Assets in accordance with paragraphs 2.2(a) to 2.2(c) but not otherwise. This paragraph is without prejudice to the other rights of the Secretary of State to designate Franchise Assets as Primary Franchise Assets.

3. **Designation of Additional Primary Franchise Assets**

Subject to paragraph 2.2(f) the Secretary of State may at any time and from time to time during the Franchise Period, by serving notice on the Franchisee, designate any or all of the Franchise Assets as Primary Franchise Assets. Such designation shall take effect from the delivery of such notice and may refer to all or certain categories of property, rights or liabilities. Any such notice shall specify the reasons for such designation. On or before designation of any Franchise Asset as a Primary Franchise Asset, the Secretary of State may agree not to subsequently de-designate such Primary Franchise Asset without the prior written consent of the Franchisee. If the Secretary of State so agrees, the notice designating the relevant Franchise Asset as a Primary Franchise Asset shall state that the Secretary of State shall not de-designate such Primary Franchise Asset without the prior written consent of the Franchisee.

4. **Designation during last 12 Months of Franchise Period**

If the Secretary of State designates a Franchise Asset as a Primary Franchise Asset under paragraph 3 at any time during the last 12 months of the Franchise Period then, within 28 days of such designation, the Secretary of State may de-designate such Primary Franchise Asset by serving notice on the Franchisee provided that, in relation to any Primary Franchise Asset in respect of which the Secretary of State agreed pursuant to paragraph 3 that he would not de-designate without the prior written consent of the Franchisee, such consent has been obtained. Such de-designation shall take effect upon delivery of such notice.

5. **Designation of Key Contracts as Primary Franchise Assets**

The Secretary of State shall, subject to paragraphs 1.2(b) and 7, be entitled to designate any Key Contract as a Primary Franchise Asset at any time during the Franchise Period by serving notice on the Franchisee. Such designation shall take effect from delivery of such notice.

6. **Designation of Fares and Discount Cards**

The Secretary of State may designate any Fare or Discount Card as a Primary Franchise Asset at any time during the Franchise Period by serving a notice on the Franchisee. Such designation shall take effect from delivery of such notice.

7. **Rights and Liabilities**

The Secretary of State, in designating the rights and liabilities of the Franchisee (whether under a particular contract or other arrangement) as a Primary Franchise Asset may, in his discretion, elect to designate some but not all of the rights and liabilities under a particular contract or other arrangement, or to designate only those rights and liabilities arising after or otherwise relating to a period after a particular time (including the period after the expiry of the Franchise Period) or to those relating only to the Franchise Services or a particular part thereof.

8. Disputes over Designation

- 8.1 The Franchisee may object in writing to the Secretary of State to any designation pursuant to paragraph 3 or 4.
- 8.2 Such objection may be made solely on the grounds that the designation of the relevant property, rights or liabilities specified in the objection is not, in the Franchisee's opinion, reasonably necessary to secure the continued provision of the Franchise Services by a Successor Operator on the expiry of the Franchise Period on a basis reasonably acceptable to the Secretary of State or to facilitate the transfer to such Successor Operator of the provision of the Franchise Services at such time.
- 8.3 Any such objection may only be made within 28 days of a designation made more than 12 months prior to the end of the Franchise Period or 14 days of a designation made during the last 12 months of the Franchise Period.
- 8.4 The Secretary of State shall respond to any such objection as soon as reasonably practicable and shall take account of any representations made by the Franchisee regarding the use of the relevant Primary Franchise Asset otherwise than in the provision and operation of the Franchise Services.
- 8.5 If the Franchisee's objection cannot be resolved by agreement within a period of 14 days from the date of submission of that objection, the Franchisee may refer the dispute for resolution in accordance with the Dispute Resolution Rules.
- 8.6 Any body duly appointed to resolve such dispute shall determine whether or not the designation of the relevant property, rights or liabilities was reasonably necessary for securing that the Franchise Services may continue to be provided by a Successor Operator on the expiry of the Franchise Period on a basis reasonably acceptable to the Secretary of State or otherwise facilitating the transfer of the provision of the Franchise Services at such time, and accordingly whether or not they should cease to be so designated.
- 8.7 If any dispute as to any designation pursuant to paragraph 3 remains outstanding on the expiry of the Franchise Period, then such dispute shall be deemed to cease immediately before the expiry of the Franchise Period and the relevant Franchise Assets shall continue to be designated as Primary Franchise Assets on and after the expiry of the Franchise Period.

9. Provision of Information to the Secretary of State

- 9.1 The Franchisee shall provide such information as the Secretary of State may reasonably require in order to satisfy the Secretary of State that any Franchise Assets which are to be designated as Primary Franchise Assets after the Start Date under this Schedule 14.4 will at the time of such designation be vested in the Franchisee. Such information may include details of any Security Interests over such property, rights and liabilities.
- 9.2 The Franchisee shall further provide such information as to the property, rights and liabilities of the Franchisee as the Secretary of State may reasonably require in connection with the designation of Primary Franchise Assets. Such information shall be supplied to the Secretary of State within such timescale as the Secretary of State may reasonably require.

10. **De-Designation of Franchise Assets and Primary Franchise Assets**

- 10.1 The Secretary of State and the Franchisee may agree in writing at any time during the Franchise Period that a Franchise Asset shall cease to be so designated as a Franchise Asset or that a Primary Franchise Asset shall cease to be so designated as a Primary Franchise Asset, and the relevant Franchise Asset or Primary Franchise Asset (as the case may be) shall cease to be designated upon such agreement coming into effect.
- 10.2 The Secretary of State may in addition at any time during the Franchise Period, by serving notice on the Franchisee, cause a Franchise Asset which is not a Primary Franchise Asset to cease to be so designated as a Franchise Asset. Such Franchise Asset shall cease to be so designated on the date specified in such notice.
- 10.3 The Secretary of State may in addition, at any time during the Franchise Period, by serving notice on the Franchisee, cause a particular Primary Franchise Asset to cease to be designated as such provided that, in relation to any Primary Franchise Asset in respect of which the Secretary of State agreed pursuant to paragraph 3 that he would not de designate without the prior written consent of the Franchisee, such consent has been obtained. Such Primary Franchise Asset shall cease to be so designated on the date specified in such notice. Such right may be exercised, in respect of any rights and liabilities in respect of a Fare or Discount Card, at any time and, in respect of any other Primary Franchise Asset, no later than one year prior to the expiry of the Franchise Term.

11. **Amendment of the Appendix to this Schedule 14.4**

The Appendix (List of Primary Franchise Assets) to this Schedule 14.4 shall be amended as the Secretary of State considers necessary or desirable from time to time to take account of designation and de-designation of Primary Franchise Assets pursuant to this Schedule 14.4.

12. **Spares**

The obligation of the Franchisee to maintain, preserve and protect Primary Franchise Assets under this Schedule 14.4 shall, in respect of Spares, include the obligation to replace any Spare which has been designated as a Primary Franchise Asset, which subsequent to its designation ceases to be part of the stock of Spares available to the Franchisee for use in the provision of the Franchise Services, with an equivalent Spare of equal or better quality than the Spare so replaced.

APPENDIX TO SCHEDULE 14.4

List of Primary Franchise Assets

Description of Primary Franchise Asset	Commitment not to de-designate

SCHEDULE 14.5

Dealing with Franchise Assets

1. Assets not Designated as Primary Franchise Assets

1.1 This paragraph 1 relates to any Franchise Assets that are property or rights and are not designated as Primary Franchise Assets.

1.2 For the purposes of Section 27(3) of the Act, the Secretary of State consents to the Franchisee:

- (a) transferring or agreeing to transfer any such Franchise Assets or any interests in, or right over, any such Franchise Assets; and
- (b) creating or extinguishing, or agreeing to create or extinguish, any interest in, or right over, any such Franchise Assets.

2. Liabilities not Designated as Primary Franchise Assets

2.1 This paragraph 2 relates to any liabilities which are not designated as Primary Franchise Assets.

2.2 For the purposes of Section 27(3) of the Act, the Secretary of State consents to the Franchisee entering into any agreement under which any such liability is released or discharged, or transferred to another person.

3. Franchise Assets and Primary Franchise Assets

3.1 This paragraph 3 relates to Franchise Assets (whether or not designated as Primary Franchise Assets) which are property or rights.

3.2 The Secretary of State hereby consents to the installation of Spares which have been designated as Primary Franchise Assets on any rolling stock vehicles. Any Spare which is so installed shall cease to be so designated on such installation.

3.3 For the purposes of Section 27(3) of the Act, the Secretary of State hereby consents to the Franchisee creating or agreeing to create any Security Interest over any of these Franchise Assets to the extent that the terms of any such Security Interest provided that:

- (a) if the relevant Franchise Asset becomes the subject of a transfer scheme made under Section 12 and Schedule 2 of the Railways Act 2005, it shall be fully and automatically released from the relevant Security Interest immediately before the coming into force of such transfer scheme;
- (b) if the relevant Franchise Asset is assigned, novated or otherwise transferred to another person pursuant to and in accordance with the Franchise Agreement, it shall be fully and automatically released from the relevant Security Interest immediately before such assignment, novation or transfer; and
- (c) such Security Interest shall not be enforced or enforceable until the date on which such Franchise Asset ceases to be designated as a Franchise Asset.

4. **Prohibition on Other Security Interests**

The Franchisee shall not create or agree to create a Security Interest over any Franchise Asset except on the terms permitted under paragraph 3.3.

5. **Miscellaneous**

The Franchisee shall promptly inform the Secretary of State of any Security Interest arising at any time over any of its property or rights and shall provide the Secretary of State with such information in relation thereto as he may reasonably require.

SCHEDULE 15

Obligations Associated with Termination

Schedule 15.1:	Reletting Provisions
Schedule 15.2	Last 12 or 13 Months of Franchise Period
Schedule 15.3	Handover Package
	Appendix: Form of Handover Package
Schedule 15.4	Provisions Applying on and after Termination
	Appendix 1: Form of Transfer Scheme
	Appendix 2: Form of Supplemental Agreement

SCHEDULE 15.1

Reletting Provisions

1. Reletting of Franchise

1.1 The Franchisee acknowledges that the Secretary of State may wish, at or before the expiry of the Franchise Period, either to invite persons to tender for the right to provide all or some of the Passenger Services under a franchise agreement or alternatively to enter into a franchise agreement in respect of the Passenger Services without having gone through a tendering process.

1.2 The Franchisee further acknowledges that the Secretary of State has in certain circumstances a duty under Section 30 of the Act to secure the continued provision of the Passenger Services on expiry or termination of the Franchise Agreement. The Franchisee accordingly accepts and agrees to the restrictions and obligations imposed on it under Schedule 1.6 (Franchise Services), Schedule 14 (Preservation of Assets) and this Schedule 15.

2. Preparation for Reletting

2.1 The Franchisee shall, if so requested by the Secretary of State, provide the Secretary of State and his representatives and advisers with access to the Franchise Employees and all books, records and other materials kept by or on behalf of the Franchisee in connection with the Franchise Services (including electronic or magnetic records, any CRM System and any Yield Management System) for the purpose of assisting such representatives and advisers:

- (a) to prepare reports or other documents in connection with any invitation to potential Successor Operators to tender for the right and obligation to operate all or any of the Franchise Services;
- (b) to prepare invitations to other potential franchisees to tender for the right and obligation to provide any other railway passenger services or operate any other additional railway asset; or
- (c) to enter into any franchise agreement or other agreement (including any agreement entered into by the Secretary of State in fulfilment of his duties under section 30 of the Act) relating to the Franchise Services, without undergoing a tendering process,

provided that the exercise of such access rights by the Secretary of State and his representatives and advisers shall not unduly interfere with the continuing provision and operation of the Franchise Services by the Franchisee.

2.2

- (a) The Franchisee shall make available to the Secretary of State and his representatives and advisers such Data Site Information (as defined at paragraph (e)) as they shall reasonably require in connection with the matters referred to in paragraph 2.1.
- (b) The Franchisee shall prepare and present such information in such manner (including in disaggregated form) as the Secretary of State may

require, and shall provide such assistance as the Secretary of State may require in connection with the verification of such information.

- (c) The Franchisee shall provide such confirmation in relation to the accuracy of the contents of the documents referred to in paragraph 2.1 as the Secretary of State shall require from time to time.
- (d) The Franchisee shall upload such Data Site Information as the Secretary of State may require to such electronic data site as he may specify and shall make a sufficient number of appropriate staff available for that purpose. The Franchisee shall ensure that such staff are trained in the use of such data site (such training to be at the expense of the Secretary of State). For the avoidance of doubt, the Data Site Information required by the Secretary of State under this paragraph may cover the entire Franchise Period or any part of it.
- (e) **"Data Site Information"** means information relating to any of the following:
 - (i) the Franchise or the Franchisee, any Affiliate of the Franchisee or their respective businesses (including their audited and management accounts, asset registers and contract lists);
 - (ii) past and present demand for the Franchise Services or any similar services (including passenger count data, Yield Management Data and CRM Data);
 - (iii) information required to be provided by the Franchisee pursuant to Schedule 1.5 (Information about Passengers);
 - (iv) the total revenue (being all revenue whatsoever from any source obtained from any commercial or non-commercial activity or undertaking of the Franchisee) received or which the Franchisee expects to receive during the Franchise Period;
 - (v) the Franchisee's safety authorisation, safety certificate or safety management system (in each case as defined in the Safety Regulations);
 - (vi) any other safety matter;
 - (vii) the arrangements contained within the Railways Pension Scheme, the Pension Trust, the Franchise Sections, or any other pension arrangement in respect of employees of the Franchisee or employees of any person who was a franchisee or franchise operator in relation to a Previous Franchise Agreement;
 - (viii) the management structure of the Franchisee's business (including organograms and any planned changes);
 - (ix) employees and contractors (including details of responsibilities, job title, remuneration, grade, qualifications and any other personnel records);

- (x) terms and conditions of employment and human resources policies;
- (xi) public and working timetables;
- (xii) driver, other train crew and rolling stock diagrams;
- (xiii) rolling stock (including train and vehicle miles, restrictions of use, fleet examinations and servicing, fleet performance, casualty data and any relevant reports);
- (xiv) any station (including any leases, documents of title, maintenance arrangements, station facilities, plans and contingency or security plans relating to any station);
- (xv) health and safety and environmental information;
- (xvi) copies of contracts (including Access Agreements, policies of insurance, property, rolling stock and other leases, catering contracts, contracts for outsourced services, and rolling stock maintenance and spares contracts);
- (xvii) Network Rail charges and requirements (including rules of the route/plan);
- (xviii) any information technology system (hardware or software) used or owned by the Franchisee or any Affiliate of the Franchisee (including any software licences);
- (xix) performance data;
- (xx) customer service (including staffing levels, call volumes and opening hours);
- (xxi) fares and fares baskets;
- (xxii) relationships with stakeholders (including minutes of meetings with unions, Passenger Transport Executives, local authorities or Transport for London); or
- (xxiii) any other matter which the Secretary of State may specify from time to time,

and in this paragraph (e) the term "employee" includes any person engaged by the Franchisee pursuant to a contract of personal service.

