

Welcome to the
BARIN
General Assembly
24th August 2023



BARIN Competition Law Compliance Code of Conduct

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.

Programm

- 15:30-15:45 Reception of participants
- 15:45-17:00 BGA meeting
- 17:00-17:20 Key note by De Clercq Advocaten
*Principles of Dutch Labour Law in relation
to NLA inspections Handling Agents*
- 17:20-17:30 Q&A
- 17:30-19:30 BARIN Summer BBQ with guests
- 19:30 End of programm

Agenda

1. Opening at 15:45 hrs
2. Draft Minutes BGA 02 February 23 Approval
3. Finance overview
4. Membership Update
5. Results Membership Questionnaire
6. Schiphol
7. Ministry of Infrastructure & Watermanagement
8. Events
9. AOB
10. Closure of Meeting followed by Keynote De Clercq

2.Draft Minutes

- BARIN General Assembly 02nd February 2023

STATEMENT OF ACTIVITIES

JAN-JUN 2023

REVENUES	ACTUAL JAN-JUN 2023	TOTAL YEAR BUDGET 2023	ACTUAL HIGHER THAN BUDGET	TOTAL 2023 FORECAST	FORECAST VS BUDGET	INC / (DEC) %
Membership Annual Fees	136,250	134,500	1,750	137,750	3,250	2%
Preferred Partners Annual Fees	23,250	20,250	3,000	21,750	1,500	7%
TOTAL	159,500	154,750	4,750	159,500	4,750	3%

Membership Annual Fees	1 member airline defaulted. BUDGET - 35 MEMBERS. FORECAST - 37 MEMBERS TO INCLUDE 2 NEW MEMBERS JETBLUE AND AIR INDIA.
Preferred Partners Annual Fees	BUDGET - 14 MEMBERS. FORECAST - 16 MEMBERS TO INCLUDE 2 NEW PREFERRED PARTNERS GASSAN AN WERK EN IK.

COMPARATIVE REVENUES

2022 vs 2023

REVENUES	ACTUAL 2022	ACTUAL 2023	INCREASE / (DECREASE)	%
Membership Annual Fees	132,250	136,250	4,000	3%
Preferred Partners Annual Fees	19,536	23,250	3,714	19%
TOTAL	151,786	159,500	7,714	5%

NET RESULT JAN-JUN 2023

	ACTUAL JAN-JUN 2023	TOTAL YEAR BUDGET 2023	REMAINING BUDGET BALANCE	TOTAL 2023 FORECAST	FORECAST VS BUDGET	INC / (DEC) %
REVENUES	159,500	154,750.00	4,750	159,500	4,750.00	3%
EXPENSES	73,822	151,610.00	77,788	151,815	205.00	0%
NET RESULT - SURPLUS	85,678	3,140.00	82,538	7,685.00	4,545.00	

4. Update Membership

New Members and Preferred Partners since previous BGA

AIRLINES

Air India
Jetblue

PREFERRED PARTNERS

GASSAN Diamonds
Werk & Ik

5. Results Membership Questionnaire

- Response rate 54%
- Overall satisfaction rate 75%
- Leaves room for improvement
- Overall communication scores good, but
 - click-through rate of Flash Updates is low
 - Website visits score very low
 - One-on-one communication can be improved
- Right topics addressed but more results expected

5. Results Membership Questionnaire

Question	Re	1	2	3	4	5	NEG.1,2,3	POS. 4,5
1	Topics sharing airline	0	0	1	8	10	5%	95%
2	Defending interests	0	0	2	6	11	11%	89%
3	Prompt replies	0	0	0	3	16	0%	100%
4	Value for Money	0	0	2	8	9	11%	89%
5	Overall communication	0	0	1	8	10	5%	95%
6	Content Flash Updated	0	0	2	9	8	11%	89%
7	Click-through Flash Updates	0	3	4	10	2	37%	63%
8	Frequency Flash Updates	0	1	4	10	4	26%	74%
9	Website frequency	10	5	3	0	1	95%	5%
10	Do you find the right info	0	3	3	10	1	35%	65%
11	Representative externally	0	2	4	8	5	32%	68%
12	Website look 'n feel	0	1	6	8	4	37%	63%

5. Results Membership Questionnaire

Question	Re	1	2	3	4	5	NEG.1,2,3	POS. 4,5
13	Visibility social media	0	1	4	10	3	28%	72%
14	Support message conveyed	0	0	3	8	8	16%	84%
15	More than LinkedIn	6	3	6	1	3	79%	21%
Question	Re	1	2	3	4	5	NEG.1,2,3	POS. 4,5
16	Topics discussed in BGA	0	0	1	10	8	5%	95%
17	Program of BGA	0	0	1	11	7	5%	95%

