

*Draft–* **Minutes BGA – 17 March 2021 BARIN General Assembly**

**Confidential**

<b>PLACE OF MEETING</b> Via MS Teams	<b>DATE OF MEETING</b> 17 March 2021	<b>TIME</b> 14.00 – 15.30 hrs.
<b>MEETING NO.</b> 03/2020	<b>DATE OF ISSUE</b> 22 March 2021	<b>PAGES (incl. this page)</b> 5

<b>ITEM</b>	<b>DESCRIPTION OF ITEM</b>	<b>By</b>
<b>1</b>	<b>Confirmation/Changes Agenda</b>	<b>MF</b>
<b>1.a</b>	<p>After some technical challenges for people getting into the meeting, the Chairman opens the BARIN General Assembly at 14.10 hours with an online welcome to all, expressing the hope that our next BGA can be live again. We are happy to offer a warm welcome to the new GM of Singapore Airlines, Mr. Christian Stenkewitz. First the Code of Conduct was shown for everyone to adhere to.</p> <p><i>BARIN meetings are being conducted in compliance with the BARIN Code of Conduct. Pursuant thereto, meetings will not discuss or take action to develop rates or charges, nor will these discuss or take action on remuneration level of any intermediaries engaged in the sales of Air Transportation. These meetings also have no authority to discuss or reach agreement on the allocation of markets, the division or sharing of traffic or revenues or the number of flights or capacity to be offered in any market. BARIN-members or observers are aware of their obligation to comply with this BARIN Code of Conduct, and hereby once again reminded that any discussion regarding such matters, or concerning any other competitively sensitive topics outside the scope of the agenda, either on the floor or off, is strictly prohibited.</i></p> <p>The Chairman mentions that the Board has been mainly focussing on 3 main priorities, being The Hague (a lot in relation to COVID-19), costs and engagement with members.</p> <ul style="list-style-type: none"> <li>• On the first subject we have ups and downs with changing rules and testing regimes. We are not always happy as it creates a lot of confusion but now, we are heading towards a more stable regime. We have always advocated that NL is harmonizing with EU on the various regimes.</li> <li>• Referring to costs we are talking about both internal as well as external costs. Looking at internal costs, we see quite a big impact on both our income and our expenses and our Treasurer Jean Paul Drabbe will come back to this later on the meeting.</li> </ul> <p>As far as external costs are concerned, BARIN will continue to defend the airlines' interests to make sure that you can operate in a fair and competitive way; be it in our discussion with Schiphol or with The Hague</p> <ul style="list-style-type: none"> <li>• From mid-April when I took over as Chairman, one of my main priorities was to increase membership-engagement. Get in touch with the members and get feedback. For most associations this is a big challenge. Sometimes this is due to not enough contact with the Board and its members, sometimes it is because the purpose of the association is not clear enough, etc.</li> </ul> <p>But the feedback received from the members (both in the survey and in the personal calls Marnix and Joost are having with the individual members) show that the increased communication is well appreciated. The Steering Group which comes back at the agenda today in another example of increased engagement.</p>	
<b>1.b</b>	There are no additions to the agenda from the participants. The slides for the meeting will be shared later on.	
<b>2</b>	<b>Approval of the draft Minutes BGA 23<sup>rd</sup> September 2020</b>	<b>MF</b>
<b>a.</b>	The Chairman reflects on the fact that we have 2 BGA's per annum and the other timeslots for the BGA's we use for seminars/webinars of which we had 2 this year and 3 since our last BGA in September. There are no comments or questions on the minutes of September 23 <sup>rd</sup> , hence the minutes were adopted.	
<b>3</b>	<b>Update COVID-19</b>	<b>MF/JH</b>
<b>3a.</b>	The Chairman kicks-off by saying that with a name COVID-19 it looks like we are already dealing with this pandemic for 2 years, whereas in fact it is one, feeling like two!	

