

*Draft–* **Minutes BGA – 29 June 2020 BARIN General Assembly**  
**Confidential**

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| <b>PLACE OF MEETING</b><br>Via Skype | <b>DATE OF MEETING</b><br>29 June 2020 | <b>TIME</b><br>14.00 – 15.00 hrs.   |
| <b>MEETING NO.</b><br>02/2020        | <b>DATE OF ISSUE</b><br>01 July 2020   | <b>PAGES (incl. this page)</b><br>3 |

| <b>ITEM</b> | <b>DESCRIPTION OF ITEM</b>  | <b>By</b>          |
|-------------|---|--------------------|
| <b>1</b>    | <b>Confirmation/Changes Agenda</b>  | <b>Chairman</b>    |
| <b>1.a</b>  | <p>The Chairman opens the BARIN General Assembly at 14.03 hours with an online welcome to all starting with a few 'meeting rules'; Please mute your microphone when you are not talking and due to the full agenda, he suggests to pose questions after each agenda item.</p> <p>The highlights of today's meeting are mentioned, being an update on COVID-19, the concept Aviation Act and Finance.</p> <p>The Chairman notes that this morning we received the very sad news of the passing of Alexander Schnitger, Chairman of the Dutch Aviation Group (DAG).</p> <p>Following slide was shown.</p> <p><i>BARIN meetings are being conducted in compliance with the BARIN Provisions 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 these BARIN Provisions 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> |                    |
| <b>1.b</b>  | There are no additions to the agenda from the participants.   |                    |
| <b>2</b>    | <b>Approval of the draft Minutes BGA 14<sup>th</sup> April 2020</b>   | <b>Chairman/MF</b> |
|             | There are no comments or questions on the minutes of April 14 <sup>th</sup> , hence these are approved by the BGA without any changes.  |                    |
| <b>3</b>    | <b>Update Covid-19</b>  | <b>Chairman/MF</b> |
| <b>3a.</b>  | <p>The Chairman informs the meeting on current changes. Although The Netherlands is becoming a little bit more relaxed and airlines are revamping their operations, we are still in turmoil in an industry losing US\$ 80 billion this year as predicted.</p> <p>With the Government chipping in loans and guarantees, it is the role of BARIN to safeguard a level playing field and mentions as an example the reduction of night-flights in return for state aid.</p> <p>Also talks with other BAR's in Europe are being conducted and we can be satisfied when doing a benchmark with other European airports. We notice that the BARIN efforts to keep our costs at Schiphol under control are bearing fruit. The letter sent by Schiphol/Jabine van der Meijs dated 15<sup>th</sup> June 2020 with an offer to continue support as follows was well received: 25% reduction in LTO-charges up until December 31st 2020; credit facility is extended; free of charge parking of aircraft at the airport.</p>   |                    |
| <b>3b.</b>  | <p>We have worked together with Schiphol to offer a webinar on the scaling up of operations at the airport as recently started. Webinar will be held right after this meeting to start at 3 pm.</p> <p>A question comes from IR/Levon Sarkissians on the rules of regular flight vs. special/repatriation flights to countries outside EU. This question was tackled later on in the webinar with following answer from David van der Meer; "Rules are set by EU in accordance with the EASA-guidelines stipulating that all travel to 3<sup>rd</sup> countries outside the EU is a) only permitted when essential and b) rules are the same for all carriers."</p> <p>Furthermore, SG-JH reports that BARIN continues to keep pressure on the EU by sending a letter later this week to EU Director-General for Transport and Mobility, Mr. Henrik Hololei to request the continuation of the alleviation of the EU-slot rule on the 80/20 use of slot into Winter 20/21.</p>  |                    |
|             | <b>4x4 Strategic Priorities</b>   | <b>Chairman/MF</b> |

