

Dated

[INSERT DATE¹]

- (1) The Secretary of State for Transport
- (2) [INSERT NAME OF FRANCHISEE²]

CONDITIONS PRECEDENT AGREEMENT relating to
EAST MIDLANDS FRANCHISE

Note to Bidders: This document will be subject to further development and change by the Department. This document is being sent to invite comments before the tender documentation is finalised and issued. It does not necessarily represent the Department’s final requirements for a particular franchise and has not been approved by Ministers. Consequently statements in this document should not be relied upon and the Department reserves its right absolutely to amend and supplement this draft.

1 **Note to Bidders:** DfT to populate before contract signature.
2 **Note to Bidders:** Bidders to populate the name of the Franchisee.

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THIS AGREEMENT is dated **[INSERT DATE]**³

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) **[INSERT NAME OF FRANCHISEE]** (Company number **[INSERT REGISTERED NUMBER]**), whose registered office is at **[INSERT ADDRESS]** (the **"Franchisee"**).⁴

WHEREAS

- (A) The Secretary of State and the Franchisee have on the same date as this Agreement entered into a franchise agreement relating to the East Midlands rail franchise (the **"Franchise Agreement"**) which sets out the terms on which the Franchisee will provide the Franchise Services.
- (B) The parties wish to record in this Agreement certain conditions to be satisfied prior to the issue of the Certificate of Commencement.
- (C) The Franchisee wishes to make certain representations and warranties to the Secretary of State.

1. INTERPRETATION AND DEFINITIONS

- 1.1 This Agreement and the Franchise Agreement together constitute a single agreement, which is a **"franchise agreement"** for the purposes of the Act.
- 1.2 This Agreement shall be interpreted in accordance with the Franchise Agreement and terms defined therein shall have the same meanings where used in this Agreement, unless this Agreement expressly provides to the contrary.
- 1.3 References in this Agreement to the Franchisee satisfying any condition precedent shall, where appropriate, be read as including a reference to the Franchisee procuring satisfaction of that condition precedent.
- 1.4 If there is any conflict between the terms of this Agreement and the Franchise Agreement, the terms of this Agreement shall prevail.
- 1.5 For the purposes of this Agreement, except to the extent the context otherwise requires, the following words and expressions have the following meanings:

"British Railways Superannuation Fund" has the meaning given to it in the Railways Pension Scheme;

"BR (1974) Pension Fund" has the meaning given to it in the Railways Pension Scheme;

³ **Note to Bidders:** DfT will populate.

⁴ **Note to Bidders:** DfT will populate.

“CMA”	has the meaning given to it in Clause 5.2 (b) of this Agreement;
“Commitment”	has the meaning given to it in Clause 5.1 (a) of this Agreement;
“Competition Authority”	has the meaning given to it in Clause 5.2 of this Agreement;
“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;
“EU Merger Regulation”	has the meaning given to it in Clause 5.2 (a) of this Agreement;
“Franchise Letting Process Agreement”	means the agreement so entitled dated [INSERT DATE] ⁵ 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;
“Intervention”	has the meaning given to it in Clause 5.1 (b) of this Agreement;
“Mobilisation Plan”	has the meaning given to it in Clause 8.1 of this Agreement;
“Rail Franchise”	has the meaning given to it in Clause 5.1 (c) of this Agreement;
“Review Date”	means: (a) 5 July 2019; 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 this Agreement;
“Start Date Transfer Scheme”	has the meaning given to it in Clause 7.1 of this Agreement; and
“Transaction”	has the meaning given to it in Clause 5.1 (d) of this Agreement.

5 **Note to Bidders:** DfT will populate before the signature date of the Franchise Agreement.

2. REPRESENTATIONS AND WARRANTIES

2.1 The Franchisee represents and warrants to the Secretary of State, subject only to any matter fully and fairly disclosed to him in writing (and accepted by him):

- (a) that it has not acted in breach of any of the terms of the Franchise Letting Process Agreement; and
- (b) that all of the information, representations and other matters of fact communicated in writing to the Secretary of State and/or his advisers by the Franchisee, its officers, employees or agents in connection with or arising out of the Franchisee's proposal to secure the provision and operation of the Franchise Services were at the dates submitted to the Secretary of State or such advisers and remain as at the Start Date, in all material respects, true, accurate and not misleading.

