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**From the Chief Executive's Office**

PJM/AMN

23 December, 2005

Susan Clark  
EARL Director  
tie Limited  
Verity House  
19 Haymarket Yards  
Edinburgh  
EH12 5BH

Dear Susan

John Menzies plc is a longstanding Edinburgh company, founded in 1833 and employing nearly 2,000 people in Scotland. John Menzies is also a growing international business with 15,000 employees in 23 countries, covering the world from Los Angeles to Auckland and Prague to Macau.

As the capital of Scotland and one of the most influential and visited cities in the UK, Edinburgh needs communications and infrastructure to compete in the 21st Century. Quick, convenient, reliable access from and to Edinburgh Airport will boost our local economy, delivering tourist and commercial benefits for the whole country.

In terms of investment, this should be an easy win for Scotland. John Menzies plc fully supports the vision and foresight of the EARL project in delivering the Airport rail-link. With it, Edinburgh, the Central Belt and Scotland will continue to build on our strengths and compete with the best European and global cities for business and tourists alike.

Yours sincerely

PATRICK MACDONALD

## Background Information

1. John Menzies plc, the time-critical logistics company, is one of Scotland's largest companies. The company has two operating divisions, Menzies Distribution and Menzies Aviation. These divisions operate in two distinct sectors where success depends on providing an efficient, high quality, time-critical service to their customers and partners.
2. In the year ended 25 December 2004, Menzies reported turnover of £1,369.2m (2003 - £1,297.7m) and Group profit on ordinary activities before tax and exceptionals of £30.3m (2003 - £17.1m). Turnover at the Distribution division was £1,109.4m (2003 - £1,058.0m) whilst pre-exceptional operating profit was £30.6m (2003 - £26.2m). In the Aviation division turnover was £259.8m (2003 - £239.7m) and pre-exceptional operating profit was £10.4m against £2.4m in 2003.
3. The company was established in 1833 and its head office is in Edinburgh, Scotland. Today the company is an international operation with offices, partners and contracts located in Europe, North and South America, Australasia and Africa.
4. Menzies Distribution is a leading provider of added value distribution and marketing services to the newspaper and magazine supply chain in the UK. The division handles 4.5 million newspapers (6 million on Sundays) and 2.5 million magazines (covering over 3,000 magazine titles) each day, with deliveries to more than 21,500 customers.
5. Menzies Aviation is one of the world's major independent suppliers of ground handling services to the aviation market providing passenger, ramp and cargo services for many of the world's leading airlines and some of the busiest international airports. Including joint ventures and associate companies, the division employs over 10,000 people across the globe, at 92 airports in 23 countries servicing in excess of 500 aviation customers.