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|   | <p>The Chairman notes that especially during these difficult times it is of utmost importance to focus on our priorities and to reorganize BARIN; we have limited resources and therefore we need to be very cost-conscious.</p> <p>BARIN will have to become even more active in priorities A. (Airport dealings) and we will continue to keep a critical view on the airport operations and expenses. For B. (Government Affairs etc.) we need to step up our ambitions with a more active industry lobby.</p> <p>Priority C. (Membership Engagement) is where the members come in; we are actively pursuing more input from the members, both in the meetings and in the Executive Board. With Asian carriers forming a large part of our membership we hope to see an Asian carrier joining the BEB in due time.</p> <p>At the same time we want to offer more added value to your membership and we will be sending you surveys in order to get your input with the aim to enlarge the membership engagement.</p> <p>In item D. (Income and Cost) we will be very critical at costs for BARIN but also for the member airlines and therefore we have submitted a proposal for the membership fees which will be discussed under item 7. Finance.</p> <p>All-in-all this document serves as a framework for the year to come and should be a live document. SG-JH adds that all input from members is welcome and valuable. If you miss a priority, please do not hesitate to contact us.</p> <p>Members adopt this approach as no questions or remarks are submitted.</p>   |                     |
| 5 | <b>Concept Aviation Act 2020-2050</b>  | <b>Secr. Gen/JH</b> |
|   | <p>The Chairman kicks off by stating that the concept Aviation Act covers a long period but our view is that it is a balanced vision for the years to come. Chairman states that he is proud that BARIN together with other stakeholders have played an important role in de creation of this document. Chariman asks SG-JH to elucidate on the Aviation Act.</p> <p>SG-JH mentions that an excerpt of the 66-page document has been submitted at the BARIN website for this meeting. The process is as follows:</p> <p>What we have now is still a concept and all stakeholders can submit their views (“<i>indienen Zienswijze</i>”) no later than 9<sup>th</sup> July. BARIN will -in orchestration with sector parties- submit her view as well. Before the end of this year the Aviation Act should be final and presented to the House of Representatives (Tweede Kamer).</p> <p>The Aviation Act is built on 4 pillars, being:</p> <ol style="list-style-type: none"> <li>1. Safe Aviation – Safety and Security remain top priority 1 without any compromise.</li> <li>2. Good Connectivity - A strong network of destinations keeping The Netherlands connected with the world is the backbone of our economy and therefore our welfare and wellbeing.</li> <li>3. A Healthy and Safe Living Environment – Reduction of hindrance such as noise and emissions of greenhouse gasses and a reduction of night movements should improve the living environment.</li> <li>4. Sustainable Aviation – Reduction of emissions both on the ground and in the air should lead to a sustainable model which should allow conditional growth in air traffic movements beyond the current 500K limit.</li> </ol> <p>He thanks Melchior Looijen/HV of making the excerpt. Should anyone wish to receive the full 66-page document (in Dutch), please contact <a href="mailto:joosthasperhoven@barin.nl">joosthasperhoven@barin.nl</a>.</p> |                     |
| 6 | <b>Amsterdam Airport Schiphol</b>  | <b>Chairman</b>     |
|   | <p>The Chairman reports that we have come to a critical moment in time facing unprecedented financial challenges. Subsequently, we have met many times with the Schiphol Management to reassess their investment portfolio by either delaying projects, canceling projects or retendering projects still to be started. The discussions for the coming years will be critical and intense.</p> <p>The public awareness is that the airport pays for the infrastructure not realizing that it is the airlines who end up picking up the bill eventually. And this is something the airport not always realizes/portrays to the outside world. We cannot allow Schiphol to be too relaxed about this although we do understand that some projects cannot be stopped. The Chairman asks SG-JH to elucidate on the process:</p> <p>SG-JH explains that we have a 3-year consultation period where Landing- and Take-Off Charges (LTO-charges) are set once for a three-year period; this is stipulated by law. Every year the Airport organizes an Update Meeting for the airlines in September (this year 21 Sep 20) with a pre-meeting (with BARIN, IATA and the 4 Dutch AOC-holders) in August.</p>   |                     |

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|          | <p>This year however we have met with the Airport in April and May and the next meeting will be held on July 1<sup>st</sup>, in order to go through the entire portfolio of projects of which we -as users- feel that the Airport should mitigate expenses in order to reduce costs for the airlines. These talks are critical as all these costs directly contribute to your bottom-line.</p> <p>Should anyone wish to join the 21<sup>st</sup> September meeting on the Update Investment Portfolios but having missed the invite from Schiphol, please contact <a href="mailto:joosthasperhoven@barin.nl">joosthasperhoven@barin.nl</a> directly.</p> <p>The Chairman gives an example about a € 60 m project where on one hand costs-savings are being presented but on the other hand additional costs are being added via the backdoor.</p> <p>There are no questions from the membership.</p>   |                      |
| <b>7</b> | <b>Finance</b>   | <b>Treasurer/JPD</b> |
|          | <p>Due to the unforeseen absence of the Treasurer, the Chairman handles this topic.</p> <p>We still have 3 airlines with outstanding membership dues for 2020 and these are strongly requested to fulfill their financial obligations. Preferred suppliers will be invoiced in September so their contribution also still needs to come in.</p> <p>At the same time we see the financial struggle in our industry which means that also BARIN needs to save costs. We are doing this by cost-savings on remunerations and on the costs of our back-office function. We are also saving costs in 2020 on events which are not being organized.</p> <p>We had already announced in the November 2019 BGA that after 10 years of no increases in membership fees we were going to look for an increase in fees in 2021. We do realize that this is not an option in the current circumstances. Instead we have submitted a letter (document 5) in which we suggest to keep the 2021 membership fees equal to 2020 where simultaneously we offer a 10% discount on the 2021 fees for those airlines interested. Please let us know by 30 November if you need to make use of this facility.</p> <p>Question comes from LH/Roberto Mamone, who asks for a clarification on the exact implementation and SG-JH confirms that a 10% discount can be offered on the 2020 fees for the membership-year 2021. The Chairman adds that we offer it as a token of appreciation for all airlines in these difficult times.</p> |                      |
| <b>8</b> | <b>AOB</b>   | <b>All</b>           |
|          | No other subjects come to the table.   |                      |
| <b>9</b> | <b>Closing</b>   | <b>Chairman</b>      |
|          | <p>The Chairman closes the meeting by stating that he hopes to see a physical meeting again in September with Dutch delights 'bitterballen' and beer!</p> <p>He wishes everybody the best of luck with the restart and up-gauge of operations over the Summer.</p> <p>The meeting is closed at 14:55 hrs.</p>  |                      |

**Next BARIN Event:**

23 SEP 20 BARIN General Assembly (date may change and location is still to be advised)