(f) The Franchisee shall:

- (i) comply with its obligations under paragraph 2.1 or this paragraph 2.2 promptly and in any case in accordance with any reasonable timetable with which the Secretary of State requires the Franchisee by notice in writing to comply; and
- (ii) where the Secretary of State raises with the Franchisee any query in relation to any Data Site Information, make a full and substantive response to such query within 10 working

days. Such response shall include any further information requested by the Secretary of State in relation to such query.

- 2.3 In connection with any proposal (whether or not yet finalised) to enter into separate franchise agreements and/or other agreements with more than one Successor Operator, each relating to some only of the Franchise Services (whether or not together with other railway passenger services) at or following the end of the Franchise Period, the Franchisee agrees and acknowledges that the Secretary of State may require:
- (a) that the Franchisee provides the Secretary of State with additional information and reports and analysis in respect of such Service Groups as the Secretary of State may specify. This may include:
 - (i) information relating to the operational and financial performance of the Franchisee in relation to such Service Groups; and
 - (ii) identification of those employees, assets and liabilities which relate to such Service Groups together with an indication of the extent to which the same are shared between the operation of different Service Groups; and
 - (b) subject to paragraph 2.4, that the Franchisee reorganises the business of providing the Franchise Services in order to facilitate the transfer anticipated by this Schedule 15.1 on an ongoing basis of the business of providing the Franchise Services within each of such Service Groups to separate Successor Operators. This may include, to the extent reasonably practicable:
 - (i) the re-organisation of personnel such that an appropriate number of employees (having sufficient skills, qualifications and experience) will transfer by operation of Law to each Successor Operator of each such Service Group; and/or
 - (ii) entering into additional or clarificatory contractual or other arrangements so that the Successor Operator of each such Service Group will have the necessary assets and rights to operate the Franchise Services within that Service Group; and
 - (c) that the Franchisee uploads Data Site Information to more than one data site.
- 2.4 Subject to paragraph 2.5, the Secretary of State shall reimburse any reasonable out-of-pocket expenses that the Franchisee may incur in complying with its obligations under this paragraph 2.
- 2.5 If the Secretary of State is of the reasonable opinion that the Franchisee does not have sufficient resources to enable its compliance with its obligations under this paragraph 2 he may:
- (a) require the Franchisee (at its own cost) to employ; or
 - (b) after notification to the Franchisee, employ,

such suitable additional resource as may be required to ensure that the Franchisee can comply with its obligations under this paragraph 2. The Franchisee shall reimburse to the Secretary of State, by way of adjustment to Franchise Payments, any proper costs (including staff costs) incurred by him in the employment of any such additional resource pursuant to paragraph 2.5(b).

- 2.6 To the extent reasonably practicable, prior to taking any of the actions referred to in paragraph 2.5, the Secretary of State shall allow the Franchisee a reasonable opportunity to make representations to him concerning the exercise by the Secretary of State of his rights under paragraph 2.5 but the Secretary of State shall not be obliged by those representations to refrain from exercising any of the actions specified under paragraph 2.5.

3. **Non-Frustration of Transfer to Successor Operator**

- 3.1 The Franchisee shall take no action or steps which is or are designed, directly or indirectly:

- (a) to prevent, prejudice or frustrate the transfer as a going concern of the business of providing the Franchise Services at the end of the Franchise Period to a Successor Operator; or
- (b) to avoid, frustrate or circumvent any provision of the Franchise Agreement (including in particular the provisions of Schedule 14 (Preservation of Assets) and this Schedule 15) which is included in whole or in part for the purpose of preventing any such preventive, prejudicial or frustrating action or steps.

- 3.2 Subject to the restrictions set out in paragraph 3.1 and the other provisions of the Franchise Agreement, the Franchisee may take such action as it may require for the purposes of bidding to become, or becoming, a Successor Operator.

4. **Inspection Rights at Stations prior to the End of the Franchise Period**

- 4.1 The Franchisee shall, if so requested by the Secretary of State, permit the Secretary of State (or his nominee, which for these purposes shall include potential Successor Operators who have expressed an interest in tendering for the right and obligation to operate any or all of the Franchise Services) to have access to the Stations for the purposes of inspecting the Stations (including the taking of inventories) and undertaking such surveys as may be necessary or desirable for the purposes of ascertaining the condition of the Stations. Any such inspections or surveys shall be undertaken so as not to unduly interfere with the continuing provision and operation of the Franchise Services by the Franchisee.

SCHEDULE 15.2

Last 12 or 13 Months of Franchise Period and other conduct of business provisions

1. Last 12 or 13 Month Period

1.1 Where reference is made in the Franchise Agreement to the last 12 or 13 months of the Franchise Period, such period shall be deemed to commence on the earliest of the following dates:

- (a) the date which is 12 or 13 months, as the case may be, prior to the Expiry Date or if the actual date of expiry of the Franchise Period is known the date which is 12 or 13 months prior to that date;
- (b) the date on which the Secretary of State notifies the Franchisee that such period of 12 or 13 months shall be deemed to commence on the grounds that the Secretary of State reasonably considers that an Event of Default may occur within the following 12 months; or
- (c) the date on which the Secretary of State notifies the Franchisee that such period of 12 or 13 months shall be deemed to commence on the grounds that the Secretary of State considers it reasonably likely that the Franchise Agreement will be terminated by agreement between the parties within such period.

1.2 Any such period (which may be longer or shorter than 12 or 13 months, as the case may be) shall expire on the Expiry Date or, if earlier:

- (a) in the case of periods commencing under paragraph 1.1(b) or (c), the date falling 12 or 13 months after the date of any notice under paragraph 1.1(b) or (c); or
- (b) such earlier date as the Secretary of State may determine.

2. Franchise Employees

Terms of Employment of Existing Employees

2.1 The Franchisee shall not, and shall secure that each other relevant employer shall not, without the prior consent of the Secretary of State (which shall not be unreasonably withheld), vary or purport or promise to vary the terms or conditions of employment of any Franchise Employee (in particular, the Franchisee shall not promise to make any additional payment or provide any additional benefit or vary any term or condition relating to holiday, leave or hours to be worked) where such variation or addition:

- (a) takes effect in the last 12 months of the Franchise Period unless it is in the ordinary course of business and, when aggregated with any other variation or addition which takes effect during such period, represents an increase in the remuneration of a Franchise Employee of no more than the amount determined in accordance with the following formula:

where:

MAWE is the change in the Average Weekly Earnings between March in the preceding 12 months and the corresponding March one year before, expressed as a percentage;

JAWWE is the change in the Average Weekly Earnings between June in the preceding 12 months and the corresponding June one year before, expressed as a percentage;

SAWE is the change in the Average Weekly Earnings between September in the preceding 12 months and the corresponding September one year before, expressed as a percentage; and

DAWWE is the change in the Average Weekly Earnings between December in the preceding 12 months and the corresponding December one year before, expressed as a percentage;

- (b) wholly or partly first takes effect after the end of the Franchise Period;
- (c) results in any such employment not being terminable by the Franchisee or other relevant employer within six months of the expiry of the Franchise Period;
- (d) relates to a payment or the provision of a benefit triggered by termination of employment;
- (e) relates to the provision of a benefit (excluding base salary) which any such employee will or may have a contractual right to receive after the expiry of the Franchise Period; or
- (f) prevents, restricts or hinders any such employee from working for a Successor Operator or from performing the duties which such employee performed for the Franchisee.

It is agreed that the Franchisee will be permitted to make a decrease in the remuneration of any Franchise Employee that takes effect in the last 12 months of the Franchise Period without first obtaining the consent of the Secretary of State in circumstances where such decrease is in the ordinary course of business and when aggregated with any other variation which takes effect during such period, represents a decrease in the remuneration of a Franchise Employee of no more than the amount determined in accordance with the formula contained in paragraph 2.1(a) where a calculation pursuant to such formula gives rise to a negative percentage. In any other circumstances the prior consent of the Secretary of State will be required to any decrease in the remuneration of a Franchise Employee in the last 12 months of the Franchise Period.

- 2.2 Without limiting the foregoing, the Franchisee shall consult the Secretary of State as soon as reasonably practicable in any circumstances in which the Secretary of State's consent under paragraph 2.1 may be required. Further, it shall always be deemed to be reasonable for the Secretary of State to withhold

his consent to a variation or addition which is prohibited without such consent under paragraph 2.1(a) provided the Secretary of State:

- (a) makes an overall increase in Franchise Payments equal to the amount of the direct net losses suffered by the Franchisee on the days when the Passenger Services are affected by Industrial Action taken by the Franchise Employees which is a consequence of a refusal by the Secretary of State to agree to the variation or addition; and
- (b) agrees that, to the extent that the Franchisee would otherwise be in contravention of the Franchise Agreement as a consequence of the Industrial Action referred to in this paragraph 2.2, no such contravention shall have occurred, save where such contravention relates to safety requirements.

2.3 The expression "promise to vary" when used in paragraph 2.1 includes any offer or indication of willingness to vary (whether or not such offer or willingness is made conditional upon obtaining the Secretary of State's consent).

Terms of Employment of New Employees

2.4 The Franchisee shall not, and shall secure that each other relevant employer shall not, without the prior consent of the Secretary of State (which shall not be unreasonably withheld), create or grant, or promise to create or grant, terms or conditions of employment for any Franchise Employee where the employment of such Franchise Employee by the Franchisee or such other relevant employer may commence on or after the Start Date if and to the extent that:

- (a) such terms or conditions are, in the reasonable opinion of the Franchisee, materially different from the terms or conditions of employment of equivalent or nearest equivalent Franchise Employees at the date on which such employment is scheduled to commence; and
- (b) if such terms or conditions were granted to such equivalent Franchise Employees already employed by the Franchisee by way of variation to their terms or conditions of employment, the Franchisee would be in contravention of paragraph 2.1.

Changes in Numbers and Total Cost of Employees

2.5 Subject to and excluding any increase in the remuneration of Franchise Employees permitted under paragraph 2.1, the Franchisee shall not, and shall secure that each other relevant employer shall not, without the prior written consent of the Secretary of State (which shall not be unreasonably withheld) increase or decrease in the last 12 months of the Franchise Period the number of Franchise Employees such that:

- (a) the total number of Franchise Employees or the total cost per annum to the Franchisee and each other relevant employer of employing all Franchise Employees is increased; or
- (b) the total number of Franchise Employees is decreased,

in each case, by more than five per cent during such period of 12 months provided that where the last 12 months or 13 months of the Franchise Period has been deemed to have commenced under paragraph 1.1 and the period of

the restriction contemplated by this paragraph 2.5 lasts longer than 12 months such restriction shall apply in respect of the longer period.

3. **Fares**

Reduction in Prices of Fares

3.1

- (a) During the last 13 months of the Franchise Period the Franchisee shall not, without the prior written consent of the Secretary of State (not to be unreasonably withheld), set the Price or Child Price of or sell (except to the extent required to do so under the terms of the Ticketing and Settlement Agreement as a result of the Price or Child Price of a Fare being set by another person) any Fare which would entitle the purchaser of such Fare to travel on all or any of the Passenger Services after the Franchise Period for an amount which is less than the Price or the Child Price of that Fare immediately before the commencement of such 13 month period or, in the case of a new Fare, the Price of its nearest equivalent immediately before the commencement of such period.
- (b) Paragraph 3.1(a) shall not prevent the Franchisee from giving any discount or reduction to which the purchaser of a Fare may be entitled by virtue of:
 - (i) presenting a Discount Card (or any equivalent replacement thereof) issued by the Franchisee before the commencement of such 13 month period and to which the purchaser would have been entitled before the commencement of such period;
 - (ii) presenting a Discount Card issued by another train operator;
 - (iii) the Passenger's Charter or the passenger's charter of any other train operator; or
 - (iv) any relevant conditions of carriage.
- (c) The Franchisee shall procure that persons acting as its agent (except persons acting in such capacity by virtue of having been appointed under Parts II to VI of Chapter 9 of the Ticketing and Settlement Agreement or by being party to the Ticketing and Settlement Agreement) shall comply with the provisions of paragraph 3.1(a) to the extent that such provisions apply to the selling of Fares by the Franchisee.

Percentage Allocations

3.2

- (a) Except to the extent that the Secretary of State may consent from time to time (such consent not to be unreasonably withheld), the Franchisee shall not, in the last 13 Reporting Periods of the Franchise Period, take any action or step which may result in its Percentage Allocation (as defined in the Ticketing and Settlement Agreement) in respect of any Rail Product (as defined in the Ticketing and Settlement Agreement) being reduced.
- (b) The Franchisee shall notify the Secretary of State before taking any such action or step in the last 13 Reporting Periods of the Franchise Period and

upon becoming aware of any other person proposing to take any action or step which may have the same effect. The Franchisee shall take such action as the Secretary of State may reasonably request in order to prevent any such reduction, including submitting any dispute to any relevant dispute resolution procedures.

Restrictions in respect of Sale of Advance Purchase Train-specific Fares

3.3

- (a) It is acknowledged that the Franchisee will make available for sale prior to the end of the Franchise Period Advance Purchase Train-specific Fares which are valid for travel after the end of the Franchise Period.
- (b) In making such Advance Purchase Train-specific Fares available for purchase the Franchisee shall not change its commercial practice in terms of the number of such Advance Purchase Train-specific Fares made available or the Passenger Services on which they are valid for use when compared with its previous commercial practice in respect of Advance Purchase Train-specific Fares valid for travel prior to the end of the Franchise Period.
- (c) The Franchisee will be permitted to take into account reasonable seasonal factors in determining its previous commercial practice. In assessing reasonableness, account will be taken of the Franchisee's practice in addressing such seasonal factors in the corresponding period in the previous year.