<p>3b.</p>	<p>We have been confronted with different testing regimes but from the beginning BARIN was involved in all discussions trying to maintain a European harmonized playing field. He asks Joost to further update the meeting. The SG reports that a number of things changed as of the last press conference of the Government on 9<sup>th</sup> March. Most of them positive. The fact that the 4-hour rapid testing along with a 72 hr PCR test when coming from a high-risk area was a political decision in order to secure an evening curfew. BARIN immediately responded stating that 4 hours was not workable and eventually this changed to 12 hrs. Still a challenge and we managed to introduce another regime to have NAAT-test or any other PCR-like test within 24 hrs of boarding. So now passenger can choose from these 2 regimes:</p> <ol style="list-style-type: none"> <li>1. A 72 hrs PCR test plus a 12 hrs rapid test or</li> <li>2. A 24 hrs NAAT or any other PCR) test.</li> </ol> <p>Furthermore, he mentions that transfer passenger and crew are exempted from the rapid testing. As well as the fact that the travel ban from the UK to NL was lifted on March 9<sup>th</sup>.</p> <p>The negative change was that the 'Negative Travel Advice' was extended from 31<sup>st</sup> March to 15<sup>th</sup> of April. The Government announced that at the next press conference on March 23rd, hopefully more relief measures would be communicated for travel in the May holiday and Summer holidays. The SG des not expect much relief as we are at the brink of a third wave of contaminations.</p> <p>In order to get a complete travel ban (as we have to e.g. Latin America and South Africa) abolished, a compulsory quarantine when coming from those high-risk countries, is being drawn up. Our sector supports this as it will lift travel bans (<i>vliegverboden</i>) however we oppose to the fact the Government requests the airlines to collect all data from the passengers. The airlines are not mandated for this under the ICAO rules.</p> <p>An internet consultation was done last week which resulted in 700+ reactions (vast majority from private travellers) and the Health Ministry acknowledges that a paper documentation for quarantine enforcement does not work. Time path is as follows:</p> <p>Week 13 Bill will be sent to State Council (<i>Raad van State</i>) for advice</p> <p>Week 17 Bill will be passed by new House of Representatives (<i>Tweede Kamer</i>) and Senate (<i>Eerste Kamer</i>)</p> <p>Week 21 Digital application to submit quarantine information by passenger to be launched.</p> <p>The quarantine of 10 days may be shortened to 5 days when tested negative after 5 days in quarantine.</p> <p>The Chariman adds that from the very beginning BARIN continues to stress for European harmonization but that he realizes (also with the feedback from his European BAR meetings) that in many countries the contamination rates are significantly on the rise again and as such national governments will take additional unilateral decisions. In some cases, e.g. when the 4-hour rapid testing was introduced, we did strongly voice our concerns through the media. And although most of our work is done behind closed doors, we have built up a fine network with newspapers and radio station to get our messages across when needed.</p> <p>At this stage there are no questions from the meeting but the SG reiterates he can always be contacted by mail or phone when new questions arise.</p>
<p>4</p>	<p><b>Finance</b> <span style="float: right;"><b>MF/JPD</b></span></p>
	<p>Before giving the floor to our Treasurer Jean Drabbe of Etihad Airways, the Chairman repeats that costs (both internal and external) are one of the most important priorities. As from the membership survey executed last year it shows that member do state that they get 'value for money'. At the same time, as we will learn from the Treasurer's report, the vast majority of airlines have already paid the annual membership dues for 2021. This is very encouraging and we thank you very much for that vote of confidence.</p> <p>Next the Treasurer gives a global overview of the situation we find ourselves in. Like all airlines we face major financial challenges. Since Jean Paul took over as Treasurer and with the start of Marnix as Chairman we realized that our costs-base needed to be changed.</p> <p>In order to save costs, the admin tasks were outsourced to a more efficient party being LJ company, the finances were streamlined and the Treasury task is performed free of charge by Jean Paul. The management fee structure has been adjusted and mileage remuneration decreased. Obviously (due to the pandemic) the costs for Events went down pretty much and we offered eased membership payments at a reduced fee which was used by only a handful of airlines. We highly appreciate your loyalty in this respect.</p>