2.2 The Franchisee further undertakes to the Secretary of State, subject to Clause 2.3 of this Agreement, that:

- (a) the representations and warranties contained in Clause 2.1 will be in all material respects, as at the Start Date, true, accurate and not misleading as if they had been given on the Start Date with reference to the facts and circumstances then subsisting; and
- (b) if after the signing of the Franchise Agreement and before the Start Date any event shall occur or matter arise which results or may result in any of the representations and warranties in Clause 2.1 being unfulfilled, untrue, misleading or incorrect in any material respect at the Start Date, the Franchisee shall immediately notify the Secretary of State in writing thereof and the Franchisee shall provide such information concerning the event or matter as he may require.

2.3 No right to damages or compensation shall arise in favour of the Secretary of State under Clause 2.2 in consequence only of an event occurring or matter arising after the signing of the Franchise Agreement but before:

- (a) the Start Date; or
- (b) if the Secretary of State gives notice terminating the Franchise Agreement in accordance with Clause 4.2(b), Clause 4.3(b) or Clause 5.5, the effective date of termination specified in such notice,

which constitutes a breach or non-fulfilment of any of the representations and warranties in Clause 2.1 (whether or not the Franchise Agreement is terminated in consequence thereof) if:

- (i) the event or matter could not reasonably have been avoided or prevented by the Franchisee; and
- (ii) the event or matter was duly notified to the Secretary of State in accordance with Clause 2.2(b).

3. SATISFACTION OF CONDITIONS PRECEDENT

- 3.1 On or prior to the Start Date, the Franchisee shall satisfy the conditions precedent set out in the Appendix (Conditions Precedent) to this Agreement.
- 3.2 The Secretary of State may in accordance with clause 14.1 (*Waivers*) of the Franchise Agreement waive the requirement to satisfy any condition precedent prior to the Start Date, attaching such conditions as he considers appropriate. If the Secretary of State so waives the requirement to satisfy any condition precedent, the Franchisee shall satisfy such condition precedent, together with any conditions attaching to such waiver, as soon as reasonably practicable thereafter, or on or prior to such other later time as the Secretary of State may stipulate.
- 3.3 Where agreements or deeds are required to be entered into or executed and delivered or any steps required to be taken under Clause 3.1 by the Franchisee, the Parent, the Guarantor(s) or the Bond Provider(s) (as the case may be), the Secretary of State may require, as an additional condition precedent, further documentation (including legal opinions) or evidence of the power and authorisation of the relevant person to enter into, execute or deliver any such agreement or deed or take any such steps, and the Franchisee shall promptly supply such additional evidence.
- 3.4 Where the Franchisee is required to enter into any agreement in satisfaction of the conditions precedent set out in the Appendix (Conditions Precedent) to this Agreement and such agreement contains a condition precedent requiring the Franchise Agreement to be unconditional, provided the Franchisee has satisfied all the other conditions precedent set out in such agreement, the requirement to enter into such agreement will be deemed to be satisfied.
- 3.5 If the Secretary of State is satisfied that each of the conditions precedent in this Agreement has been satisfied (except to the extent waived by him, but subject to such conditions as he shall impose in respect of any such waiver) he shall promptly issue to the Franchisee a Certificate of Commencement, which shall confirm the Start Date.

4. REVIEW DATE

- 4.1 On or prior to the Review Date, the Franchisee shall demonstrate to the Secretary of State (in a manner satisfactory to him in form and substance) that the conditions precedent are likely to be fully satisfied by the Start Date.
- 4.2 If the Secretary of State is not so satisfied at the Review Date, he may promptly afterwards by service of a notice on the Franchisee:
- (a) waive any relevant condition precedent pursuant to Clause 3.2 or set, by specifying in that notice either:
 - (i) a new Review Date;
 - (ii) a new Review Date and a new Start Date, provided that any such new Review Date shall be no more than one calendar month prior to such new Start Date; or
 - (iii) a new Start Date; or

