



BARIN Chairman NEW YEAR'S ADDRESS – at the traditional BARIN NEW YEARS GATHERING on 23 January 2009 at the Schiphol HILTON - by the BARIN Chairman mr. Huib Gorter

LADIES & GENTLEMEN WELCOME

IT IS AN HONOUR FOR US TO SAY GOODBYE TO GERLACH CERFONTAINE AND TO WELCOME HIS SUCESSOR JOS NIJHUIS. *WHO WILL SAY A FEW WORDS HEREAFTER*

IT IS ALSO AN HONOUR TO CONGRATULATE KLM ON THEIR 90TH BIRTHDAY, KLM DOES NOT HAVE ANY OF THE SYMPTOMS OF OLD AGE (SOMETIMES I WISH THEY HAD) THE NATIONAL CARRIER IS A KEY PLAYER THAT SETS THE TONE IN THE ENVIROMENT WE COLLECTIVELY OPERATE IN. WE AS AN INDUSTRY BENEFIT FROM THE PROFESSIONALISM & MATURITY OF THE NATIONAL CARRIER.

A KEY PLAYER IN OUR OPERATING ENVIRONMENT IS AAS. IT IS HEARTENING TO SEE THAT AAS HAS TAKEN ON BOARD SUGGESTIONS TO IMPROVE THE CONSULTATION PROCESS.

THE AIRPORT IS AN INTEGRAL COMPONENT OF OUR PRODUCT/ SERVICE OFFERING

ONE MAY DEBATE ABOUT DIFFERRING PATHS TO ACHIEVE OUR RESPECTIVE BUSINESS OBJECTIVES HOWEVER IT IS EVIDENT THAT AAS IS MATURING IN ITS APPROACH TO ITS CUSTOMERS AND THE SERVICE IT OFFERS AND I MAKE A PLEA AT THE RIGHT PRICE!

I WISH TO TOUCH UPON THE 'GESCHILLEN COMMISSIE LUCHTVAART' , THE ALTERNATIVE DISPUTE RESOLUTION FOR AVIATION.

BARIN HAS PLAYED AN IMPORTANT ROLE WITH OTHER STAKEHOLDERS TO GET THIS OFF THE GROUND. THE EU REGULATION HAVE GIVEN RISE TO CONSUMER CONFUSION HOWEVER

WE COLLECTIVELY ARE CONFIDENT THAT THIS SELF REGULATING ROAD IS THE WAY TO GO. I MAKE A PLEA TO GOVERNMENT TO STIMULATE BUT NOT OVER REGULATE IN THESE TIMES OF CRISIS IT IS CRUCIAL THAT ALL PLAYERS AND STAKEHOLDERS ANCHOR THEIR CUSTOMER VALUE PROPOSTION SMARTLY AND ACKNOWLEDGE THAT SUPERIOR CUSTOMER SERVICE REMAINS A KEY DIFFERENTIATOR KEY FOR OUR INDIVIDUAL PRODUCTS.



AS AN INDUSTRY WE ARE KEEN TO SEE WHAT THE LUCHTVAART NOTA (THAT WILL APPEAR IN MARCH) WILL BRING US CLARITY AND DIRECTION AND THAT WE AS AN INDUSTRY CAN CONTINUE TO BE THE ENGINE OF THE ECONOMY

NOW I WISH TO TOUCH UPON THE VLIEGTAX.

THIS TAX HAS DISTORTED THE MARKET

- 660,000 LESS DEPARTING PASSENGERS HAVE CHOSEN TO COMMENCE THEIR JOURNEY XBORDER BRU 74%, DUS 62%, WEEZE 142%
- CBS HAS QUANTIFIED THE LOSS OF TOURISTS AT 7%
- JOB LOSS LATEST DATA INDICATES 10,000 JOBSLOSSES IN THE SPL VICINITY
- FINANCIAL LOSS TO THE DUTCH ECONOMY IS ESTIMATED TO BE €1 BILLION (CHAMBERS OF COMMERCE)

PRIME MINISTER BALKENENDE HAS VOWED NOT TO ALLOW LAYERING OF CHARGES WHEN ETS COMES IN IN 2012. I SUGGEST WE CANNOT WAIT ANOTHER 3 YEARS.

WE WILL CONTINUE WITH ALL STAKEHOLDERS TO PURSUE ALL AVENUES TO REVERSE THIS TAX

I AM NOT A POLITICALLY ASTUTE INDIVIDUAL HOWEVER IF I MAKE A DECISION WHICH IS PATENTLY INCORRECT, I REVERSE OR CHANGE AND APOLOGIZE, MEACULPA. IT WOULD GRACE THE GOVERNMENT IF THEY WOULD DO THE SAME

LADIES AND GENTLEMEN I CAN ENDLESSLY PRESENT THE MANY CHALLENGES WE ARE FACING AS AN INDUSTRY THIS YEAR HOWEVER I WILL NOT DO SO.