4. **Inter-Operator Schemes**

Voting on Scheme Councils

4.1 Subject to paragraph 4.6, during the last 12 months of the Franchise Period the Franchisee shall give the Secretary of State reasonable notice of:

- (a) any meeting of:
 - (i) a scheme council of an Inter-Operator Scheme on which the Franchisee is represented; or
 - (ii) a scheme management group of any Inter-Operator Scheme:
 - (A) in which the Franchisee has a permanent position; or
 - (B) where the Franchisee employs a member of such group;
- (b) the resolutions to be voted upon at any such meeting; and
- (c) the Franchisee's voting intentions.

4.2 Subject to paragraph 4.3, the Franchisee shall vote at any such meeting in the manner required by the Secretary of State.

Successor Operator

- 4.3 Where the Franchisee has been notified by the Secretary of State that a Successor Operator has been selected (whether a franchisee or otherwise and whether or not such selection is conditional), the Franchisee shall give such Successor Operator reasonable notice of:
- (a) any meeting referred to in paragraph 4.1(a);
 - (b) any resolutions to be voted upon at any such meeting where such resolutions might reasonably be considered to affect the interests of such Successor Operator; and
 - (c) the Franchisee's voting intentions.
- 4.4 The Franchisee shall discuss with the Successor Operator in good faith with a view to agreeing the way the Franchisee should vote on the resolutions referred to in paragraph 4.3(b). In the absence of any agreement, the Franchisee shall, as soon as reasonably practicable thereafter, having regard to the deadline for voting on such resolutions, refer the matter to the Secretary of State for determination.
- 4.5 The Secretary of State shall reasonably determine the way the Franchisee should vote on any resolutions referred to him in accordance with paragraph 4.4, having regard to the transfer of the Franchise Services as a going concern at the end of the Franchise Period.

Where paragraph 4.3 applies, the Franchisee shall vote at any meeting referred to in paragraph 4.1(a) in accordance with any agreement pursuant to paragraph 4.4 or determination pursuant paragraph 4.5.

SCHEDULE 15.3

Handover Package

1. Handover Package Status

1.1 The Franchisee shall:

- (a) on or before the Start Date, provide to the Secretary of State:
 - (i) the Handover Package; and
 - (ii) a letter in a form approved by and addressed to the Secretary of State confirming the details of any insurer providing insurance to the Franchisee and authorising the insurer (and any relevant broker) to release any insurance-related information to any of the Secretary of State, a Successor Operator or its agent on demand;
- (b) maintain the Handover Package and update it at least every three Reporting Periods; and
- (c) in respect of the information required pursuant to paragraph 1.1(a)(ii), supply revised information and/or letters to the Secretary of State as and when required in order to ensure that such information and letters remain accurate and up to date.

1.2 The Franchisee shall ensure that any Successor Operator will have immediate access to the Handover Package on the expiry of the Franchise Period.

1.3 The Franchisee shall also ensure that the Key Contacts List is provided to the Secretary of State within 24 hours of the receipt of any Termination Notice.

2. Director's Certificate

Once in each Franchisee Year, the Franchisee shall provide to the Secretary of State a certificate signed by a nominated and duly authorised director of the Franchisee, addressed to the Secretary of State, which confirms that the Handover Package contains the information and objects specified in the Appendix (Form of Handover Package) to this Schedule 15.3 and that such information is accurate as at the date of the certificate.

APPENDIX TO SCHEDULE 15.3

Form of Handover Package

1. **Property**

A list of all property owned, leased, operated or occupied by the Franchisee which shall include the address and contact telephone number of each property. Where applicable, the list will also include the name, address and telephone number of the lessor and/or the party which has granted authority to use or occupy the property, and any relevant reference numbers applicable to that lease or occupation.

2. **Contracts**

A printed or electronic list (in a format acceptable to the Secretary of State) of all contracts (sales, purchases or otherwise including leases and licences) between the Franchisee and the counterparty or counterparties to each such contract, showing the name, address and telephone number of each counterparty; the contract reference number of the Franchisee and each counterparty (if any); and the contract price/value, term and expiry date. This requirement shall apply to all contracts unless otherwise agreed by the Secretary of State.

3. **Systems**

A list of the electronic systems in use by the Franchisee, together with the name, office address and telephone number of the Franchisee's Information Technology Manager (or the holder of any equivalent post) who is responsible for administration of each such system.

4. **Daily Operations**

A printed or electronic list (in a format acceptable to the Secretary of State) of all assets owned or operated by the Franchisee, together with their location.

5. **Insurance**

A list of the names, addresses and telephone numbers of all insurers and any relevant broker providing insurance to the Franchisee, together with the relevant policy numbers and other references and details of any outstanding claims or unresolved disputes.

SCHEDULE 15.4

Provisions Applying on and after Termination

1. Novation of Access Agreements on Termination of the Franchise Agreement

1.1 The Franchisee shall, to the extent so requested by the Secretary of State on termination of the Franchise Agreement, in relation to any Access Agreement to which it is a party, novate its interest under any relevant Access Agreement (and any related Collateral Agreement) to the Secretary of State or as he may direct.

1.2 Such obligation to novate shall be subject to the agreement of any counterparty to such Access Agreement or Collateral Agreement and, to the extent applicable, the ORR.

1.3 Such novation shall be on such terms as the Secretary of State may reasonably require, including:

- (a) that the Franchisee shall not be released from any accrued but unperformed obligation, the consequences of any breach of the relevant agreement which is the subject of arbitration or litigation between the parties or any liability in respect of any act or omission under or in relation to the relevant agreement prior to, or as at the date of, any such novation (except to the extent that the Secretary of State or his nominee agrees to assume responsibility for such unperformed obligation, such liability or the consequences of such breach in connection with the relevant novation); and
- (b) that neither the Secretary of State nor his nominee shall be obliged, in connection with such novation, to agree to assume responsibility for any unperformed obligation, liability or consequences of a breach referred to in paragraph 1.3(a),

but shall not, unless the Franchisee otherwise agrees, be on terms which release any counterparty to the relevant agreement from any liability to the Franchisee arising prior to the date of such novation.

1.4 The Franchisee shall, on the occurrence of any of the circumstances specified in paragraph 1.1 in relation to any other Train Operator who is a party to an Access Agreement to which the Franchisee is also party, agree to the novation of the relevant Train Operator's interest under the relevant Access Agreement to the Secretary of State or as he may direct, subject, to the extent applicable, to the consent of the ORR. The provisions of paragraph 1.3 shall apply to any such novation.

1.5 The Franchisee shall notify the Secretary of State on becoming aware of any circumstances which might lead to the Secretary of State being able to require the Franchisee to novate its interest or agree to the novation of another Train Operator's interest under this paragraph 1.

2. **Co-Operation with Successor Operator**

2.1 In order to ensure the continuity of, and an orderly handover of control over, the Franchise Services, the Franchisee shall co-operate with:

- (a) where a Successor Operator has been appointed, such Successor Operator; or
- (b) where a Successor Operator has not been so appointed, the Secretary of State,

and shall take such steps as may be reasonably requested by the Secretary of State in connection therewith.

2.2 In satisfaction of its obligations under paragraph 2.1, the Franchisee shall:

- (a) not used;
- (b) make appropriately skilled and qualified Franchise Employees reasonably available to attend such meetings with the Secretary of State, the Successor Operator, Network Rail, any rolling stock lessor and/or and other relevant third party as are reasonably required in order to determine:
 - (i) those actions that are required in order to facilitate such continuity and orderly handover, in particular those actions arising under, but not limited to, the following agreements:
 - (A) Access Agreements;
 - (B) Property Leases;
 - (C) Shares Facility Agreements;
 - (D) Rolling Stock Leases;
 - (E) Rolling Stock Related Contracts;
 - (F) any other Key Contract;
 - (G) the Train Availability and Reliability Agreement and the Relevant Operator Direct Agreement; and
 - (ii) without prejudice to the Secretary of State's rights under this Schedule 15.4, those rights and liabilities as may be specified in any Transfer Scheme.

3. **Transfer of Primary Franchise Assets**

Option Arrangements

3.1

- (a) The Secretary of State hereby grants to the Franchisee the right to require the Secretary of State to make, and the Franchisee hereby grants to the Secretary of State the right to make, a Transfer Scheme in accordance with Section 12 and Schedule 2 of the Railways Act 2005 for

the transfer of any or all Primary Franchise Assets on the expiry of the Franchise Period.

- (b) On or within 14 days before the expiry of the Franchise Period:
 - (i) either party may serve notice on the other party specifying the Primary Franchise Assets to be transferred; and
 - (ii) the other party may (within such timescale) serve a subsequent notice specifying any additional Primary Franchise Assets to be transferred.
- (c) The Secretary of State may (and shall if required by the Franchisee) make one or more such Transfer Schemes for the transfer of the Primary Franchise Assets specified in any such notice within 14 days after service of such notice (except in relation to any such Primary Franchise Assets which are, in accordance with Schedule 14.4 (Designation of Franchise Assets), de-designated as such prior to the end of the Franchise Period).
- (d) Any Franchise Assets or Primary Franchise Assets which are not so transferred shall cease to be designated as such 14 days after service of such notice.

Supplemental Agreement

- 3.2 Without prejudice to the duties, powers, rights and obligations of the Secretary of State under the Railways Act 2005 in respect of any Transfer Scheme, any Transfer Scheme shall impose on the Franchisee and the transferee an obligation to enter into an agreement substantially in the form of the Supplemental Agreement which shall provide for the determination of amounts to be paid in respect of the property, rights and liabilities which are transferred under such Transfer Scheme. The Franchisee shall enter into any such Supplemental Agreement and shall comply with its obligations thereunder.

Payment of Estimated Transfer Price

3.3

- (a) The Secretary of State may require the Franchisee to pay to any transferee under a Transfer Scheme, or may require any such transferee to pay to the Franchisee, on the day on which the Transfer Scheme comes into force such sum as the Secretary of State may determine should be so paid having regard to:
 - (i) his estimate of the sum likely to be paid under the relevant Supplemental Agreement in respect of the Primary Franchise Assets being transferred under the relevant Transfer Scheme;
 - (ii) his estimate of any other sums likely to be paid thereunder;
 - (iii) the financial condition of the Franchisee and the transferee and whether any estimate so paid would be likely to be repaid, if in excess of the sums eventually payable thereunder; and

- (iv) such other matters as the Secretary of State may consider appropriate.
- (b) The Franchisee shall pay to any such transferee the sum determined by the Secretary of State in accordance with paragraph 3.3(a) on the day on which the relevant Transfer Scheme comes into force.

Possession of Franchise Assets

- 3.4 On the coming into force of a Transfer Scheme, the Franchisee shall deliver up to the Secretary of State (or his nominee) possession of the Primary Franchise Assets transferred under such Transfer Scheme.

4. Associated Obligations on Termination

Assistance in Securing Continuity

4.1

- (a) In order to facilitate the continuity of the Franchise Services on expiry of the Franchise Period, the Franchisee shall take such steps, both before and after the expiry of the Franchise Period, as the Secretary of State may reasonably require, to assist and advise any Successor Operator in providing and operating the Franchise Services.
- (b) In particular, the Franchisee shall provide any Successor Operator with such records and information relating to or connected with the Franchise Services as the Secretary of State may reasonably require (other than confidential financial information but including all records relating to the Franchise Employees).

Access

- 4.2 On the expiry of the Franchise Period, the Franchisee shall grant the Secretary of State and his representatives such access as the Secretary of State may reasonably request to any property owned, leased or operated by the Franchisee at such time, for the purpose of facilitating the continued provision of the Franchise Services.

Key Contracts

4.3

- (a) The Franchisee shall provide such assistance to any Successor Operator as the Secretary of State may reasonably require in ensuring that, pursuant to any Direct Agreements, such Successor Operator may enter into (or enjoy the benefit of) contracts equivalent to the relevant Key Contracts (or part thereof).
- (b) In satisfaction of its obligations under paragraph 4.3(a), the Franchisee shall terminate, surrender, cancel or undertake not to enforce its rights under any Key Contract (or part thereof) provided that nothing in this paragraph shall require the Franchisee to undertake not to enforce any rights under a Key Contract relating to the period prior to the expiry of the Franchise Period.

Change of Name

- 4.4 The Franchisee shall cease to use any trade marks which are licensed to the Franchisee under any of the Brand Licences forthwith upon expiry of the Franchise Period and shall take all necessary steps to change any company name which incorporates any such marks as soon as practicable.

Property Leases

4.5

- (a) The Franchisee shall, on the expiry of the Franchise Period, if requested by the Secretary of State, assign its interest under all or any Property Leases to the Secretary of State or as he may direct, subject where applicable to the agreement of any other party to such Property Lease or the ORR.
- (b) Such assignment shall be on such terms as the Secretary of State may reasonably require, including:
- (i) that the Franchisee shall not be released from any accrued but unperformed obligation, the consequences of any antecedent breach of a covenant or obligation in the Property Leases or any liability in respect of any act or omission under or in relation to the Property Lease prior to, or as at the date of, any such assignment (except to the extent that the Secretary of State or his nominee agrees to assume responsibility for such unperformed obligation, such liability or the consequences of such breach in connection with the relevant assignment); and
- (ii) that neither the Secretary of State nor his nominee shall be obliged, in connection with such assignment, to agree to assume responsibility for any unperformed obligation, liability or consequences of a breach referred to in paragraph 4.5(b)(i), and the Franchisee shall indemnify the Secretary of State or his nominee, as the case may be, on demand, on an after-tax basis against any costs, losses, liabilities or expenses suffered or incurred in relation thereto.
- (c) The Franchisee shall, on the occurrence of any of the circumstances specified in paragraph 4.5(a) in relation to any other Train Operator who is a party to a Property Lease to which the Franchisee is also party, agree to the assignment of such Train Operator's interest under the relevant Property Lease to the Secretary of State or as he may direct, subject, where applicable, to the consent of Network Rail. The provisions of paragraph 4.5(b) shall apply to any such assignment.
- (d) The Franchisee shall notify the Secretary of State on becoming aware of any circumstances which might lead to the Secretary of State being able to require the Franchisee to assign its interest or agree to the assignment of another Train Operator's interest under this paragraph 4.

5. Actions required immediately on Handover

- 5.1 The Franchisee shall immediately on the expiry of the Franchise Period make available to the Secretary of State:

- (a) information as to the status of each purchase order or contract, including its award date, anticipated delivery date, confirmation of receipt of goods or services and the payment records for each purchase order, together with any matters in dispute with the appointed subcontractor and, to the extent that the Franchisee is a subcontractor to another Train Operator, equivalent information in respect of that Train Operator; and
- (b) information concerning any contract necessary for the continued operation of the Franchise where a procurement or bidding process has been initiated.