Question	Re	1	2	3	4	5	NEG.1,2,3	POS. 4,5
18	Business partners @ networking	0	0	2	11	6	11%	89%
19	Added value Preferred Partners	2	2	5	7	3	47%	53%
23	Recommend BARIN to others	0	1	0	5	12	6%	94%

5. Results Membership Questionnaire

Question 20							
Event priorities	prio 1	prio 2	prio 3	total			
Summer BBQ	9	7	3	19			
X-mas Dinner	5	10	5	20			
Other ad-hoc event	5	2	11	18			

5. Results Membership Questionnaire

Collective voice towards Dutch government and Schiphol Airport

We need results not only addressing topics

Define external stakeholders and ensure content is available to them?

Frequency of the BGA is too low

Organizing a convention with trade partners

Topic APJC is missing. I would like to receive feedback about this.

Translate BARIN viewpoints into call to action for members

maybe a joint event with SAOC and PASRA? annual "Airline Day"

slot / gate shortage for pax flights (wide body)

to solve charges increase at Schiphol and claims for services Also the decrease incapacity

Very active in media and via letters to AAS & Government. Well done!

We appreciate the bi-monthly Flash Updates, but we miss the 1-on-1 communication sometimes.

BARIN's voice doesn't seem to be taken seriously (enough)

Twitter, Facebook Instagram as there are many followers to address



6. Schiphol

a. Update investment portfolio and charges-setting (MF)

- **Airport charges 2024:**

From 12 to 15%?

Quote SPL: *“due to cost increases, inflation, lower traffic than expected at time of consultation we have to further increase”*

Quote BARIN: *“Schiphol is responsible and acknowledged even its guilt of a serious error of judgement, of a serious error of wrong investments, all resulting in the chaos last year.*

Meanwhile SPL bluntly increased the airport charges with 9/12/12%, and now without blinking an eye increasing 12% to 15% and I feel and I know there’s much more to come. How about the infamous A pier ?

All the above, because you have the DNA of a misbehaving monopolist, supported by an ignorant political environment. Shame on you.”

- **Claims:**

“Mr Carsouw explains that intense discussions have taken place (and still take place) with the airlines about compensations and that legally Schiphol is not liable for the damages caused by the operational problems. Mr Carsouw states that Schiphol doesn’t feel the moral or legal obligation to pay more than promised after the May holidays in 2022 because of the massive additional cost Schiphol already has taken. Otherwise this would possibly destabilize the company and Schiphol is not prepared to do so.”

6. Schiphol

b. Labour Inspectorate @ Handling Agents

- Since September 2022 inspection by Dutch Labour Inspection (NLA)
- NLA demands GSHA's to use more mechanical lift aids (tilhulp) and better roster to reduce lift-burden by staff
- Throughout 2023 inspections were done but improvement not satisfactory
- On July 5th NLA announced intended fine to GSHA's (to date not executed yet)
- If no further improvement, NLA can force a GSHA to halt handling baggage for a minimum of 1-3 months

6. Schiphol

- c. Intention of outgoing Minister Harbers to reduce GSHA's from 6 to 3
 - Over the years number of GSHA's grew from 3 to 6
 - This led to sharp competition and lower prices for the airlines. However, this also led to poor remuneration for staff and poor quality to airlines
 - Dutch Government requested Schiphol Airport to start mini-tender process to come to a reduction of 3 GSHA's
 - Ministry of I&W is consulting airlines, organizations and GSHA's, final reduction in 2025

Free market? Competition? Freedom to choose?

7. Ministry of I&W

- a. Intended reduction to 440K air traffic movements at Schiphol
 - i. Follow-up court cases
 - i. Dutch Airlines went for Cassation Appeal
 - ii. Will not have effect on time as not forcing Government to stop planning
 - ii. “Controversial” or not?
 - i. Dutch Parliament will debate on total list of controversial topics due to the fact that the Government is no longer “missionary”
 - ii. Final list to be published on 12th September

Alternative plan submitted by BARIN and Dutch AOC Holders

SCHONER, STILLER EN ZUINIGER

A Verder investeren in nieuwe, schonere en stillere vliegtuigen

Oude / huidige vloot

Boeing 737-800
/ Embraer E1



Huidige / nieuwe vloot

Boeing 737-MAX
/ Embraer E2



Airbus
A320-neo



>50% stiller

1. Verdere aanschaf nieuwe, schonere en stillere vliegtuigen (d.m.v. miljardeninvesteringen)

2. Extra financiële prikkel tegen luide vliegtuigen (d.m.v. hogere luchthaventarieven)

3. Zoveel mogelijk de stilste vliegtuigen inzetten in de nacht (d.m.v. wijzigen vlieschema)



Bron: Eurocontrol

B Investeren in de leefbaarheid van de omgeving

1. Herstarten omgevingsfonds voor projecten in woonomgevingen



2. Hervatten woningisolatie programma voor woningen die daarvoor in aanmerking komen



C Slimmer vliegen met minder geluid

1. Aangepaste startprocedure waardoor een vliegtuig sneller op grotere hoogte kan vliegen



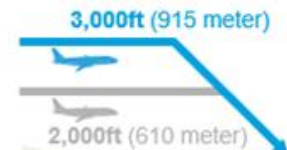
2. Verscherpt ILT¹ toezicht op naleving afspraken