<p><b>4.a</b></p> <p><b>4.b/c</b></p> <p><b>4.d</b></p>	<p>With our accountancy now we aim at a higher level of transparency and a reduced use of paper. When looking at the actuals of 2019 and we compare this with the budget of 2021, we see that we actually have 25% less income. At the same time, we have also decreased our expenses by 34%. Looking back at 2020 see that the actual income was almost the same as budgeted with no bad debtors left; all airlines paid their dues. We only have a small deficit on some Preferred Partners where we had to writ off some small amounts. We had no income from sponsorships, but then again hardly any events in 2020 apart from NY Gathering. In the righthand column, you see a lot of green figures, being the delta between budget and actual, so positive results. Finally, at the bottom we see a small positive result of € 2.600. The Chairman thanks the Treasurer for all the free time invested and expresses the hope that all members are happy with this result. The SG adds that obviously making a profit is not the goal of BARIN but it is good to be able to add something to the reserves in cases of unforeseen circumstances/expenses.</p> <p>As there are no questions from the floor currently, the Treasurer continues. Unfortunately, the accountant (who has approved the figures) did not have the Accountancy Declaration ready for this meeting, but still The Treasurer asks the meeting if -under the condition that the accountancy declaration will be submitted- can discharge the Executive Board for their management in 2020. The SG suggest to send along the accountancy declaration with the minutes in a few weeks. No objections are raised. The Chairman adds that the Preferred Partner Package has been upgraded to offer more value for money, but that at this point in time it is not the best moment to approach more potential companies for their support. But should you have any suggestions for possible companies that might be interested, please do not hesitate to let us know. Looking at the 2021 budget and actuals up until March 15<sup>th</sup>, we see that some 80% of the membership payments are already in, with the confirmation of one more payment this week. So that is a much better position than where we were last year at this point in time. We see that we have further reduced our expense column, which could be further reduced by installing a Finance Committee (<i>Kascommissie</i>) from the membership. This would save another € 900 from the accountant. The Treasure will submit a proposal for the constitution of such a committee consisting of possibly 5 members who are not already in the BEB in the next BGA. Costs for the accountant in 2021 will be made for the approval of 2020. Basically, the Treasure request the meeting for 3 approvals:</p> <ol style="list-style-type: none"> <li>1. Adoption of the 2020 financials under the condition that we submit the accountancy declaration.</li> <li>2. Approval of the 2021 budget.</li> <li>3. The proposal to change our financial approval from an Accountant to a Finance Committee</li> </ol> <p>The Chairman asks for approval, confirms that he does not hear any objections and subsequently concludes that the meeting unanimously approves the three proposals. The SG adds that this then also discharges the BARIN Executive Board for their management in 2020. No objections from the meeting are raised while numerous approvals come in via the chat function. Also, this item has been approved unanimously.</p>	
<p><b>5</b></p>	<p><b>Steering Group</b></p>	<p><b>MF/JH</b></p>
<p><b>5.a</b></p> <p><b>5.b</b></p>	<p>The Chairman explains to the meeting that this Steering Group serves 2 main purposes:</p> <ol style="list-style-type: none"> <li>1. to formulate upfront relevant BARIN statements on various topics.</li> <li>2. to increase membership engagement.</li> </ol> <p>Looking at the composition, we have deliberately chosen for a selection of carriers with a geographical spread and we have had numerous meetings already and collected valuable information which then was submitted to the BARIN Executive Board. Currently Jan Feenstra (DL), Marco van Naarden (CX), Roberto Mamone (LH) and Melchior Looijen (HV) are taking a seat in the Steering Group together with Marnix and Joost.</p> <p>The Chairman invites all members to take a look at the statements in the paper and to give feedback on positions or on topics missing. Naturally, should members wish to join this steering group, we gladly hear about your candidacy. There are no further comments from the meeting, but the Chairman reiterates that increasing our involvement with</p>	

	the membership is one of our key priorities.	