5.2 The Franchisee agrees that the Secretary of State or his agents may have access to and use free of charge any information contained in any Computer System or in hard copy format as he sees fit (for the purposes of continuing the operation of the Franchise Services).

6. **Maintenance Records**

The Franchisee shall immediately on expiry of the Franchise Period provide to the Secretary of State:

- (a) records of the status of the maintenance of the rolling stock vehicles used in the provision of the Passenger Services;
- (b) records of the status of the maintenance of any lifting equipment;
- (c) a list of any deferred maintenance; and
- (d) records of the status of the maintenance of any depot or station which is a Franchise Asset,

including the extent of completion of examinations and the modification status of each such rolling stock vehicle

7. **Ticketing Arrangements**

The Franchisee shall provide immediately on expiry of the Franchise Period a statement certifying:

- (a) all ticketing transactions with the public or credit card agencies that are in process and not yet complete, together with any allocations on multi-modal travel with other agencies or local authorities;
- (b) the extent of any outstanding claims with ticketing settlement agencies;
- (c) refund arrangements (whether under the Passenger's Charter or not) with members of the public or other Train Operators or ticketing settlement agencies that are in process and not yet complete; and
- (d) commissions owed and/or due.

8. **Franchisee's Intellectual Property**

8.1

- (a) On the expiry of the Franchise Period, the Franchisee will grant to any Successor Operator licences of any intellectual property which:

- (i) is owned by or licensed to the Franchisee;
 - (ii) was not owned by or licensed to it immediately prior to the Start Date;
 - (iii) has not been designated as a Primary Franchise Asset;
 - (iv) does not represent or constitute a Mark; and
 - (v) may, in the reasonable opinion of the Secretary of State, be necessary for any Successor Operator to operate the Franchise Services on an efficient and economic basis after the expiry of the Franchise Period.
- (b) When agreeing the terms on which intellectual property is to be licensed to it, the Franchisee shall use all reasonable endeavours to ensure that such terms include the right to sub-license such intellectual property in accordance with this paragraph 8.1. The Franchisee shall not enter into a licence that does not include such a provision without first obtaining the Secretary of State's prior written consent (such consent not to be unreasonably withheld).

8.2

- (a) Any such licence shall be granted to the relevant Successor Operator for such period as the Secretary of State may determine to be reasonably necessary for the purpose of securing continuity of the provision of the Franchise Services and shall be free of charge and royalty-free for a period of one month or less.
- (b) If such licence is for a period in excess of one month, the grant of the licence shall be subject to payment of a reasonable royalty (backdated to the expiry of the Franchise Period) on the basis of a willing licensor and licensee entering into a licence on comparable terms to similar licences of such intellectual property. If the Franchisee and the relevant Successor Operator are unable to agree such royalty, the Franchisee shall submit such dispute for resolution in accordance with such dispute resolution rules as the Secretary of State may require.

8.3 Any such licence shall be in such form as the Secretary of State shall reasonably determine and shall:

- (a) be non-exclusive and limited to use solely for the purposes of the provision and operation of the Franchise Services and will not provide for any right to use such intellectual property for any other purpose (including its marketing or exploitation for any other purpose);
- (b) be terminable on material breach by the Successor Operator;
- (c) contain an indemnity from the Franchisee to the effect that to the best of its knowledge and belief it owns the relevant intellectual property or has the right to license it and the licensing of it and the subsequent use of the intellectual property will not infringe any third party intellectual property rights; and
- (d) require the Successor Operator, to the extent that it relates to any trade marks, to use such trade marks in such manner as may reasonably be

required by the Franchisee provided that it shall not be reasonable for the Franchisee to require any such trade mark to be used in a manner materially different from its use during the Franchise Period.

9. **Information about Passengers**

The Franchisee shall immediately on the expiry of the Franchise Period make available to the Secretary of State and/or his nominee:

- (a) passenger numbers information specified in paragraph 1 of Schedule 1.5 (Information about Passengers), in such format and to such level of disaggregation as the Secretary of State and/or his nominee may reasonably require;
- (b) the CRM Data and Yield Management Data.

APPENDIX 1 TO SCHEDULE 15.4

Form of Transfer Scheme

Dated _____ 20[•]

**TRANSFER SCHEME
OF
THE SECRETARY OF STATE FOR TRANSPORT
MADE PURSUANT TO SCHEDULE 2 OF THE RAILWAYS ACT 2005**

**IN FAVOUR OF
[SUCCESSOR OPERATOR]**

**IN RESPECT OF
CERTAIN PROPERTY, RIGHTS AND LIABILITIES
OF
[FRANCHISEE]**

*Secretary of State for Transport
33 Horseferry Road
London SW1P 4DR*

TRANSFER SCHEME

Whereas:

- (A) [Franchisee] (the Transferor) has been providing certain services for the carriage of passengers by railway and operating certain stations and light maintenance depots pursuant to a franchise agreement with the Secretary of State for Transport (the Secretary of State) dated [_____] (the "**Franchise Agreement**").
- (B) The Franchise Agreement terminated or is to terminate on [_____] and [Successor Operator] (the "**Transferee**") is to continue the provision of all or part of such services or the operation of all or some of such stations and light maintenance depots under a new franchise agreement or in connection with the performance or exercise of the duties and powers of the Secretary of State to secure the provision of such services or the operation of such stations or light maintenance depots.
- (C) Certain property, rights and liabilities of the Transferor which were designated as franchise assets for the purpose of the Franchise Agreement are to be transferred to the Transferee under a transfer scheme made by the Secretary of State under Section 12 and Schedule 2 of the Railways Act 2005.

The Secretary of State, in exercise of the powers conferred on him by Schedule 2 of the Railways Act 2005, hereby makes the following scheme:

1. Definitions and Interpretation

In this Transfer Scheme functions has the meaning ascribed to it in the Railways Act 2005 and relevant enactment has the meaning ascribed to it in paragraph 6 of Schedule 2 of the Railways Act 2005.

2. Transfer of Property, Rights and Liabilities

With effect from [_____] the property, rights and liabilities of the Transferor specified or described in the Schedule shall be transferred to, and vest in, the Transferee.

3. Statutory Functions

Subject to any amendment to the relevant enactment which comes into force on or after the date on which this Transfer Scheme is made, there shall be transferred to the Transferee all the functions of the Transferor under any relevant enactments if and to the extent that any such relevant enactment:

- (a) relates to any property which is to be transferred by this Transfer Scheme; or
- (b) authorises the carrying out of works designed to be used in connection with any such property or the acquisition of land for the purpose of carrying out any such works.

4. **Supplemental Agreement**

Each of the Transferor and the Transferee shall enter into the Supplemental Agreement (as defined in the Franchise Agreement) on the coming into force of this Transfer Scheme.

This Transfer Scheme is made by the Secretary of State on [_____. ____].

THE CORPORATE SEAL
OF THE SECRETARY OF
STATE FOR TRANSPORT
IS HEREUNTO AFFIXED:



.....
Authenticated by authority of the
Secretary of State for Transport

SCHEDULE TO THE TRANSFER SCHEME

[List relevant Franchise Assets to be transferred to Successor Operator]

APPENDIX 2 TO SCHEDULE 15.4

Form of Supplemental Agreement

Dated _____ 20[•]

[OUTGOING FRANCHISEE]

and

[SUCCESSOR OPERATOR]

SUPPLEMENTAL AGREEMENT

to the transfer scheme dated [•] made
by the Secretary of State for Transport in respect of
certain property rights and liabilities of
[OUTGOING FRANCHISEE]

*Secretary of State for Transport
33 Horseferry Road
London SW1P 4DR*

This Supplemental Agreement is made on [_____] 20[___]

BETWEEN

[OUTGOING FRANCHISEE] whose registered office is at [registered office] (the "**Transferor**"); and

[SUCCESSOR OPERATOR] whose registered office is at [registered office] (the "**Transferee**").

WHEREAS

- (A) The Transferor has been providing certain services and the carriage of passengers by railway and operating certain stations and light maintenance depots pursuant to a franchise agreement with the Secretary of State for Transport (the "**Secretary of State**") dated [_____] (the "**Franchise Agreement**").
- (B) The Franchise Agreement terminated or is to terminate on [_____] and the Transferee has been selected by the Secretary of State to continue the provision of all or part of such services pursuant either to a franchise agreement with the Secretary of State or arrangements made with the Secretary of State in connection with the Secretary of State's duties and powers.
- (C) Certain property, rights and liabilities of the Transferor are to be transferred to the Transferee pursuant to a transfer scheme made by the Secretary of State on [_____] under Section 12 and Schedule 2 of the Railways Act 2005 (the "**Transfer Scheme**").
- (D) This Agreement is supplemental to the Transfer Scheme and sets out certain terms between the Transferor and the Transferee in relation to the transfer of such property, rights and liabilities under the Transfer Scheme and the transfer of certain other property, rights and liabilities at the same time.

IT IS AGREED THAT

1. DEFINITIONS AND INTERPRETATION

Definitions

1.1 The following words and expressions shall have the following meaning:

"**Business**" means such of the undertaking or part of the undertaking of the Transferor prior to the Transfer Date as may be continued by the Transferee after the Transfer Date;

"**Credit**" has the meaning assigned to that term under the Ticketing and Settlement Agreement;

"**Debit**" has the meaning assigned to that term under the Ticketing and Settlement Agreement;

"**Estimated Completion Payment**" has the meaning ascribed to that term in clause 2.1;

"**Net Asset Statement**" means the statement to be drawn up pursuant to clause 2.2;

"Net Asset Value" means the aggregate of the amounts of the Relevant Franchise Assets, the Relevant Contract Liabilities, the Relevant Debits and Credits and the Relevant Employee Liabilities as shown in the Net Asset Statement agreed or determined pursuant to clause 2.2;

"Purchase Price" has the meaning ascribed to that term in clause 2.1;

"Relevant Contract Liabilities" means such rights and liabilities of the Transferor as may be transferred to the Transferee on the expiry of the Franchise Period in relation to any Licence, Access Agreement or Property Lease under paragraphs 1 and 4.5 of Schedule 15.4 (Provisions Applying on and after Termination) of the Franchise Agreement;

"Relevant Debits and Credits" means such Debits and Credits of the Transferor which relate to Fares sold before the Transfer Date and which may be received by the Transferee as a result of Clause 11-33 of the Ticketing and Settlement Agreement;

"Relevant Employee Liabilities" means such rights and liabilities of the Transferor (or any other relevant employer or person) under any contracts of employment relating to the Relevant Employees which have been or are to be transferred to the Transferee by virtue of the operation of Law (including the Transfer Regulations);

"Relevant Employees" means all persons employed in the Business immediately before the Transfer Date (whether employed by the Transferor or otherwise) whose contract of employment has been or is to be transferred to the Transferee by virtue of the operation of Law (including the Transfer Regulations) or any other person employed at any time in the Business in respect of whom liabilities arising from a contract of employment or employment relationship have or will be transferred by virtue of the operation of Law (including the Transfer Regulations);

"Relevant Franchise Assets" means such of the property, rights and liabilities that are legally or beneficially owned by the Transferor and which are or are to be transferred to the Transferee under the Transfer Scheme;

"Reporting Accountants" means such firm of accountants as may be selected by agreement between the parties within four weeks of the preparation of the Net Asset Statement or, in the absence of such agreement, selected by the Secretary of State upon the request of either party;

"Season Ticket Fare" means a Fare which entitles the purchaser to make an unlimited number of journeys in any direction during the period for which, and between the stations and/or the zones for which, such Fare is valid;

"Stored Credit Balance" means any monetary amount held by the Franchisee which a passenger can apply at a future date to the purchase of a Fare (stored in any medium);

"Taxation" comprises all forms of taxation, duties, contributions and levies of the United Kingdom whenever imposed and (except in so far as attributable to the unreasonable delay or default of the Transferee) all penalties and interest relating thereto;

"TOGC" has the meaning assigned to that term in clause 6.2;

"Transfer Date" means the date and, where relevant, the time on or at which the Transfer Scheme comes into force;

"Transfer Regulations" means the Transfer of Undertakings (Protection of Employment) Regulations 2006 (as amended, replaced or substituted from time to time);

"Transferring Assets and Liabilities" has the meaning assigned to that term in clause 2.1; and

"Undisclosed Employee" has the meaning assigned to that term in clause 7.1(d).

Construction and Interpretation

1.2 In this Agreement terms and expressions defined in the Franchise Agreement shall have the same meaning and the terms "contract of employment", "collective agreement", "employee representatives" and "trade union" shall have the same meanings respectively as in the Transfer Regulations.

2. Transfer Price

Amount and Payment

2.1 The price for the transfer of:

- (a) the Relevant Franchise Assets;
- (b) the Relevant Contract Liabilities;
- (c) the Relevant Debits and Credits; and
- (d) the Relevant Employee Liabilities,

(together the **"Transferring Assets and Liabilities"**) shall (subject to adjustment as expressly provided in this Agreement) be an amount equal to the Net Asset Value (the **"Purchase Price"**). The sum of £[amount], as determined under paragraph 3.3 of Schedule 15.4 (Provisions Applying on and after Termination) of the Franchise Agreement (the **"Estimated Completion Payment"**) shall be paid in immediately available funds by the Transferor to the Transferee, or by the Transferee to the Transferor, as determined under paragraph 3.3 of Schedule 15.4 of the Franchise Agreement, on the Transfer Date. On determination of the Purchase Price a balancing payment (if any) shall be made by the Transferor to the Transferee or the Transferee to the Transferor (as the case may be) in accordance with clause 2.5.

Net Asset Statement

2.2 The Transferee shall procure that, as soon as practicable and in any event not later than two months following the Transfer Date, there shall be drawn up a statement showing a true and fair view of the aggregate of the amount of each separate asset and liability of the Transferring Assets and Liabilities as at the Transfer Date.

2.3 The Net Asset Statement shall be:

- (a) drawn up in the manner described in the Schedule;

- (b) prepared on such basis as would enable the Transferee's auditors, if so requested, to give an unqualified audit report thereon to the effect that it had been drawn up in accordance with the Schedule; and
- (c) presented, initially as a draft, to the Transferor immediately following its preparation for review in conjunction with its auditors.

2.4 If the Transferor and the Transferee have failed to agree the Net Asset Statement within four weeks following such presentation, the matter shall be referred to the Reporting Accountants who shall settle and complete the Net Asset Statement as soon as practicable and shall determine the amount of the Net Asset Value as shown by the Net Asset Statement.