I WILL CLOSE BY STATING CRISIS GENERALLY BRINGS OUT THE BEST IN EVERYBODY, MAY IT BRING OUT THE BEST IN US ALL

I WISH YOU WELL AND WISH TO RAISE MY GLASS WITH YOU ALL.



Speech by Jos Nijhuis, President & CEO of the Schiphol Group, during the traditional BARIN New Years Gathering, 23 January 2009

Mr Gorter, ladies and gentlemen,

First of all, I would like to thank you for your opening words. Allow me to add the best wishes for 2009 from Schiphol Group and myself to you and your companies.

Ladies and gentlemen, 2009 is set to be a very difficult year for aviation. The financial crisis caused an unprecedented global slump in the transport business in the fourth quarter of 2008. And, as far as we can tell, the projections for this year do not look much better. Just like you, the airlines, Amsterdam Airport Schiphol has been doubly affected since we have to deal not only with a drop in travel as a result of the financial crisis, but also with the effects of the Air Passenger Tax, which was introduced on 1 July last year. This new tax has resulted in a substantial drop in O&D traffic at our airport. A number of other airports in Germany and Belgium have benefited from this situation. They closed 2008 with passenger numbers substantially up thanks to an influx of new customers from the Netherlands.

In the past few months, we have already seen a number of estimates of the passenger numbers and revenues that the Air Passenger Tax has cost Amsterdam Airport Schiphol and the Netherlands as a whole.

What are the right figures? The number of locally departing passengers in December and the first weeks of January is some 20% lower than the year before. Of course, the result of multiple effects.

Based on our own analyses, we can state that the introduction of the Air Passenger Tax has cost Amsterdam Airport Schiphol around 660,000 locally departing passengers between the 1st of July and the end of December 2008. That equals 1.3 million passenger movements. In other words, if this tax had not been introduced, Amsterdam Airport Schiphol would not have closed the year with a *drop* of 0.8%, but with a *rise* of nearly 2%. On an annual basis the loss in passengers would even total 2.5 million passenger movements.

I agree with the BARIN chairman that we must continue our efforts to get the Air Passenger Tax lifted. Just like you, we certainly intend to do so, although I do not think that it will be easy. In addition to the cassation proceedings before the Supreme Court instigated by BARIN, we have brought proceedings on the merits of the tax. We are arguing for the revocation of the Air Passenger Tax in preparation for the European Emissions Trading System and believe that firm agreements on this issue must be made during this government's term of office.

In October, prime Minister Balkenende stated that the introduction of the ETS in 2012 should not be allowed to result in an accumulation of costs that would harm the competitive position of the Dutch aviation industry.



But I fully agree with the BARIN chairman that we can NOT afford to wait until 2012. It looks as though our competitiveness is already eroding fast. In this connection, I am surprised to see the government support all sorts of companies while at the same time penalising our sector by imposing so-called environmental levies.

In addition, I think that we should also – and perhaps especially – examine how we can entice those lost passengers back to Amsterdam Airport Schiphol. Your chairman has already made a couple of suggestions. We will certainly consider these suggestions seriously. Furthermore, given the current situation in which the aviation industry finds itself, we ourselves are carefully considering our strategy. Our customers – airlines and their passengers – have an important role to play here. While I cannot currently say too much about this, I am quite sure that when we reveal our plans, your reaction will be positive.

I'll leave it at that for now. We will meet our customers – the airlines - again in a week's time, at the Schiphol Aviation Session and then I hope to be able to tell you more about our plans.

Thank you.

Ter informatie hierbij en/of bij begeleidend email bericht aangehecht:

- Power Point Presentatie die, in onderdel voorafgaand, gedurende en aan het einde van de speeches van de HH Huib Gorter (BARIN Voorzitter) en Jos Nijhuis (President & CEO Schiphol Group), werd geprojecteerd bij deze BARIN New Years Gathering op 23 januari 2009 in het Schiphol HILTON.
- Afscheids kado aangeboden door de BARIN aan de heer G.Cerfontaine (voormalig President & CEO Schiphol Group)
- Grafiek "Ticket Tax: Passengers depart from across the Dutch border"
- Fotoreportage van de BARIN New Years Gathering 2009 zal vanaf 30 januari te bekijken zijn op de BARIN website, Members' Room, sectie - klik op: [BARIN New Year's Gathering guest list update & FD.nl Tip.](#)
- Voor nadere informatie over de standpunten van de BARIN verwijzen wij u naar onze website - klik op - : [BARIN's Points of View](#)