<b>6</b>	<b>Schiphol</b>	<b>MF</b>
<b>6.a</b>	<p>The Chairman shares a flashback on the support measures Schiphol has communicated again on March 8<sup>th</sup>. Also in his discussions with other European BAR's as well as in the calls with IATA, it was confirmed that Schiphol is leading the pack vis-à-vis other European hub-airports.</p> <p>In the Schiphol letter by Schiphol CFO Jabine van der Meijs (who will be leaving by April 1st to be succeeded by Robert Carsouw coming from McKinsey and with whom Marnix and Joost already had a meeting in which we gave a clear message that we have our serious concerns about the airport's cost control), the following was offered again: The following measures will be effective in Q2 2021:</p> <ul style="list-style-type: none"> <li>• For the period 1 April 2021 – 1 July 2021 a discount of 5% on the Landing &amp; Take-off charges will be applicable.</li> <li>• The discount of 50% on the parking charge will be extended until 1 July 2021. This discount is applicable to all individual parking operations with a start date on or after 1 October 2020.</li> <li>• From 1 April 2021- 1 July 2021 the payment terms of all airport charges will be as follows: <ul style="list-style-type: none"> <li>o Invoices paid within 30 days will be rewarded with a discount of 2%.</li> <li>o Invoices paid within 45 days will be rewarded with a discount of 1%.</li> <li>o When not applying for discounts, payment terms remain at 60 days.</li> </ul> </li> <li>• As announced in Schiphol's letter for final setting of airport charges 2021, Schiphol has decided not to invoice the charges increase of 5% provided for 2021 (effective April 1, 2021), for a period of 6 months. This was communicated to you on 30 October 2020.</li> </ul> <p>The Chairman clarifies the process of 'settlement'. As the LTO-charges are set for a period of 3 years based on the number of expected passengers a settlement of actual costs vs. actual passengers will be done afterwards. As 2020 showed a dramatic low number of passengers due to the pandemic, the airlines owe the airport quite a sum to be settled. Schiphol Airport suggested to delay settlement to next year and spread it out over three years. Although appreciated, BARIN discussed with IATA and with various carriers to define a joint strategy. In a meeting with I&amp;W, BARIN shared our position which is based on 2 pillars:</p> <ol style="list-style-type: none"> <li>1. Indeed push back settlement and spread out over more years than 3</li> <li>2. Spread deficit equally over airline and airport and share the pain.</li> </ol> <p>The settlement procedure was designed for normal circumstances but not for times like in a pandemic. Another Point of View (<i>Zienswijze</i>) via an internet consultation needs to be submitted no later than 29<sup>th</sup> March, which we will do as stipulated above.</p> <p>We realize it is a difficult process as a change in legislation is required, but also the Dutch Consumer Authority (ACM) will have a role to play. ACM is to judge the process on the rules followed, and if the practice followed is 'fair' and 'reasonable'.</p> <p>Steps to be taken are as follows:</p> <ol style="list-style-type: none"> <li>1. Internet consultation to be concluded 29th March,</li> <li>2. Sent for advice to the State Council (Raad van State)</li> <li>3. Evaluation by ACM</li> <li>4. Send to House of Representatives (<i>Tweede Kamer</i>) and Senate (<i>Eerste Kamer</i>) for approval.</li> </ol> <p>Conclusion: Suggestion to delay pay-back is appreciated but spread out over more years and more parties (Airlines and Airport).</p> <p>We will keep you informed on outcome. Where we underline that it is a delicate and difficult process.</p>	
<b>7</b>	<b>Ministry of Infrastructure &amp; Watermanagement</b>	<b>MF/JH</b>
<b>7.a</b>	<p>The Chairman explains that we are at a crucial point in time and that The Netherlands should emerge from this crisis stronger. We have increased our ambitions and we need to accelerate our actions to become more sustainable. In accordance with international regulations we aim to reduce our CO<sub>2</sub> emissions to zero by 2050, we aim to come to a Single European Sky concerning air traffic control, and we aim for a mandatory adding of Sustainable Aircraft Fuels (SAF) of 14% in 2030.</p> <p>Furthermore, in our position paper for the Cabinet Formation, we support the idea of having The Netherlands taking</p>	