Adjustment of Price

2.5 If the Purchase Price exceeds or is less than the Estimated Completion Payment, the Transferee shall pay to the Transferor or, as the case may be, the Transferor shall pay to the Transferee, in either case within 14 days of the agreement or determination of the Net Asset Value, an amount equal to such excess or deficiency together in either case with interest thereon calculated from the Transfer Date at the Interest Rate.

3. References to the Reporting Accountants

Whenever any matter is referred under this Agreement to the decision of the Reporting Accountants:

- (a) the Reporting Accountants shall be engaged jointly by the parties on the terms set out in this Agreement and otherwise on such terms as shall be agreed, provided that neither party shall unreasonably (having regard, amongst other things, to the provisions of this Agreement) refuse its agreement to terms proposed by the Reporting Accountants or by the other party. If the terms of engagement of the Reporting Accountants have not been settled within 14 days of their appointment having been determined (or such longer period as the parties may agree) then, unless one party is unreasonably refusing its agreement to those terms, such accountants shall be deemed never to have been appointed as Reporting Accountants, save that the accountants shall be entitled to their reasonable expenses under clause 3(d), and new Reporting Accountants shall be selected in accordance with the provisions of this Agreement;
- (b) if Reporting Accountants acting or appointed to act under this Agreement resign, withdraw, refuse to act, or are disqualified for any reason from performing their duties then, except as may be agreed between the parties, the parties shall appoint a replacement in accordance with the definition of Reporting Accountants;
- (c) the Reporting Accountants shall be deemed to act as experts and not as arbitrators;
- (d) the Reporting Accountants shall have power to allocate their fees and expenses for payment in whole or in part by any party at their discretion. If not otherwise allocated they shall be paid as to half by the Transferor and as to half by the Transferee;

- (e) each of the parties shall promptly on request supply to the Reporting Accountants all such documents and information as they may require for the purpose of the reference;
- (f) the decision of the Reporting Accountants shall (in the absence of objection on the grounds of any manifest error discovered within 14 days of the issue of their decision) be conclusive and binding (and in accordance with clause 3(g) below) and shall not be the subject of any appeal by way of legal proceeding or arbitration or otherwise; and
- (g) without prejudice to clauses 3(a) to 3(f) above, either party may, prior to or during the course of the reference to the Reporting Accountants, seek a declaration from the court on a relevant point of law, including but not limited to a point of legal interpretation. Upon such application for a declaration being issued and served all applicable time limits relative to the reference to the Reporting Accountant shall be stayed pending the outcome of such application (including any appeal). The Reporting Accountants are bound to make their determination in a manner consistent with the findings of the Court.

4. **WARRANTY**

The Transferor warrants and represents to the Transferee that the Relevant Contract Liabilities and the Relevant Franchise Assets are, to the extent they are property or rights, transferring to the Transferee free and clear of all Security Interests.

5. **INTEREST**

If the Transferor or the Transferee defaults in the payment when due of any sum payable under this Agreement (whether determined by agreement or pursuant to an order of a court or otherwise) the liability of the Transferor or the Transferee (as the case may be) shall be increased to include interest on such sum from the date when such payment is due until the date of actual payment (after as well as before judgement) at a rate equal to the Interest Rate. Such interest shall accrue from day to day.

6. **VALUE ADDED TAX**

- 6.1 All amounts under this Agreement are expressed as exclusive of Value Added Tax where Value Added Tax is applicable.
- 6.2 The Transferor and the Transferee shall use all reasonable endeavours to secure that the transfer of the Transferring Assets and Liabilities is treated for Value Added Tax purposes as the transfer of a business as a going concern ("**TOGC**") and accordingly as neither a supply of goods nor a supply of services for the purposes of Value Added Tax.
- 6.3 If HM Revenue & Customs direct that the transfer of the Transferring Assets and Liabilities cannot be treated as a TOGC, the Transferor shall provide the Transferee with a copy of such direction within five days of receipt thereof by the Transferor.
- 6.4 The Transferee shall thereafter pay upon the receipt of a valid tax invoice the amount of any Value Added Tax which as a result of that direction may be chargeable on the transfer of the Transferring Assets and Liabilities. If the aforementioned direction was issued as a result of any action or inaction of the

Transferee then the Transferee shall in addition to the Value Added Tax indemnify the Transferor for any penalties and interest that may be incurred upon receipt of such evidence from HM Revenue & Customs.

- 6.5 If the Transferee considers the direction issued by HM Revenue & Customs referred to in clause 6.3 to be incorrect then, without prejudice to the Transferee's obligation under clause 6.4 to pay to the Transferor the amount of any Value Added Tax which as a result such direction may be chargeable on the transfer of the Transferring Assets and Liabilities, the Transferee may, within 30 days of receipt of such direction by the Transferor, give notice to the Transferor that it requires the Transferor to appeal such direction. Upon requesting such an appeal the Transferee agrees to indemnify the Transferor for all reasonable costs that the Transferor may incur in taking such action upon receipt of evidence of those costs. If such an appeal is successful the Transferor agrees to reimburse the Transferee for such reasonable costs and penalties and interest to the extent that those costs have been reimbursed by HM Revenue & Customs.
- 6.6 If any amount paid by the Transferee to the Transferor in respect of Value Added Tax pursuant to this Agreement is subsequently found to have been paid in error the Transferor shall issue a valid tax credit note for the appropriate sum to the Transferee and promptly repay such amount to the Transferee.
- 6.7 If any amount is payable by the Transferor to the Transferee in respect of the transfer of the Relevant Franchise Assets, Relevant Contract Liabilities, Relevant Debits and Credits and Relevant Employee Liabilities pursuant to this Agreement, clauses 6.3 to 6.6 inclusive shall apply mutatis mutandis to such payment substituting Transferor for Transferee and vice versa.
- 6.8 The Transferor shall on the Transfer Date deliver to the Transferee such of those records referred to in Section 49 of the Value Added Tax Act 1994 as relate exclusively to the Business on condition that the Transferee undertakes to preserve those records in such manner and for such periods as may be required by law.
- 6.9 Subject to HM Revenue & Customs so permitting, all of the records referred to in Section 49 of the Value Added Tax Act 1994 relating to the Business (being the purchase records) shall be retained by the Transferor and the Transferor shall undertake to the Transferee to:
- (a) preserve those records in such manner and for such periods as may be required by law; and
 - (b) give the Transferee as from the Transfer Date reasonable access during normal business hours to such records and to take copies of such records.

7. EMPLOYEES

Transfer Regulations

- 7.1 The parties accept that, to the extent that the undertaking or part of the undertaking of the Transferor is continued by the Transferee after the Transfer Date, this Agreement and the transfer of the Business which is effected in connection with the Transfer Scheme are governed by the Transfer Regulations and the following provisions shall apply in connection therewith:
- (a) the contract of employment of each of the Relevant Employees (save insofar as such contract relates to any occupational pension scheme) shall

be transferred to the Transferee with effect from the Transfer Date which shall be the "time of transfer" under the Transfer Regulations and the Transferee shall employ each such Relevant Employee on the terms of those contracts of employment (save insofar as such contract relates to any occupational pension scheme) with effect from the Transfer Date;

- (b) the Transferor shall perform and discharge all its obligations in respect of all the Relevant Employees for its own account up to and including the Transfer Date including, without limitation, discharging all wages and salaries of the Relevant Employees, all employer's contributions to any relevant occupational pension scheme and all other costs and expenses related to their employment (including, without limitation, any Taxation, accrued holiday pay, accrued bonus, commission or other sums payable in respect of service prior to the close of business on the Transfer Date) and shall indemnify the Transferee and keep the Transferee indemnified against each and every action, proceeding, liability (including, without limitation, any Taxation), cost, claim, expense (including, without limitation, reasonable legal fees) or demand arising from the Transferor's failure so to discharge;
- (c) the Transferor shall indemnify the Transferee and keep the Transferee indemnified against each and every action, proceeding, cost, claim, liability (including, without limitation, any Taxation), expense (including, without limitation, reasonable legal fees) or demand which relates to or arises out of any act or omission by the Transferor or any other event or occurrence prior to the Transfer Date and which the Transferee may incur in relation to any contract of employment or collective agreement concerning one or more of the Relevant Employees pursuant to the provisions of the Transfer Regulations or otherwise including, without limitation, any such matter relating to or arising out of:
 - (i) the Transferor's rights, powers, duties and/or liabilities (including, without limitation, any Taxation) under or in connection with any such contract of employment or collective agreement, which rights, powers, duties and/or liabilities (as the case may be) are or will be transferred to the Transferee in accordance with the Transfer Regulations; or
 - (ii) anything done or omitted before the Transfer Date by or in relation to the Transferor in respect of any such contract of employment or collective agreement or any Relevant Employee, which is deemed by the Transfer Regulations to have been done or omitted by or in relation to the Transferee save where the thing done or omitted to be done before the Transfer Date relates to the Transferee's failure to comply with its obligations referred to in clause 7.4;
- (d) if any contract of employment or collective agreement which is neither disclosed in writing to the Transferee by the Transferor prior to the Transfer Date nor made available to the Secretary of State under Schedule 15.3 (Handover Package) of the Franchise Agreement prior to the Transfer Date shall have effect as if originally made between the Transferee and any employee (the Undisclosed Employee) or a trade union or employee representatives as a result of the provisions of the Transfer Regulations (without prejudice to any other right or remedy which may be available to the Transferee):

- (i) the Transferee may, upon becoming aware of the application of the Transfer Regulations to any such contract of employment or collective agreement terminate such contract or agreement forthwith;
 - (ii) the Transferor shall indemnify the Transferee against each and every action, proceeding, cost, claim, liability (including, without limitation, any Taxation), expense (including, without limitation, reasonable legal fees) or demand relating to or arising out of such termination and reimburse the Transferee for all costs and expenses (including, without limitation, any Taxation) incurred in employing such employee in respect of his employment following the Transfer Date; and
 - (iii) the Transferor shall indemnify the Transferee in respect of any Undisclosed Employee on the same terms mutatis mutandis as the Transferor has indemnified the Transferee in respect of a Relevant Employee pursuant to the terms of clauses 7.1(b) and 7.1(c); and
- (e) the Transferor shall indemnify the Transferee and keep the Transferee indemnified against each and every action, proceeding, cost, claim, liability (including without limitation, any Taxation) expense (including, without limitation, reasonable legal fees) or demand which relates to or arises out of any dismissal (including, without limitation, constructive dismissal) by the Transferor of any employee (not being a Relevant Employee) and which the Transferee may incur pursuant to the provisions of the Transfer Regulations.

Transferee's Indemnities

- 7.2 The Transferee shall indemnify the Transferor and keep the Transferor indemnified against each and every action, proceeding, liability (including, without limitation, any Taxation), cost, claim, loss, expense (including reasonable legal fees) and demand arising out of or in connection with:
- (a) any substantial change in the working conditions of the Relevant Employees to his or her detriment or any of them occurring on or after the Transfer Date;
 - (b) the change of employer occurring by virtue of the Transfer Regulations and/or the Franchise Agreement being significant and detrimental to any of the Relevant Employees;
 - (c) the employment by the Transferee on or after the Transfer Date of any of the Relevant Employees other than on terms (including terms relating to any occupational pension scheme) at least as good as those enjoyed prior to the Transfer Date or the termination of the employment of any of them on or after the Transfer Date; or
 - (d) any claim by any Relevant Employee (whether in contract or in tort or under statute (including the Treaty of the European Community or European Union and any Directives made under the Secretary of State of any such Treaty or any successor thereof)) for any remedy (including, without limitation, for unfair dismissal, redundancy, statutory redundancy, equal pay, sex or race discrimination) as a result of any act or omission by the Transferee after the Transfer Date.

7.3 The Transferee shall indemnify the Transferor and keep the Transferor indemnified against each and every action, proceeding, liability, cost, claim, loss, expense (including reasonable legal fees) and demand which arises as a result of it not providing or not having provided, in accordance with its obligations under the Transfer Regulations, the Transferor in writing with such information and at such time as will enable the Transferor to carry out its duties under Regulation 10(2)(d) and 10(6) of the Transfer Regulations concerning measures envisaged by the Transferee in relation to the Relevant Employees.

Details of Relevant Employees

7.4 The Transferor warrants to the Transferee that it has (to the extent not made available to the Secretary of State under Schedule 15.4 (Provisions Applying on and after Termination) of the Franchise Agreement prior to the Transfer Date) provided the Transferee prior to the Transfer Date with full particulars of:

- (a) each Relevant Employee, including name, sex, and the date on which continuity of employment began for each Relevant Employee for statutory purposes;
- (b) terms and conditions of employment of each such person;
- (c) all payments, benefits or changes to terms and conditions of employment promised to any such person;
- (d) dismissals of Relevant Employees or termination of employment effected within 12 months prior to the Transfer Date including the Transfer Date;
- (e) all agreements or arrangements entered into in relation to the Relevant Employees between the Transferor, any Affiliate of the Transferor or any other relevant employer and any trade union or association of trade unions or organisation or body of employees including employee representatives and elected representatives; and
- (f) all strikes or other Industrial Action taken by any Relevant Employee within 12 months prior to the Transfer Date including the Transfer Date.

7.5 The Transferor and Transferee shall deliver to each of the Relevant Employees letters in an agreed form from the Transferor and Transferee as soon as is practicable after the execution of this Agreement (to the extent not already delivered prior to the Transfer Date).

8. MISCELLANEOUS PROVISIONS

Variations in Writing

8.1 No variation of this Agreement shall be effective unless in writing and signed by duly authorised representatives of the parties.

Partial Invalidity

8.2 If any provision in this Agreement shall be held to be void, illegal, invalid or unenforceable, in whole or in part, under any enactment or rule of law, such provision or part shall to that extent be deemed not to form part of this Agreement but the legality, validity and enforceability of the remainder of this Agreement shall not be affected.

Further Assurance

8.3 Each of the parties agrees to execute and deliver all such further instruments and do and perform all such further acts and things as shall be necessary or expedient for the carrying out of the provisions of this Agreement.

Notices

8.4 Any notice or other communication requiring to be given or served under or in connection with this Agreement shall be in writing and shall be sufficiently given or served if delivered or sent to the registered office of the recipient or:

(a) in the case of the Transferor to [name of Transferor] at:

[address]

[fax]

Attention: [name]

(b) in the case of the Transferee to [name of Transferee] at:

[address]

[fax]

Attention: [name]

8.5 Any such notice or other communication shall be delivered by hand or sent by courier, fax or prepaid first class post. If sent by courier or fax such notice or communication shall conclusively be deemed to have been given or served at the time of despatch. If sent by post such notice or communication shall conclusively be deemed to have been received two business days from the time of posting.