- (b) terminate the Franchise Agreement on the Start Date or such earlier date as the Secretary of State may specify in that notice.
- 4.3 If the Franchisee has not satisfied the conditions precedent or they have not been waived by the Secretary of State by the Start Date, the Secretary of State may promptly by service of a notice on the Franchisee either:
- (a) set, by specifying in that notice, either:
- (i) a new Start Date; or
- (ii) a new Review Date and a new Start Date, provided that any such new Review Date shall be no more than one calendar month prior to such new Start Date; or
- (b) terminate the Franchise Agreement with effect from the Start Date, or such later date as the Secretary of State may specify in such notice, which shall be no later than fourteen (14) days after that Start Date.
- 4.4 On service of a notice by the Secretary of State pursuant to Clause 4.2(b) or Clause 4.3(b), the Franchise Agreement shall terminate on the date specified in that notice.
- 4.5 **NOT USED.**
5. **COMPETITION**
- 5.1 For the purposes of this Clause 5:
- (a) **“Commitment”** means:
- (i) where the Transaction is within the jurisdiction of the CMA, undertakings in lieu of reference for a second phase investigation offered by any of the Parent, the Franchisee or any Affiliate that the CMA is able to accept pursuant to Section 73(2) Enterprise Act 2002 in relation to the Transaction; or
- (ii) where the Transaction is notified to the European Commission under Council Regulation (EC) 139/2004 concerning the control of concentrations between undertakings as amended from time to time the giving by any of the Parent, the Franchisee or any Affiliate to the European Commission of commitments to enable the European Commission to conclude that the concentration arising out of the Transaction would not impede effective competition in the common market or a substantial part of it and declare it compatible with the common market pursuant to Article 6(1)(b) EU Merger Regulation;
- (b) **“Intervention”** means a determination following the completion of a second phase investigation that the merger resulting from the award of the Franchise to the Franchisee (i) in the case of the CMA has resulted or may be expected to result in a substantial lessening of competition in the UK market or (ii) in the case of the European Commission would significantly impede effective competition in the internal market and that in either case specified actions are required to be taken for the purposes of remedying those anticipated competition issues;

- (c) **"Rail Franchise"** means any passenger rail franchise awarded pursuant to the Act in respect of which a franchisee or its wholly owned subsidiary provides franchised services; and
- (d) **"Transaction"** means the entry into the Franchise Agreement by the Secretary of State and the Franchisee.

5.2 In so far as the Transaction is:

- (a) notified to the European Commission under Council Regulation (EC) 139/2004 concerning the control of concentrations between undertakings as amended from time to time (the **"EU Merger Regulation"**); or
- (b) within the jurisdiction of the Competition and Markets Authority (**"CMA"**) in the United Kingdom (including as a result of a referral under Article 4(4) or Article 9 of the EU Merger Regulation),

(the European Commission and the CMA in this context each being a **"Competition Authority"**) the Franchisee shall use all reasonable endeavours expeditiously to progress the consideration of the Transaction by the relevant Competition Authority.

5.3 Without prejudice to the generality of Clause 5.2, the Franchisee shall:

- (a) make or cause to be made any applications, notifications or filings to any relevant Competition Authority promptly; and
- (b) respond in a timely manner to all requests for information and/or documents made by the Competition Authority, respond to any issues letter, issues statement or statement of objections, provide comments on any working papers on which the Competition Authority invites comments, attend any meeting (including issues meetings, state of play meetings or hearings) respond to any provisional findings and notice of possible remedies, respond to any provisional decision on remedies and attend any remedies hearing.

5.4 The Franchisee shall report to the Secretary of State on at least a weekly basis or as frequently as the Secretary of State shall require on the progress of the consideration of the Transaction by the Competition Authority and immediately concerning any material developments in the case. The Franchisee shall promptly provide to the Secretary of State copies of all material communications with the Competition Authority, including but not limited to requests for information and/or documents made by the Competition Authority, submissions and responses with supporting evidence, as well as hearing transcripts (provided always that the Franchisee may redact from such copies information which is confidential to the Franchisee and which may if disclosed to the Secretary of State prejudicially affect the Franchisee's legitimate business interests).

5.5 Notwithstanding that the Franchisee may have satisfied the conditions precedent set out in the Appendix (Conditions Precedent) to this Agreement, if at any time before the Start Date the Secretary of State (acting reasonably) considers:

- (a) that it is likely that the Transaction will be referred or proceedings initiated for a second phase investigation either by the CMA (under section 22, section 33, section 45 or section 62 of the Enterprise Act

2002) or by the European Commission (under Article 6(1) (c) of the EU Merger Regulation); and/or

- (b) the impact of any Intervention by the CMA or European Commission or any Commitment will prejudice the ability of:
 - (i) the Franchisee to commence operation of the Franchise on the Scheduled Start Date;
 - (ii) the Franchisee otherwise to operate the Franchise in accordance with the Franchise Agreement;
 - (iii) any Affiliate of the Franchisee to continue to operate any other Rail Franchise of which it is the franchisee,

the Secretary of State shall have the right on giving written notice to the Franchisee to:

- (A) terminate the Franchise Agreement immediately; or
- (B) specify a new Start Date by which the Secretary of State's concerns in this Clause 5.5 are required to be satisfied, but if the Secretary of State's concerns are not satisfied by such date, the Secretary of State shall have the right on giving written notice to the Franchisee to terminate the Franchise Agreement immediately.