3. Passende omvang privéjets op Schiphol²



4. Verbeteren aankomstprocedures en andere maatregelen in samenwerking met LVNL^{3,4}



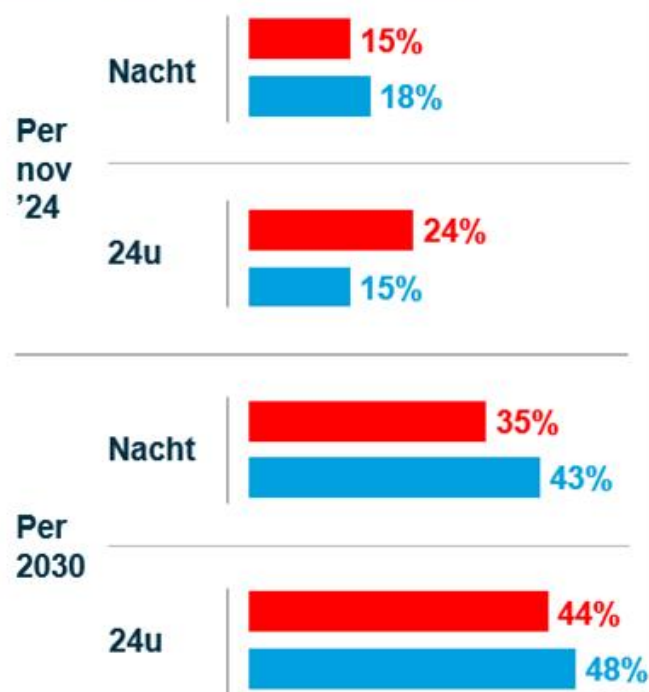
SCHONER, STILLER EN ZUINIGER

■ Ons plan (maatregelen A, B, C) ■ Voorstel van het Ministerie

Verwachte geluidsreductie: ons plan is vanaf 2028 effectiever dan het voorstel van het Ministerie



Bron: Nederlands Lucht- en Ruimtevaartinstituut



Bron: Nederlands Lucht- en Ruimtevaartinstituut

- ✓ Maximale geluidsreductie via vlootvernieuwing en uitvoerbare operationele maatregelen
- ✓ Doel Ministerie nacht behaald in 2024
- ✓ Doel Ministerie 24u behaald in 2026
- ✓ Vanaf 2028 meer geluidsreductie dan het voorstel van het Ministerie
- ✓ Minder kosten voor de samenleving

Ons plan is gunstiger voor de Nederlandse economie en welvaart, zonder banenverlies

€ Impact samenleving, jaarlijks



Ons plan brengt minder kosten met zich mee voor de samenleving dan het voorstel van het Ministerie

Bron: Decisio & KLG interne analyse



7. Ministry of I&W

b. Environmental Permit for Schiphol (**Natuurvergunning**)

- Still pending due to the step-down of the Dutch Cabinet
 - According to Ministry of Agriculture, Nature and Fishery no need for Cabinet decision
 - However on the 12th of September it will be clear which topics will be declared “controversial” and thus put on the shelf

7. Ministry of I&W

c. Slot issues

- Draft Capacity Declaration S24 presented
- Capacity declaration takes into account “Experimenteerregeling” reduction (270k)
 - Note: leap year, therefore one week less and also reason why the amount of available slots is less
- Next to new environmental limit (parameter), also possible restrictive parameter on wide body aircrafts AND air traffic control parameter (was 20 minutes, might be 10 minutes)
- Parameters are worrying, while ACNL has published policy rule stating that historic rights above the parameter will not be allocated (and have to be reduced). Or change to parameter where it is possible.

8. Events

- We planned
 - Meetings: 2 BGA's per year
 - FEB / AUG
- We planned 3 network events in 2023
 - Social networking event pre-Summer
 - Summer BBQ in August
 - Christmas Dinner; date confirmed for Thursday 14th December at Schiphol Hilton
- Webinar with Minister on hold

9. AOB

- Any topics to be raised?

10. Closure