Counterparts

8.6 This Agreement may be executed in any number of counterparts each of which shall be deemed an original, but all the counterparts shall together constitute one and the same instrument.

Third Parties

8.7 This Agreement does not create any rights under the Contracts (Rights of Third Parties) Act 1999 which is enforceable by any person who is not a party to it.

Governing Law

8.8 This Agreement shall be governed by and construed in accordance with the laws of England and Wales and the parties irrevocably agree that the courts of England and Wales are to have exclusive jurisdiction to settle any disputes which may arise out of or in connection with this Agreement.

IN WITNESS whereof the parties hereto have executed this Agreement the day and year first before written.

SIGNED FOR AND ON
BEHALF OF THE
[**TRANSFEROR**]



DIRECTOR:

DIRECTOR/SECRETARY:

SIGNED FOR AND ON
BEHALF OF THE
[**TRANSFeree**]



DIRECTOR:

DIRECTOR/SECRETARY:

SCHEDULE TO THE SUPPLEMENTAL AGREEMENT

Net Asset Statement

The Net Asset Statement shall be drawn up (except to the extent otherwise agreed by the Transferor and the Transferee) in accordance with accounting principles generally accepted in the United Kingdom and such that the Transferring Assets and Liabilities are valued on the following basis:

1. Rights and liabilities relating to an obligation of carriage under the terms of any Fare shall be valued in accordance with the following formula:

$$(C - D) \times \frac{A}{B} + E$$

where:

C equals the Credit (exclusive of any Valued Added Tax) received by the Transferor in respect of the Fare provided that:

- (a) such Credit shall be deemed not to include any reduction in respect of a discount allowed to the purchaser of the Fare pursuant to the Passenger's Charter or any other passenger's charter of the Transferor;
- (b) if the Fare is a Season Ticket Fare, such Credit shall be the New Credit (as defined in the Ticketing and Settlement Agreement) relating to that Season Ticket Fare on the Transfer Date if different to the Credit that was in fact received by the Transferor in respect of such Season Ticket Fare;
- (c) such Credit shall be net of any Private Settlement Credit (as defined in the Ticketing and Settlement Agreement) arising in respect of that Fare; and
- (d) such Credit shall be deemed to exclude any Credit received by the Transferor in respect of any commission due to it in respect of the sale of such Fare (provided that for these purposes the amount of such commission shall not exceed the National Standard Rate of Commission (as defined in the Ticketing and Settlement Agreement) in respect of the Fare);

D equals the Debit (exclusive of any Value Added Tax) received by the Transferor in respect of the commission due in respect of the sale of the Fare (provided that for these purposes the amount of such commission shall not exceed the National Standard Rate of Commission (as defined in the Ticketing and Settlement Agreement) in respect of the Fare);

$\frac{A}{B}$ equals

- (a) in the case of a Season Ticket Fare, the number of journeys which the purchaser of the Fare is estimated to make from (and including) the Transfer Date to (and including) the last day on which the Fare is valid (including any extensions to its original period of validity) divided by the total number of journeys which the purchaser of the Fare is estimated to

make with that Fare (as determined in each case in accordance with Schedule 28 of the Ticketing and Settlement Agreement);

(b) in the case of any other Fare which entitles the holder thereof to make more than two journeys, the number of days for which the Fare continues to be valid after the Transfer Date (including any extensions to its original period of validity) divided by the total number of days for which such Fare is valid on issue (except to the extent that it can reasonably be estimated what proportion of the journeys which could be made on issue of the Fare have not been made prior to the Transfer Date); or

(c) in the case of any other Fare, zero; and

E equals, if $\frac{A}{B}$ is greater than zero:

the amount of any discount to which it can be reasonably estimated that the purchaser of the Fare would be entitled pursuant to the Passenger's Charter or any other passenger's charter of the Transferor on purchasing an equivalent Fare on the expiry of the relevant Fare.

2. Rights and liabilities relating to an Excess Fare, Reservation or Upgrade (as such terms are defined in the Ticketing and Settlement Agreement) shall be valued at zero unless such Excess Fare, Reservation or Upgrade involves more than two journeys, in which case they shall be valued in accordance with paragraph 1 and references to Fare in paragraph 1 shall be construed accordingly.

3. Rights and liabilities under a Discount Card shall be valued in accordance with the following formula:

$$(C - D) \times \frac{A}{B}$$

where:

C equals the Credit (exclusive of any Value Added Tax) received by the Transferor in respect of the Discount Card;

D equals the Debit (exclusive of any Value Added Tax) received by the Transferor in respect of the commission due in respect of the sale of the Discount Card (provided that for these purposes the amount of such commission shall not exceed the National Standard Rate of Commission (as defined in the Ticketing and Settlement Agreement) in respect of the Discount Card); and

$\frac{A}{B}$ equals the number of days for which the Discount Card continues to be valid after the Transfer Date (including any extensions to its original period of validity) divided by the total number of days for which such Discount Card is valid on issue, or in the case of any Discount Card listed in Schedules 12 or 39 of the Ticketing and Settlement Agreement on the Start Date, zero,

and for these purposes a Credit or Debit shall be deemed to be received when the relevant Discount Card is Accepted for Clearing (as defined in the Ticketing and Settlement Agreement).

- 4. Relevant Debits and Credits shall be valued at the full amount of such Debits and Credits (inclusive of any Value Added Tax) but excluding any Debits and Credits arising in respect of Adjustment Amounts (as defined in the Ticketing and Settlement Agreement) which are received by the Transferee in respect of a change to the Credit which is used to value any relevant Season Ticket Fare under paragraph 1 of this Schedule to the extent such Adjustment Amounts relate to a period after the Transfer Date.
- 5. Rights and liabilities in respect of any contract, lease (including any Station Lease), licence or other equivalent arrangement (excluding rights and liabilities valued under paragraphs 1 to 4) shall be valued at nil except to the extent that the relevant rights and liabilities include matters specified in the left hand column of the following table, which shall be valued on the basis specified in the right hand column of the following table:

RIGHTS AND LIABILITIES	VALUE
Any accrued rights to receive payment	Monetary amounts so accrued, subject to any provision being made for payment not being received from any other person
Any right to receive payment in respect of goods and/or services provided by the Transferor prior to the Transfer Date where the due date for such payment is after the Transfer Date	Amount payable under such contract, lease, licence or other equivalent arrangement for the goods and/or services so provided by the Transferor, subject to any provision being made for payment not being received from any other person
Any accrued liabilities to make payment	Monetary amounts so accrued
Any liability to make payment in respect of goods and/or services provided to the Transferor prior to the Transfer Date where the due date for such payment is after the Transfer Date	Amount payable under such contract, lease, licence or other equivalent arrangement for the goods and/or services provided to the Transferor
Any rights in respect of which payment has already been made by the Transferor	Monetary amounts so paid, subject to any provision being made for such rights not being exercisable against any other person
Any liabilities in respect of which payment has already been received by the Transferor	Monetary amounts so received
Any liability resulting from any breach of or failure by the Transferor to comply with the terms of any such contract, lease, licence or other equivalent arrangement	Amount of such liability or, to the extent that such amount is not ascertained, the parties reasonable estimate of the amount of such liability

- 6. CRM Data and Yield Management Data shall be valued at nil.

7. The Stored Credit Balance held by the Franchisee at the Transfer Date shall be valued at the monetary amount so held.
8. Any other property, rights or liabilities shall be valued on the basis of a willing vendor and purchaser and ongoing usage within the railway industry.

SCHEDULE 16

Pensions

1. Franchise Sections

The Franchisee shall participate in and become the Designated Employer in relation to the First Great Western Shared Cost Section of the Railway Pension Scheme (the "**Franchise Sections**") in respect of the Franchise Services. Subject to paragraphs 2 and 3.2(d) membership of a Franchise Section will be offered to each employee of a Franchisee only.

2. Closed Schemes

2.1 Subject to any requirements of Her Majesty's Revenue and Customs, the Franchisee shall take any necessary steps (including entering into any relevant deed of participation) to allow Closed Scheme Employees to continue in membership of the British Railways Superannuation Fund or the BR (1974) Pension Fund in accordance with their terms during the Franchise Period.

2.2 For the purposes of this paragraph 2, Closed Scheme Employees means such of the employees of the Franchisee who were, immediately prior to the commencement of their employment with the Franchisee, members of either of the British Railways Superannuation Fund or the BR (1974) Pension Fund.

3. Variations in benefits, contributions and investment

3.1 If a Franchisee is considering making a proposal that it considers would fall within the scope of paragraphs 3.2(a) to (f) inclusive, it shall promptly consult with the Secretary of State in relation to that proposal prior to putting such a proposal to the Pensions Committee of any Franchise Section, the Trustee of the Railways Pension Scheme ("the Trustee"), or to any trade union. The Franchisee must otherwise consult in good time with the Secretary of State in relation to any proposal it considers would fall within the scope of paragraphs 3.2(a) to (f) inclusive.

3.2 The Franchisee shall not, without the prior written consent of the Secretary of State (which may be given on such terms and subject to such conditions as the Secretary of State thinks fit):

(a) restructure or change the composition of the earnings of employees of the Franchisee in such a way as to increase the part of those earnings which qualifies as pensionable earnings under the Rules applicable to any Franchise Section or take any action (or consent to the taking of any action) which could detrimentally affect the funding of any Franchise Section, including varying or providing different or additional benefits under that Franchise Section or promising to do so, unless this change:

(i) is required by Law; or

(ii) only affects benefits payable in respect of past service of members of that Franchise Section and on or prior to the effective date of the change the Franchisee pays an additional cash payment to the Trustee which, in the opinion of the Actuary, meets in full the additional funding cost imposed on that Franchise Section; or

- (iii) would not lead to substantial changes in the funding of any Franchise Section and is the result of the normal application of that Franchise Section's Rules in the ordinary day to day running of the business of the Franchise, for example, where individual employees are, from time to time promoted or transferred to higher paid or different employment which has a different composition of earnings;
- (b) make or consent to any proposal to change any of the provisions of the Pension Trust in respect of the Franchise Sections unless the change is required by Law;
- (c) provide retirement, death or life assurance benefits in respect of any of its employees other than under any Franchise Section or as provided in paragraph 2;
- (d) omit to provide the above-mentioned benefits in respect of its employees save that, without prejudice to any rights which any such employee may otherwise have, the Franchisee shall not under this Schedule 16 be obliged for the purposes of the Franchise Agreement to offer such benefits to any employee employed on a fixed term contract of 12 months or less;
- (e) take any action (or consent to the taking of any action) which could affect the contributions payable by Participating Employers under any Franchise Section, including exercising any discretion allowed to the Franchisee as Designated Employer arising out of any actuarial valuation of a Franchise Section, and varying or providing different or additional benefits under the Franchise Sections in respect of future service, unless such action is required by Law;
- (f) close a Franchise Section to new members; or
- (g) take (or omit to take) any action which could result in any Franchise Section being wound up, in whole or in part.

3.3 The Franchisee shall consult with the Secretary of State on:

- (a) any proposal made by the Trustee to change the statement of investment principles applicable to any Franchise Section; and
- (b) any proposal to alter the rate of contributions payable by the Franchisee or its employees under a new schedule of contributions for the Franchise Section.

3.4 The Franchisee shall also consult with the Trustee on the basis of any response it receives from the Secretary of State in relation to any such proposal.

4. **Funding liabilities**

4.1 The Franchisee shall pay the employer contributions required under the schedule of contributions applicable to each Franchise Section (or either of the British Railways Superannuation Fund or the BR (1974) Pension Fund in which it participates) in respect of the Franchise Term subject to the provisions of paragraph 4.2 below.

4.2 Where, during the Franchise Term, Franchise Services are aggregated or disaggregated by the Secretary of State (for example, as a result of remapping)

and, as a consequence, a Franchise Section of which the Franchisee is the Designated Employer is required to accept a transfer in or to make a transfer out of members, the Secretary of State shall ensure that the Franchisee has no liability for any resulting deterioration immediately arising in the funding level of the Franchise Section measured in accordance with the Franchise Sections' technical provisions in Part 3 of the Pensions Act 2004, or for any amount arising under article 7(4) of the Railway Pensions (Protection and Designation of Schemes) Order 1994. Notwithstanding the above the Secretary of State shall have no liability for any future deterioration in the funding levels of the Franchise Section linked to such transfer in or out of members.

5. **Discharge of obligations**

5.1 The Secretary of State may at any time during the Franchise Term seek information from the Trustee with a view to satisfying himself that the Franchisee and the other Participating Employers (if any) have fully discharged their respective obligations under the Railways Pension Scheme, including their obligations in respect of the payment of contributions to any Franchise Section.

5.2 The Franchisee shall, at its expense, promptly provide such information in relation to any Franchise Section, including actuarial advice and information, as the Secretary of State may from time to time request and shall authorise and consent to the Trustee doing so.

5.3 The Franchisee shall, in respect of the Franchise Term, use all reasonable endeavours to provide to the Secretary of State:

- (a) within one month of the expiry of each Franchisee Year; and
- (b) at other times as soon as practicable following a request by the Secretary of State,

a certificate signed by the Trustee in relation to the Franchise Sections stating either that the Franchisee has fully complied with its obligations under the Railways Pensions Scheme, including its obligation to contribute to the Franchise Sections or, if it has not so complied, stating the extent to which it has not done so. Where the certificate is given pursuant to paragraph 5.3(a), it shall cover the relevant Franchisee Year. Where the certificate has been given pursuant to paragraph 5.3(b), it shall cover such period as the Secretary of State shall specify.

5.4 If the Trustee does not certify under paragraph 5.3 in relation to the Franchise Sections that the Franchisee has fully complied with its obligations under the Railways Pension Scheme or if the Secretary of State otherwise reasonably considers that the Franchisee has not complied with such obligations, the Secretary of State may adjust Franchise Payments payable under Schedule 8 (Payments) by an amount which is, in his opinion, no greater than the amount of any contribution that the Franchisee has thereby failed to make or avoided making.

5.5 The Secretary of State may, under paragraph 5.4, continue to make such adjustments to Franchise Payments payable under Schedule 8 (Payments) until such time as he reasonably determines that the relevant contributions have been made in full by the Franchisee. Following that determination, any amounts so withheld by the Secretary of State shall become payable (without interest) on the next day on which a Franchise Payment becomes payable under Schedule 8, being a day which falls no less than seven days after such determination or, if

there is no such day, 14 days after the date of such determination. To the extent that the Secretary of State has not so determined within four weeks after the expiry of the Franchise Period, the Franchisee's right to receive the amount so withheld under the Franchise Agreement shall lapse and the Secretary of State shall not be obliged to pay such amount.