6. CONSEQUENCES OF TERMINATION

6.1 On any termination of the Franchise Agreement pursuant to Clause 4.2(b), Clause 4.3(b) or Clause 5.5, neither party shall have any liability to the other party, save in respect of:

- (a) their respective obligations as to confidentiality under Schedule 17 (Confidentiality and Freedom of Information) of the Franchise Agreement;
- (b) any other obligations which either expressly or by their nature survive the termination of the Franchise Agreement; and
- (c) any breach of their respective obligations hereunder or under the Franchise Agreement arising in respect of the period prior to (and including) the date of termination of the Franchise Agreement.

7. START DATE TRANSFER SCHEME

7.1 Subject to Clause 7.2, the Secretary of State will utilise his powers under Section 12 and Schedule 2 of the Railways Act 2005 to make one or more transfer schemes (each a "**Start Date Transfer Scheme**") to take effect on the same day so as to transfer to the Franchisee the following franchise assets of a Train Operator under a Previous Franchise Agreement, being the Train Operator's property, rights and liability in respect of the following:

- (a) Staff Messaging App for use on smart phones by customer facing Franchise Employees (as such term is defined in the Previous Franchise Agreement) as more particularly described in paragraph 2.4 of Appendix 2 to Schedule 7.2 of the Previous Franchise Agreement;

- (b) Software package as more particularly described in paragraph 4.2 of Part 1 of Schedule 6.1 of the Previous Franchise Agreement;
 - (c) [INSERT DETAILS⁶].
- 7.2 The Secretary of State's obligation to make any Start Date Transfer Scheme will be subject to the Secretary of State being satisfied that:
- (a) all the conditions precedent set out in the Appendix (Conditions Precedent) to this Agreement will be satisfied (or waived) on or before the Start Date;
 - (b) neither of the concerns in Clause 5.5(a) or Clause 5.5(b) exist on or prior to the Start Date.
- 7.3 The Secretary of State agrees to act reasonably in response to any request that is made by the Franchisee in accordance with Clause 7.4 to transfer to it under any Start Date Transfer Scheme any further assets and/or liabilities of a Train Operator under a Previous Franchise Agreement which are required by the Franchisee to perform its obligations under the Franchise Agreement and cannot conveniently be transferred to it by other means.
- 7.4 Any request made pursuant to Clause 7.3 shall be made in writing, submitted to the Secretary of State on or prior to the date falling ten (10) Weekdays prior to the Start Date or such lesser time period as the parties may agree between them, and specify in reasonable detail:
- (a) the assets and/or liabilities to be transferred; and
 - (b) the terms agreed as to the proposed transfer with any party affected by the proposed transfer.
- 7.5 Without limiting any other obligation it may have, the Franchisee agrees to enter into the Supplemental Agreement (as defined under the Previous Franchise Agreement) with the Train Operator under the Previous Franchise Agreement.
- 8. Mobilisation Plan**
- 8.1 Within one (1) week of the date of the Franchise Agreement, the Franchisee shall provide to the Secretary of State for approval (such approval not to be unreasonably withheld or delayed) a written plan which sets out the following:
- (a) the activities the Franchisee shall undertake in order to:
 - (i) ensure the smooth and safe mobilisation of the Franchise Services; and
 - (ii) minimise disruption to the Passenger Services during the transfer of the Franchise;

⁶ **Note to Bidders:** DfT to populate. This will reflect the final list of Primary Franchise Assets.

- (b) the Franchisee's proposed efficient and effective working arrangements with the Train Operator under the Previous Franchise Agreement in respect of the transition of the Franchise;
- (c) the Franchisee's plan (including timetable) for complying with the requirements of this Agreement in particular satisfying the conditions precedent set out in the Appendix (*Conditions Precedent*) to this Agreement,

(“**Mobilisation Plan**”), for the purpose of ensuring that (i) there is no disruption to the Franchise Services consequent upon the transfer of responsibility for delivering them to the Franchisee with effect from the Start Date, and (ii) the Franchisee complies with its obligations pursuant to Clause 3 of this Agreement.

