



Schiphol-KLM study sheds light on opportunities and threats facing the mainport

Joint press release Schiphol Group and KLM

Press release

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The findings of a study conducted by McKinsey & Company and the Boston Consulting Group were revealed at Schiphol today. Schiphol Group and KLM commissioned the agencies to compile an inventory of opportunities and threats within the context of retaining the mainport's critical success factors in the foreseeable future. The study consists of four subsections: current market trends, the airport's business model, the impact of structural airline adjustments proposed last year, and the impact of such fare structure adjustments on the business community in the Netherlands.

The study clarifies what the parties should continue to focus on. The main points include connecting the Netherlands with the rest of the world through Mainport Schiphol and preserving the settings for companies established on Dutch soil – and, in so doing, guaranteeing future employment opportunities. The study conducted by the Boston Consulting Group and McKinsey & Company underscores the importance of cooperation between all the respective parties responsible for making Mainport Schiphol into one of Europe's four main hubs. KLM and Schiphol are its two strongest pillars.

KLM and Schiphol support the position of the researchers. Peter Hartman, KLM President & CEO: "Schiphol and KLM strengthen one another. KLM supplies the network and the lion's share of destinations served by the mainport, and Schiphol provides a top-notch infrastructure."

Jos Nijhuis, President of Schiphol Group: "Of course new entrants keep the market on its toes and are important to the mainport if they add new destinations or new passengers to the network. Healthy competition serves to retain and expand the network."

Hartman: "At the same time, though, the future of our transfer-driven network must be secured. The airport doesn't have unlimited capacity; we must act with due care. For this reason, the airport's role as a mainport is always a top priority."

The most important conclusion drawn by the report, as asserted by Hartman and Nijhuis, is that the mainport's successful earnings model can only be sustained if all the respective parties benefit from the opportunities and face the threats together. The report also concludes that fare structures can only be changed with due care, so as to safeguard the long-term economic and social interests of the business community in the Netherlands.

Based on the report's findings and the aviation memorandum, Schiphol, KLM and the other parties will together have to make choices in order to secure the future position of the mainport. In order to continue to operate successfully, we will need to add more emerging economies to our network and maintain competitive prices and quality in the years ahead. Nijhuis emphasises: "We all have our work cut out for us – Schiphol, KLM and the other parties. This will require everyone involved to adopt an open stance." KLM and Schiphol must continue to be a driving innovative force in the fields of hub competition and sustainability.

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