6. **Termination of Franchise**

The Secretary of State shall at the end of the Franchise Period ensure that the Franchisee has no liability for any deficit in the Franchise Sections (other than for contributions due and payable by the Franchisee to the Franchise Sections for any period prior to the end of the Franchise Term) and shall have no right to benefit from any surplus which may exist in the Franchise Sections. For the avoidance of doubt, this paragraph 6 shall apply where the Franchise Services are either aggregated or disaggregated (for example, as a result of remapping).

7. **Definitions**

Unless otherwise defined in the Franchise Agreement, terms used in this Schedule 16 shall have the meanings given to them in the Railways Pension Scheme.

SCHEDULE 17

Confidentiality and Freedom of Information

1. Confidentiality

Subject to the provisions of the Act, the Transport Act, the Railways Act 2005, the Environmental Information Regulations, the Freedom of Information Act (and any code of practice or other guidance related to the same) and paragraphs 2 to 8 of this Schedule 17 inclusive, each party shall hold in confidence all documents, materials and other information, whether technical or commercial, supplied by or on behalf of the other party (including all documents and information supplied in the course of proceedings under the Dispute Resolution Rules or the rules of any other dispute resolution procedures to which a dispute is referred in accordance with the Franchise Agreement) (all together the "Confidential Information") and shall not, except with the other party's prior written authority, publish or otherwise disclose any Confidential Information otherwise than as expressly provided for in the Franchise Agreement unless or until the recipient party can demonstrate that any such document, material or information is in the public domain through no fault of its own and through no contravention of the Franchise Agreement, whereupon to the extent that it is in the public domain this obligation shall cease.

2. Disclosure of Confidential Information

Each party may disclose any data or information acquired by it under or pursuant to the Franchise Agreement or information relating to a dispute arising under the Franchise Agreement without the prior written consent of the other party if such disclosure is made in good faith:

- (a) to any Affiliate of such party or outside consultants or advisers of such Affiliate, upon obtaining from such Affiliate and/or such outside consultants or advisers of such Affiliate an undertaking of confidentiality equivalent to that contained in paragraph 1;
- (b) to any outside consultants or advisers engaged by or on behalf of such party and acting in that capacity, upon obtaining from such consultants or advisers an undertaking of confidentiality equivalent to that contained in paragraph 1;
- (c) to any lenders, security trustee, bank or other financial institution (and its or their advisers) from which such party is seeking or obtaining finance, upon obtaining from any such person an undertaking of confidentiality equivalent to that contained in paragraph 1;
- (d) to the extent required by Law or pursuant to an order of any court of competent jurisdiction or under the Dispute Resolution Rules or the rules of any other dispute resolution procedures to which a dispute is referred in accordance with the Franchise Agreement or the rules of a recognised stock exchange or a formal or informal request of any taxation authority;
- (e) to any insurer, upon obtaining from such insurer an undertaking of confidentiality equivalent to that contained in paragraph 1;
- (f) to any director, employee or officer of such party, to the extent necessary to enable such party to perform its obligations under the Franchise

Agreement or to protect or enforce its rights under the Franchise Agreement; or

- (g) by the Franchisee, to the ORR, the Rail Passengers' Council or a Local Authority.

3. **Publication of Certain Information**

3.1 Notwithstanding the provisions of paragraph 1, the Secretary of State may publish (whether to the press, the public or to one or more individuals, companies or other bodies, including to any prospective Successor Operator) in such form and at such times as he sees fit, the following (irrespective of whether the same was provided to the Secretary of State by the Franchisee or a third party):

- (a) the amount of any Franchise Payments payable under the Franchise Agreement and the aggregate amount of Franchise Payments paid in each year under the Franchise Agreement;
- (b) such information as the Secretary of State may consider reasonably necessary to publish in connection with the performance of his functions in relation to any Closure or proposed Closure;
- (c) any Passenger's Charter Statistics and the amount of any payments by the Franchisee under the Passenger's Charter;
- (d) such information (including CRM Data and Yield Management Data) as may reasonably be required in connection with the retendering or reletting of the Franchise or any part thereof or the retendering or reletting of any other railway passenger services, provided that such information may only be published during the period of, or during the period leading up to, such retendering or reletting;
- (e) any reports and accounts delivered to him under Schedule 13 (Information and Industry Initiatives);
- (f) the results of any monitoring or measurement of the performance of the Franchisee in the provision of the Franchise Services (including any information provided under Schedule 11 (Agreement Management Provisions));
- (g) the results, on a Service Group, Route, station or other comparable basis, of any calculation of passenger numbers under Schedule 1.5 (Information about Passengers);
- (h) the results of any survey under Schedule 7.2 (National Passenger Survey);
- (i) the results of any assessment or inspection under Schedule 11 (Agreement Management Provisions);
- (j) details of the Franchisee's plans and performance in respect of safety;
- (k) such information as the Secretary of State may reasonably require to publish in connection with any Priced Option;

- (l) such information as the Secretary of State may reasonably require to include in his annual report in respect of the Franchisee provided that, in preparing that report, the Secretary of State shall have regard to the need for excluding, so far as is practicable, the matters specified in paragraphs (a) and (b) of Section 71(2) of the Act for this purpose, taking references in those paragraphs to the ORR as references to the Secretary of State; and
- (m) such information as the Secretary of State may reasonably require to publish at or around the expiry or possible termination of the Franchise Period in order to secure continuity of the provision and operation of the Franchise Services.

3.2 Without prejudice to any other provision of this Schedule 17, the Secretary of State may publish any other information relating to the Franchisee if he has previously notified the Franchisee and the Franchisee does not demonstrate to the reasonable satisfaction of the Secretary of State within 14 days of such notification that the publication of such information would, in the reasonable opinion of the Franchisee, be materially detrimental to its business. If the Franchisee attempts so to demonstrate to the Secretary of State but he is not so satisfied, the Secretary of State shall allow seven more days before publishing the relevant information.

4. **Service Development Information**

Nothing in this Schedule 17 shall be deemed to prohibit, prevent or hinder, or render either party liable for, the disclosure by either party to Network Rail, the ORR, other Train Operators, any operators of services for the carriage of goods by rail, the Rail Passengers' Council and/or any Local Authority of any information relating to the development of the Train Service Requirement in accordance with Schedule 1.1 (Service Development).

5. **Publication by Secretary Of State**

Nothing in this Schedule 17 shall be deemed to prohibit, prevent or hinder, or render the Secretary of State liable for, the disclosure of any information by the Secretary of State to the ORR, the Parliamentary Commissioner for Administration, a Minister of the Crown, any department of the government of the United Kingdom, the Scottish Parliament, the National Assembly of Wales, the Mayor of London, the Greater London Authority or any department or officer of any of them or of information which is otherwise disclosed for the purpose of facilitating the carrying out of his functions.

6. **Provision of Information to the ORR**

The Franchisee hereby authorises the Secretary of State to provide to the ORR, to the extent so requested by the ORR, such information as may be provided to the Secretary of State in relation to the Franchisee under the Franchise Agreement.

7. **Disclosure by Comptroller and Auditor General**

The parties recognise that the Comptroller and Auditor General may, in pursuance of his functions under the Exchequer and Audit Department Act 1921, the National Audit Act 1983 and the Government Resources and Accounts Act 2000, disclose information which he has obtained pursuant to those Acts and

which a party to the Franchise Agreement would not be able to disclose otherwise than under this Schedule 17.

8. Continuing Obligation

This Schedule 17 (and any other provisions necessary to give effect hereto) shall survive the termination of the Franchise Agreement, irrespective of the reason for termination.

9. Freedom of Information - General Provisions

9.1 The Franchisee acknowledges and shall procure that its agents and subcontractors acknowledge that the Secretary of State is subject to the requirements of the Freedom of Information Act and the Environmental Information Regulations and accordingly the Franchisee shall and shall procure that its agents and subcontractors shall assist and co-operate with the Secretary of State to enable the Secretary of State to comply with his information disclosure obligations under the Freedom of Information Act and/or the Environmental Information Regulations.

9.2 The Franchisee shall and shall procure that its agents and subcontractors shall:

- (a) transfer to the Secretary of State any Requests for Information received by the Franchisee (or its agents or subcontractors) as soon as practicable and in any event within two working days of receiving any such Request for Information;
- (b) provide the Secretary of State with a copy of all information in its (or their) possession or power in the form that the Secretary of State requires within five working days of the Secretary of State's request (or within such other period as he may specify); and
- (c) provide all necessary assistance as reasonably requested by the Secretary of State to enable him to respond to any Request for Information within the time for compliance set out in section 10 of the Freedom of Information Act or regulation 5 of the Environmental Information Regulations as applicable.

9.3 The Secretary of State shall be responsible for determining in his absolute discretion, and notwithstanding any other provision in the Franchise Agreement or any other agreement, whether Confidential Information (as such term is defined in paragraph 1 of this Schedule 17) and/or any other information is exempt from disclosure in accordance with the provisions of the Freedom of Information Act and/or the Environmental Information Regulations.

9.4 The Franchisee shall not and shall procure that its agents and subcontractors shall not respond directly to any Request for Information unless expressly authorised to do so by the Secretary of State.

9.5 The Franchisee acknowledges and shall procure that its agents and subcontractors acknowledge that notwithstanding any provision to the contrary in the Franchise Agreement the Secretary of State may be obliged under the Freedom of Information Act and/or the Environmental Information Regulations and any related Code of Practice or other guidance to disclose information concerning the Franchisee and/or its agents and subcontractors:

- (a) in certain circumstances without consulting the Franchisee (or its agents and/or subcontractors where applicable); or
- (b) following consultation with the Franchisee and having taken its views into account (and the views of its agents and/or subcontractors where applicable),

provided always that where applicable the Secretary of State shall in accordance with the provisions of the Freedom of Information Act and/or the Environmental Information Regulations take reasonable steps where appropriate to give the Franchisee advance notice or failing that to draw the disclosure to the Franchisee's attention after any such disclosure.

SCHEDULE 18

Additional Reporting Periods

1. Additional 7 Reporting Periods

- 1.1 Subject to paragraph 1.2, the Franchise Agreement shall expire at 0159 on 23 July 2028.
- 1.2 If the Secretary of State gives notice to the Franchisee not less than three months before the date on which the Franchise Agreement is due to expire in accordance with Paragraph 1.1, the Franchise Agreement shall continue after such date on the terms set out in the Franchise Agreement for not less than one and not more than seven (7) Reporting Periods, as the Secretary of State may stipulate.

Key Contracts

- 1.3 The Franchisee shall enter into any and all Key Contracts which are necessary for the Franchise Agreement to continue in accordance with Paragraph 1.2 of this Schedule 18.

SCHEDULE 19

Other Provisions

1. **Variations to the Franchise Agreement and incentivising beneficial Changes**

1.1 The terms of the Franchise Agreement may be varied as follows but not otherwise:

(a) by the Secretary of State as contemplated (where relevant) in the Invitation to Tender, in relation to:

(i) any aspect of the Franchise Services; and/or

(ii) any provision of the Franchise Agreement other than those provisions specified in paragraph 1.2,

by service of a notice on the Franchisee referring to this paragraph 1.1(a) and setting out the variation to the terms of the Franchise Agreement; and

(b) in relation to any other provision of the Franchise Agreement, by agreement in writing between the parties to that effect,

(each a "**Variation**").

1.2 Without prejudice to the Secretary of State's rights under paragraph 1.1(a), the terms of each of:

(a) clause 4 (Term) of this Agreement;

(b) Schedules 8 (Payments), 9 (Changes), 10 (Remedies and Termination), 12 (Financial Obligations and Covenants), 14 (Preservation of Assets), 18 (Additional Reporting Periods) and this Schedule 19; and

(c) the definitions set out at clause 2 (Definitions) of this Agreement insofar as such affect the respective rights and obligations of the Secretary of State and the Franchisee pursuant to the provisions referred to at (a) and (b) above,

shall not be varied at any time other than in accordance with the terms of the Franchise Agreement or with the agreement of the parties.

1.3 The Secretary of State shall, to the extent reasonably practicable, allow the Franchisee a reasonable opportunity to make representations to the Secretary of State concerning any Variation to be made in accordance with paragraph 1.1(a), prior to making any such Variation.

1.4 The Secretary of State may:

(a) issue, revise and withdraw from time to time procedures that he requires to be followed for the purposes of orderly consideration of Variations. This will include for the purpose of establishing in relation to any Change whether it is a Qualifying Change; and

- (b) require the Franchisee to provide any information that the Secretary of State reasonably requires for this purpose (including in relation to prospective change to profit, costs and revenue as a consequence of proceeding with the Variation).
- 1.5 Procedures issued pursuant to paragraph 1.4 may provide for indicative iterations of Runs of the Change Model in relation to one or more Changes that the Secretary of State is considering and may also provide for any number of Changes to be grouped together as a single Change for the purposes of agreeing or determining Baseline Inputs and Change Inputs and then performing a Run of the Change Model.
- 1.6 Procedures issued pursuant to paragraph 1.4 shall have contractual effect between the parties in accordance with their terms.
- 1.7 The Franchisee may notify the Secretary of State of any proposal for a Variation by notice setting out the proposed method of implementing such Variation including:
- (a) the timescale for doing so;
 - (b) the effect (if any) on the timing of the performance of its other obligations under the Franchise Agreement;
 - (c) the impact of effecting the proposed Variation on the provision of the Franchise Services and the Franchisee's proposals as to how to minimise such impact; and
 - (d) the financial consequences of implementing the Variation proposed by the Franchisee in terms of the Baseline Inputs and Change Inputs that the Franchisee considers the Variation would require.
- 1.8 The Secretary of State shall be under no obligation to consider a Variation proposed by the Franchisee but if he wishes to do so, he shall do so pursuant to paragraph 1.1 of this Schedule 19.
- 1.9 Where the Franchisee proposes a Variation in sufficient detail for it to be apparent that its implementation is likely to result in an increase in the overall profitability of the Franchisee through costs saving measures (a "**Protected Proposal**"), the Secretary of State may not proceed with the Protected Proposal or seek to implement the substance of it by proposing a Variation of his own without complying with the provisions of:-
- (a) where Part A of Schedule 9.1 (Financial and Other Consequences of Change) applies, paragraph 5.3 of Appendix 2 to Schedule 9.1; and
 - (b) where Part B of Schedule 9.1 (Financial and Other Consequences of Change) applies, paragraph 3 of Appendix 3 (Agreement or Determination of Change Adjustment relating to Profit) to Schedule 9.1 (Financial and Other Consequences of Change).
- 1.10
- (a) The Franchisee and the Secretary of State acknowledge that the Franchisee may during the Franchise Term identify actions that could be taken by the Franchisee to achieve savings and improved financial performance and that such actions may if implemented give rise to a

Change under the terms of this Agreement which, if it is a Qualifying Change, will give a financial benefit to the Secretary of State. It is further acknowledged that it is appropriate for the Franchisee to seek to identify such actions for the purposes of improving the cost effective delivery of railway passenger services.