8.2 If the Secretary of State does not approve the Mobilisation Plan, the Secretary of State shall notify the Franchisee and the Franchisee shall:

- (a) make such amendments to it as the Secretary of State shall reasonably direct; and
- (b) provide such additional information as the Secretary of State may reasonably require,

and resubmit the Mobilisation Plan for approval within one (1) week of the Secretary of State notifying the Franchisee under this paragraph.

8.3 Following its approval by the Secretary of State, the Franchisee shall comply with and implement the Mobilisation Plan.

8.4 The Secretary of State's approval of, and the Franchisee's compliance with, the Mobilisation Plan, shall not relieve the Franchisee of its obligations to comply with this Agreement.

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

SEAL REF No.

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)
[INSERT NAME OF FRANCHISEE])
)

Director: _____

Director/Secretary:

APPENDIX

CONDITIONS PRECEDENT⁷

1. LICENCES

1.1 The Secretary of State has received, on or before the Start Date, written notice from the ORR, addressed to the Secretary of State and in a form satisfactory to the Secretary of State, which confirms that:

- (a) the Franchisee has been granted or will be granted the following Licences:
 - (i) a Licence to operate passenger trains; and
 - (ii) a Licence to operate stations; and
 - (iii) a Licence to operate light maintenance depots; and
- (b) those Licences will take effect no later than the Start Date; and
- (c) the ORR is not aware of any reason why any of those Licences should be revoked.

1.2 The Secretary of State shall, in addition, where those Licences are not in existence at the date of signature of the Franchise Agreement, have received evidence on or before the Start Date in form and substance satisfactory to him, that:

- (a) none of those Licences are subject to any conditions which, if they had been known to the Secretary of State before the signature of the Franchise Agreement, would, in his reasonable opinion, have resulted in the Secretary of State not entering into the Franchise Agreement, or entering into the Franchise Agreement on materially different terms; and
- (b) any conditions imposed by the ORR on any of those Licences are reasonably likely to be satisfied.

2. SAFETY CERTIFICATE

2.1 The Secretary of State has received, on or before the Start Date, written notice from the ORR, addressed to the Secretary of State and in a form satisfactory to the Secretary of State, which confirms that:

- (a) the Franchisee's Safety Certificate has been issued;
- (b) the ORR has not directed any review of or application for an amendment to the Safety Certificate; and
- (c) no such review or application for amendment will be required as a result of the Franchise Agreement having been entered into or the commencement of the Franchise Services.

⁷ **Note to Bidders:** DfT to update and finalise prior to completion of the Franchise Agreement with the winning Bidder.

3. NETWORK AGREEMENTS

3.1 The Secretary of State has received, on or before the Start Date, a certificate signed by the Franchisee:

- (a) identifying separately the network agreements listed in Paragraph 3.2 below that, in each case, enable the Franchisee throughout the Franchise Term (or, where that is not appropriate, for such lesser period as is appropriate) to perform its role and responsibilities under the Franchise Agreement; and
- (b) certifying that the Franchisee is a party or will be a party to each of them with the relevant counterparties on terms that are approved by the Secretary of State.

3.2 The network agreements are:

- (a) the Track Access Agreement;
- (b) the Access Agreements (and, where relevant, the associated Collateral Agreements), in the agreed terms in respect of the Stations and Franchisee Access Stations, Depots and other depots where the Train Fleet is to be maintained during the Franchise Term and Managed Stations;
- (c) Connection Agreements in respect of Depots (if any); and
- (d) leases with Network Rail in respect of Stations, Depots (if any), Managed Station Areas and Shared Facilities with the intent, for the purposes of Section 31 of the Act, that the properties comprised in such leases will be used for or in connection with the provision of the Franchise Services.

4. ROLLING STOCK RELATED CONTRACTS

4.1 Without prejudice to paragraph 2.1 (Rolling Stock Related Contracts and Insurance Arrangements) of Schedule 2.2 (Security of Access Agreements, Rolling Stock Leases, Station and Depot Leases) of the Franchise Agreement the Franchisee will, on or before the Start Date, be a party to the relevant Rolling Stock Related Contracts in respect of:

- (a) all the rolling stock vehicles specified in Table 1 (Original Rolling Stock) of Appendix 1 (The Composition of the Train Fleet) to Schedule 1.6 (The Rolling Stock) to the Franchise Agreement; and
- (b) all the rolling stock vehicles specified in Table 2 (Specified Additional Rolling Stock) of Appendix 1 (The Composition of the Train Fleet) to Schedule 1.6 (The Rolling Stock) to the Franchise Agreement.