Kort samengevat i.z. vliegtax:

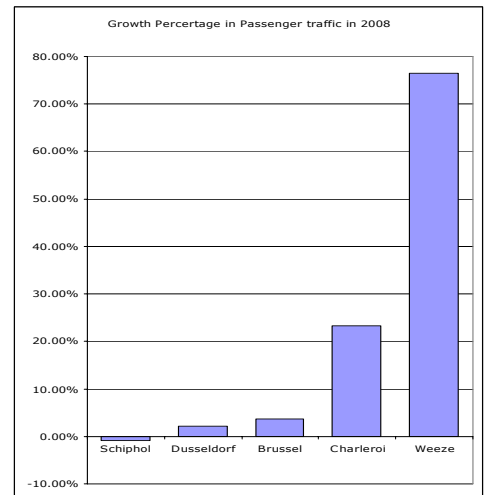
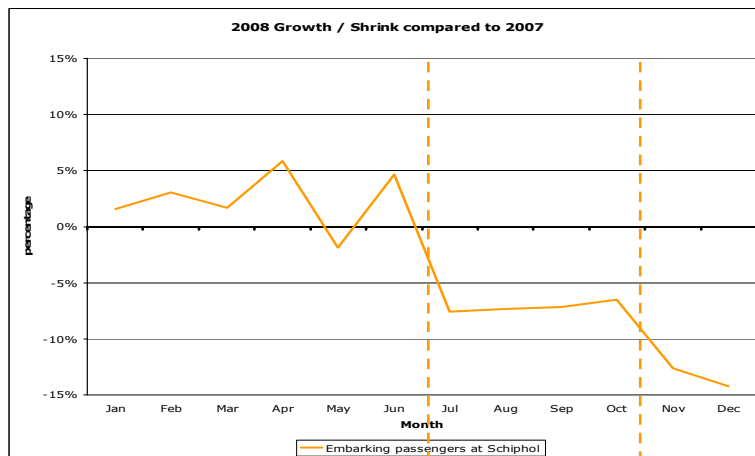
Nederland prijst zichzelf uit de markt door vliegtaks!

- **Minder passagiers!:** 660.000 vertrekkende lokale passagiers minder vanaf Schiphol juli t/m dec 2008 vergeleken met dezelfde periode in 2007 .
We zien begin januari 2009 op Schiphol een daling van 19% vertrekkende lokale passagiers, vergeleken met januari 2008. “Financiën” stelde bij de invoering van de vliegtaks dat de luchtvaart verder groeit in Nederland, zij het in een lager tempo.
- **Minder toeristen!:** In 2008 hebben 10,2 miljoen buitenlanders ons land bezocht, een daling van 7% ten opzichte van 2007. De wereldwijde economische crisis, ongunstige wisselkoersen en de invoering van de vliegtaks inclusief de impact op vliegverbindingen en capaciteit zijn de belangrijkste redenen. Het Nederlands Bureau voor Toerisme & Congressen baseert zich op voorlopige cijfers van het Centraal Bureau voor de Statistiek.
- **Minder banen!:** 5.000 tot 10.000 arbeidsplaatsen minder door vliegtaks zoals staatssecretaris De Jager zelf heeft voorspeld (uitgaande van economisch mooi weer). Vliegtaks kost meer dan 10.000 banen.
- **Minder inkomsten!:** De heffing zal de Nederlandse economie een jaarlijkse schade toebrengen van 1 miljard euro, aldus ondernemersverenigingen, werknemersverenigingen, Amsterdam Toerisme & Congres Bureau en de Kamer van Koophandel Amsterdam.

Buitenland

- **Passagiers vliegen de grens over:** Het aantal vertrekkende Nederlandse passagiers steeg in Brussel 74%, Düsseldorf 62% en in Weeze met 300%. De meerderheid van de passagiers in Weeze is nu Nederlands.
- **Speciale busdiensten vanuit Nederland** naar dichtbij gelegen buitenlandse luchthavens, zoals Brussel, Charleroi-Brussel Zuid, Weeze en Dusseldorf, om Nederlandse passagiers op te halen. Sommige van deze busdiensten sluiten aan op de aankomsten en vertrekken, van aan dit grondvervoer verbonden luchtvaartmaatschappijen, vanuit die net over de NL grens gelegen luchthavens.

Ticket Tax: Passengers depart from across the Dutch border!



Introduction tickettax

Set in economic crisis

23 Januari 2009.