- (b) To incentivise the Franchisee to seek to identify such actions it is agreed that the Franchisee may approach the Secretary of State with a proposal to take an action that would constitute a Change on the basis that if such a Change occurred and was a Qualifying Change in agreeing or determining Change Adjustments the parties or the Secretary of State would effect such change (if any) to the amount attributable to profit as they agree or the Secretary of State reasonably determines:
 - (i) fairly rewards the Franchisee for proposing the Change; and
 - (ii) reasonably incentivises the Franchisee to propose further Changes that achieve savings and/or improved financial performance by sharing with the Franchisee a reasonable amount of the additional profit that is expected to arise from implementing the relevant Change.
- (c) The Secretary of State shall have an unfettered discretion as to whether or not to agree such a proposal but if he does so agree and a Qualifying Change in consequence occurs then in agreeing or determining Change Adjustments the provisions referred to in sub paragraph (b) above shall apply.

2. Capital Expenditure

Capital Expenditure Threshold

- 2.1 The Franchisee shall notify the Secretary of State promptly if it reasonably expects that a Change to which paragraph 1 relates would require it to incur, singly or in aggregate with other Changes from time to time, Capital Expenditure in excess of one per cent of its annual Turnover as disclosed by its latest available Annual Audited Accounts and, when so notified, the Secretary of State shall either:
 - (a) withdraw the Change;
 - (b) undertake to meet the excess through additional funding as and when such Capital Expenditure is incurred; or
 - (c) direct the Franchisee to use all reasonable endeavours to borrow or otherwise raise the money required to fund any Change on commercial terms and at rates which are consistent with market conditions at the time, unless borrowing or otherwise raising such money would result in the Franchisee failing to comply with the financial covenants contained in Schedule 12 (Financial Obligations and Covenants).

Franchisee to Seek Finance

- 2.2 If the Secretary of State elects to require the Franchisee to use all reasonable endeavours as described in paragraph 2.1(c) then the Franchisee shall:

- (a) seek finance from a representative range of lending institutions and other financial institutions including those which at that time provide finance to the Franchisee and the Parent;
- (b) if it is unable to raise funding, provide the Secretary of State with all information the Secretary of State may reasonably require in relation to the efforts made by the Franchisee and the reasons for a failure to raise additional finance;
- (c) so far as it is able (having used all reasonable efforts to do so), the Franchisee shall provide to the Secretary of State letters from lenders and financiers it has approached for finance stating their reasons for refusing to provide it and if the Secretary of State so requires, arrange and attend meetings with them for the Secretary of State to discuss those reasons; and
- (d) if funding is not available, or is not available on terms that the Secretary of State considers to be commercial terms or at rates which are consistent with market conditions at that time the Secretary of State may:
 - (i) withdraw the Change; or
 - (ii) undertake to fund the Capital Expenditure as and when such Capital Expenditure is incurred.

Treatment of Borrowings in Change Inputs

- 2.3 In calculating the Change Inputs for the purposes of any Change referred to in this paragraph 2, the Franchisee shall account for the Capital Expenditure in accordance with GAAP, taking into account the basis on which such Capital Expenditure has been financed.

Meaning of Capital Expenditure

- 2.4 The expression Capital Expenditure when used in this Schedule 19 refers to the nature of the expenditure incurred by the Franchisee and, accordingly, does not include expenditure incurred under operating leases.

3. Rights Cumulative

The rights of the Secretary of State under the Franchise Agreement are cumulative, may be exercised as often as he considers appropriate and are in addition to his rights under the general Law. The exercise of such rights shall not limit the Secretary of State's right to make payment adjustments, claim damages in respect of contraventions of the Franchise Agreement or pursue any available remedies under general Law.

4. Disputes

Disputes under the Franchise Agreement

- 4.1 Wherever the Franchise Agreement provides that the Secretary of State may reasonably determine any matter, the Franchisee may, unless the Franchise Agreement expressly provides otherwise, dispute whether a determination made by the Secretary of State is reasonable, but the Secretary of State's

determination shall prevail unless and until it is agreed or found to have been unreasonable.

- 4.2 Where either party is entitled, pursuant to the terms of the Franchise Agreement, to refer a dispute arising out of or in connection with the Franchise Agreement for resolution or determination in accordance with the Dispute Resolution Rules, then such dispute shall, unless the parties otherwise agree and subject to any duty of the Secretary of State under Section 55 of the Act, be resolved or determined by arbitration pursuant to the Dispute Resolution Rules.
- 4.3 Where, in the absence of an express provision in the Franchise Agreement entitling it to do so, either party wishes to refer a dispute arising out of or in connection with the Franchise Agreement to arbitration pursuant to the Dispute Resolution Rules, the following process shall apply:
- (a) the party seeking to refer to arbitration shall serve a written notice upon the other party stating (i) the nature and circumstances of the dispute, (ii) the relief sought including, to the extent possible, an indication of any amount(s) claimed, and (iii) why it is considered that the dispute should be resolved by way of arbitration rather than litigation;
 - (b) the other party shall respond within 20 working days of service of the notice confirming whether or not referral of the dispute to arbitration is agreed. In the absence of any response, the referral to arbitration shall be deemed not to have been agreed;
 - (c) in the event that the parties agree to refer the dispute to arbitration then it shall be resolved or determined in accordance with the Dispute Resolution Rules;
 - (d) in the event that the parties do not agree to refer to arbitration then it shall be resolved or determined in accordance with Clause 8 of this Agreement; and
 - (e) nothing in this paragraph 4.3 shall preclude either party from commencing, continuing or otherwise taking any step by way of litigation in pursuit of the resolution or determination of the dispute unless an agreement is reached to refer the dispute to arbitration.
- 4.4 The arbitrator in any dispute referred for resolution or determination under the Dispute Resolution Rules shall be a suitably qualified person chosen by agreement between the parties or, in default of agreement, chosen by the Disputes Secretary from a panel of persons agreed from time to time for such purposes between the Secretary of State and the Franchisee or, in default of agreement as to the arbitrator or as to such panel, selected on the application of any party by the President of the Law Society or the President of the Institute of Chartered Accountants in England and Wales from time to time (or such other person to whom they may delegate such selection).

Disputes under Other Agreements

- 4.5 The Franchisee shall notify the Secretary of State of any disputes to which it is a party under any Inter-Operator Scheme, Access Agreement, Property Lease or Rolling Stock Related Contract, or under any other agreement in circumstances where the relevant dispute could have an adverse effect on the Franchisee's ability to comply with its obligations under the Franchise Agreement or on the provision of the Franchise Services and which have been submitted for resolution

either to the courts or to any other procedure for dispute resolution provided for under such agreements.

4.6 Such notification shall be made both:

- (a) at the time of such submission (and such notification shall include reasonable details of the nature of the dispute); and
- (b) at the time of the resolution of the dispute (whether or not subject to appeal) (and such notification shall include reasonable details of the result of the dispute, any associated award and whether it is subject to appeal).

4.7 The Franchisee shall provide such further details of any dispute referred to in paragraph 4.4 as the Secretary of State may reasonably request from time to time.

5. Notices

Notices

5.1

- (a) Any notice, notification or other communication under or in connection with the matters specified in Schedule 10.2 (Termination and Expiry) or any dispute under or in connection with the Franchise Agreement shall be in writing and shall be delivered by hand or recorded delivery or sent by pre-paid first class post to the relevant party at the address for service set out below, or to such other address in the United Kingdom as each party may specify by notice in writing to the other party:

Name: The Department for Transport

Address: 33 Horseferry Road, London SW1P 4DR

Facsimile: 020 7944 2177

E-mail: franchise.notices@dft.gsi.gov.uk

Attention: Director, Rail Commercial Contracts

Name: [Franchisee]

Address: []

Facsimile: []

E-mail: []

Attention: Managing Director

- (b) Any other notice, notification or other communication under or in connection with the Franchise Agreement shall be in writing and shall be delivered:

(i) in accordance with paragraph 5.1(a);

(ii) by facsimile; or

(iii) by electronic data transfer,

except that it shall be marked for the attention of the Contract Manager or the Franchise Manager.

Deemed Receipt

5.2 Any such notice or other communication shall be deemed to have been received by the party to whom it is addressed as follows:

- (a) if sent by hand or recorded delivery, when delivered;
- (b) if sent by pre-paid first class post, from and to any place within the United Kingdom, three business days after posting unless otherwise proven;
- (c) if sent by facsimile, upon sending, subject to confirmation of completed transmission to the intended recipient; and
- (d) if sent by electronic data transfer, upon sending, subject to receipt by the sender of a "delivered" confirmation (provided that the sender shall not be required to produce a "read" confirmation).

6. Assignment

The Franchisee shall not without the prior written consent of the Secretary of State assign, hold in trust for any other person, or grant a Security Interest in or over, the Franchise Agreement or any part hereof or any benefit or interest or right herein or hereunder (other than any right of the Franchisee to receive monies under a Supplemental Agreement).

7. Set Off

7.1 Save as otherwise expressly provided under the Franchise Agreement or required by law, all sums payable under the Franchise Agreement shall be paid in full and without any set-off or any deduction or withholding including on account of any counter-claim.

7.2 Notwithstanding paragraph 7.1 the Secretary of State shall be entitled to set-off against any amounts payable by him under the Franchise Agreement:

- (a) any amount or liability payable or due to him under or in relation to the Franchise Agreement (whether such amount or liability is present, contingent and/or future, liquidated or unliquidated); and
- (b) any monetary penalty payable under the Act.

8. Miscellaneous Provisions

Waivers

8.1

- (a) Either party may at any time waive any obligation of the other party under the Franchise Agreement and the obligations of the parties hereunder shall be construed accordingly.

- (b) No waiver by either party of any default by the other party in the performance of such party's obligations under the Franchise Agreement shall operate or be construed as a waiver of any other or further such default, whether of a like or different character. A failure to exercise or delay in exercising a right or remedy under the Franchise Agreement shall not constitute a waiver of any right or remedy or a waiver of any other rights or remedies and no single or partial exercise of any right or remedy under the Franchise Agreement shall prevent any further exercise of such right or remedy or the exercise of any other right or remedy.

Time Limits

- 8.2 Where in the Franchise Agreement any obligation of a party is required to be performed within a specified time limit (including an obligation to use all reasonable endeavours or best endeavours to secure a particular result within such time limit) that obligation shall be deemed to continue after the expiry of such time limit if such party fails to comply with that obligation (or secure such result, as appropriate) within such time limit.

Partial Invalidity

- 8.3 If any provision in the Franchise Agreement is held to be void, illegal, invalid or unenforceable, in whole or in part, under any enactment or rule of Law, such provision or part shall to that extent be deemed not to form part of the Franchise Agreement but the legality, validity and enforceability of the remainder of the Franchise Agreement shall not be affected.

Further Assurance

- 8.4 Each party agrees to execute and deliver all such further instruments and do and perform all such further acts and things as shall be necessary or expedient for the carrying out of the provisions of the Franchise Agreement.

Rights of Third Parties

8.5

- (a) A person who is not a party to the Franchise Agreement shall have no right under the Contracts (Rights of Third Parties) Act 1999 to enforce any term of the Franchise Agreement except to the extent set out in this paragraph 8.5.
- (b) Any Successor Operator or potential Successor Operator nominated by the Secretary of State and notified to the Franchisee for the purposes of this paragraph 8.5 may enforce and rely on the provisions of Schedule 15 (Obligations Associated with Termination) to the same extent as if it were a party but subject to paragraphs 8.5(c) and (d).
- (c) The Franchise Agreement may be terminated, and any term may be amended or waived, in each case in accordance with the terms of the Franchise Agreement, without the consent of any person nominated under paragraph 8.5(b).
- (d) The person nominated under paragraph 8.5(b) shall only be entitled to enforce and rely on Schedule 15 (Obligations Associated with Termination) to the extent determined by the Secretary of State (whether at the time of nomination or at any other time) and, to the extent that

any such person is entitled to enforce and rely on Schedule 15 (Obligations Associated with Termination), any legal proceedings in relation thereto must be commenced within one year of the expiry of the Franchise Period and any such person shall not be entitled to enforce or rely on Schedule 15 (Obligations Associated with Termination) to the extent that it has consented to any particular act or omission of the Franchisee which may constitute a contravention of Schedule 15 (Obligations Associated with Termination) or has been afforded a reasonable opportunity to indicate to the Franchisee that it is not so consenting and has not so indicated (the extent of such reasonable opportunity to be determined by the Secretary of State unless otherwise agreed).

Secretary of State's Consent or Approval

8.6 Where any provision of the Franchise Agreement provides for any matter to be subject to the consent or approval of the Secretary of State, then (subject only to the express terms of that provision as to the basis on which that consent or approval may be given or withheld) the Secretary of State shall be entitled to give that consent or approval subject to any condition or conditions as he considers appropriate, which may include the adjustment of any of the terms of the Franchise Agreement.

9. Enforcement Costs

The Franchisee shall compensate the Secretary of State for all reasonable costs incurred by the Secretary of State as a result of the Franchisee failing to perform its obligations under the Franchise Agreement in accordance with their terms in the exercise of the Secretary of State's rights under Schedule 10 (Remedies, Termination and Expiry).

10. Currency

If at any time the Bank of England or other competent monetary authority of the United Kingdom or competent organ of H. M. Government of the United Kingdom recognises the Euro as lawful currency and tender of the United Kingdom, the Secretary of State may, by reasonable notice to the Franchisee and the Franchisee may by reasonable notice to the Secretary of State, elect that all payment obligations arising under the Franchise Agreement shall be denominated and/or constituted in Euros on the basis that all outstanding amounts and obligations previously denominated and/or constituted in pounds sterling shall be translated into Euros at the exchange rate applied or recognised by the United Kingdom authority or organ which granted recognition of the Euro for the purpose of such translation on the date on which it granted recognition of the Euro.

11. Arm's Length Dealings

The Franchisee shall ensure that every contract or other arrangement or transaction to which it may become party in connection with the Franchise Agreement with any person is on bona fide arm's length terms.