	<p>the lead as frontrunner and have the Government establish a fund of € 100 million annually to support sustainability targets.</p> <p>We realize that we primarily have to defend the interests of our industry but we will have to move along with the changes in the general opinions in the public debate, which is not only happening in The Netherlands but across Europe. For the benefit of our industry we have to become more ambitious.</p> <p>The Chairman then asks the SG to give some highlights on the LVB1 (Airport Operating Decree).</p> <p>The SG mentions that the LVB is covering many items such as flight altitudes etc., but that there are 2 major political aspects in the LVB1 being:</p> <ol style="list-style-type: none"> <li>1. Securing the level of 500.000 air traffic movements (as although we can use 500k atm's, this is still not laid down in legislation and as such we risk being confronted with a lower maximum, as some opponents want).</li> <li>2. Reduction of night movements from 32.000 to 29.000 initially. Further reduction to 25.000 is foreseen in LVB2, which will only be dealt with by the next Cabinet.</li> </ol> <p>LVB1 was already approved by the Cabinet before the fall of the current Cabinet on January 15th, but still needs to be discussed by the House of Representatives. This is expected in the first half of April after the new House has been installed after today's general elections.</p> <p>The discussion on the opening of Lelystad Airport (LEY) is also pushed forward and will form a part of the coalition talks when forming the new Government. Our belief is that no finite decision will be taken within the next 2 years. However, the reduction of night movements is conditional to the opening of LEY, so we may have a pressure tool here.</p> <p>A question comes from Jan Feenstra (DL) to which degree BARIN thinks that the ideas to close regional airports by some political parties is feasible. The Chairman replies that indeed he learnt from the idea; naturally it depends on the outcome of the elections, however, he does not find it very realistic and we do not expect this to happen.</p> <p>The Chairman concludes that more and more stakeholders see the changes in discussions on the environment so there is a need to adjust our strategy, like e.g. our position on compulsory adding of SAF. It is a delicate game we play, in which sometime we can use the media, but on other occasions have to sit still.</p>	
<b>8</b>	<b>Events</b>	<b>JH</b>
<b>8.a</b>	The SG informs the meeting that we have started preliminary preparations to organize a Summer BBQ again with our partner Radisson Blu at Schiphol East, as we have also noticed the wish from the membership to get-together again physical. We are looking at either June or September, depending on the COVID-19 situation.	
<b>8.b</b>	We have decided not to organize a golf tournament as it was clear from the membership survey that this was the least favoured 'network activity'.	
<b>8.c</b>	<p>We will however plan to organize more webinars and seminars as we did e.g. in January as our New Year Webinar. The SG requests the Chairman to further elaborate on this.</p> <p>The Chairman explains that as apart from an interest-group, we also act as a platform to transfer knowledge; the idea is again to organize a professional webinar with the help of a professional TV studio, like the BARIN New Year Gathering. We hope to do so prior to the Summer on a possible topic "Can we start flying again?" We will be looking for high-level officials like CEO's of stakeholders. The Chairman welcomes all ideas from the membership.</p>	
<b>9</b>	<b>AOB</b>	<b>All</b>
	<p>The SG shows a slide with some highlights a "welcome Package" which has been designed for either new BARIN airline members or new GM's to welcome with. The package includes meetings with various stakeholders such as the Ministry of I&amp;W, Schiphol Airport, ACNL, but also with Preferred Partners such as law-firms and others. There are also some personal perks included as e.g. an international train ticket on NS International or a free hotel night stay at the Grand Hotel Krasnapolsky in Amsterdam.</p> <p>The package will be sent along with the minutes of this meeting.</p>	
<b>10.</b>	<b>Closing</b>	
	The Chairman closes the meeting at 15.34 hrs and he thanks all participants for their presence.	