5. **OTHER KEY CONTRACTS⁸**

5.1 The Franchisee is at the Start Date a party to the other Key Contracts listed in paragraphs 5 to [15]⁹ of Appendix 1 (List of Key Contracts) to Schedule 14.3 (Key Contracts) of the Franchise Agreement, to the extent that, in the reasonable opinion of the Franchisee, such Key Contracts are required by the Franchisee for the provision of the Franchise Services at the Start Date, in each case on terms approved by the Secretary of State.

6. **DIRECT AGREEMENTS**

6.1 Subject to Paragraph 6.2 below, the counterparty to any contract which will, as at the Start Date, be a Key Contract (including any such contract to which the Franchisee is required under this Agreement to be a party or have vested in it as at the Start Date), has entered into a Direct Agreement with the Secretary of State in respect of such Key Contract on terms acceptable to the Secretary of State.

6.2 No Direct Agreement need be entered into by the counterparty to any Key Contract referred to in Paragraph 6.1 above where:

- (a) such counterparty is a Train Operator; and
- (b) such Train Operator is the provider of the services under such Key Contract which the Secretary of State considers are reasonably necessary for securing the continued provision by a Successor Operator of the Franchise Services or services similar to the Franchise Services.

7. **FINANCIAL COVENANTS**

7.1 Receipt by the Secretary of State of evidence in form and substance satisfactory to him that the Franchisee will comply, on and from the Start Date, with its obligations in respect of the financial covenants set out in paragraph 2 (Financial Ratios) of Schedule 12 (Financial Obligations and Covenants) of the Franchise Agreement.

8. **SEASON TICKET BOND**

8.1 The Secretary of State has received on or before the Start Date, the Season Ticket Bond duly executed and delivered by the relevant Bond Provider.

9. **POWER OF ATTORNEY**

9.1 The Secretary of State has received on or before the Start Date the Power of Attorney duly executed and delivered by the Franchisee.

8 **Note to Bidders:** DfT to populate by reference to the final list of Key Contracts in Appendix 1 (List of Key Contracts) to Schedule 14.3 of the Franchise Agreement with the winning bidder.

9 **Note to Bidders:** DfT to confirm by reference to the final list of Key Contracts in Appendix 1 (List of Key Contracts) to Schedule 14.3 of the Franchise Agreement with the winning bidder.

10. **PENSIONS¹⁰**

11. **CONTINUING REPRESENTATIONS AND WARRANTIES**

11.1 The Secretary of State is satisfied that no event has occurred which has or ought to have been notified to the Secretary of State by the Franchisee under Clause 2.2(b) or 5.4 of this Agreement (including, a change in identity of any one person, or two or more persons acting by agreement, who may Control the Franchisee as at the Start Date, other than as agreed with the Secretary of State prior to the date of the Franchise Agreement) and which, if it had been known to the Secretary of State before the signature of the Franchise Agreement, would, in his reasonable opinion, have resulted in:

- (a) his not entering into the Franchise Agreement with the Franchisee; or
- (b) his entering into a franchise agreement with the Franchisee on materially different terms from the Franchise Agreement.

12. **START DATE TRANSFER SCHEMES**

12.1 The Secretary of State being reasonably satisfied that where, in order to transfer any agreement under any Start Date Transfer Scheme, a waiver is required from any counterparty because the transfer would otherwise trigger an event of default, right of re-entry or other rights to terminate under that agreement, the Franchisee has procured that such waiver is obtained.

12.2 The Secretary of State being reasonably satisfied that, in addition to the assets and/or liabilities that are to be transferred to the Franchisee pursuant to one or more Start Date Transfer Schemes, the Franchisee has made appropriate arrangements to ensure that, on the Start Date, there are available to it, or it is responsible for, all the assets and/or liabilities that it requires in order to perform its obligations under the Franchise Agreement.

13. **NOT USED**

14. **SMART TICKETING¹¹**

15. **ALLIANCE AGREEMENT**

15.1 The Secretary of State has received on or before the Start Date the Alliance Agreement (in the agreed terms marked **AA**) or as otherwise approved by the Secretary of State (such consent not to be unreasonably withheld or delayed) duly executed and delivered by the Franchisee and Network Rail.

10 **Note to Bidders:** DfT to populate with the winning bidder.

11 **Note to Bidders:** DfT to populate with the winning bidder.