

To: [redacted]@minfin.nl [redacted]@minfin.nl; [redacted], [redacted] (FIN/DEELN) [redacted]@minfin.nl; [redacted], [redacted] (FIN/DEELN) [redacted]@minfin.nl
From: [redacted], [redacted] (FIN/DEELN)
Sent: Thur 10/15/2020 2:43:55 PM
Importance: Normal
Subject: FW: Follow-up call tomorrow
MAIL_RECEIVED: Thur 10/15/2020 2:43:57 PM

.....
Fyi - mbt arbeidsvoorwaarden is PA met KLM in contact.

Van: [redacted]
Verzonden: woensdag 14 oktober 2020 14:00
Aan: [redacted] KLM; [redacted] - KLM
CC: [redacted]; [redacted]; [redacted], [redacted] (FIN/DEELN); [redacted]; [redacted], [redacted] (FIN/DEELN) - KLM; [redacted] - KLM; [redacted], [redacted] - KLM
Onderwerp: RE: Follow-up call tomorrow

Dear [redacted] and [redacted]

Thank you both again for your time this morning for a very informative and productive call.

As discussed, in summary, we look forward to receiving the following in follow up:

10.1.c en 10.2.g

Very happy to discuss anything again if need be.

Thanks in advance and kind regards.

[redacted]
[redacted] (part of PA Consulting Group) | 10 Bressenden Place, London SW1E 5DN, United Kingdom
M: [redacted] DD: [redacted] | [redacted]@paconsulting.com
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From: [redacted] - KLM <[redacted]@klm.com>
Sent: Wed 14 October 2020 07:52
To: [redacted] <[redacted]@PACONSULTING.COM> [redacted] - KLM <[redacted]@KLM.COM>; [redacted] - KLM <[redacted]@KLM.COM> [redacted] - KLM <[redacted]@KLM.COM>

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Cc: 10.2.e <10.2.e@PACONSULTING.COM>; 10.2.e <10.2.e@PACONSULTING.COM>; 10.2.e, 10.2.e
(10.2.e, 10.2.e (FIN/DEELN) <10.2.e@minfin.nl>; 10.2.e <10.2.e@PACONSULTING.COM>; 10.2.e,
10.2.e, 10.2.e) - KLM <10.2.e@klm.com>

Subject: RE: Follow-up call tomorrow

Perfect.

From: 10.2.e <10.2.e@PACONSULTING.COM>

Sent: Tuesday, October 13, 2020 22:42

To: 10.2.e, 10.2.e - KLM <10.2.e@klm.com>; 10.2.e, 10.2.e - KLM <10.2.e@KLM.COM>; 10.2.e, 10.2.e
<10.2.e@KLM.COM>; 10.2.e, 10.2.e - KLM <10.2.e@KLM.COM>

Cc: 10.2.e <10.2.e@PACONSULTING.COM>; 10.2.e <10.2.e@PACONSULTING.COM>; 10.2.e, 10.2.e
(10.2.e, 10.2.e (FIN/DEELN) <10.2.e@minfin.nl>; 10.2.e <10.2.e@PACONSULTING.COM>; 10.2.e,
10.2.e, 10.2.e) - KLM <10.2.e@klm.com>

Subject: RE: Follow-up call tomorrow

10.2.e

11.00 – 12.00 CET (10am UK) is fine for our team too.

We will forward a Teams invite and dial in.

Thanks.

10.2.e

From: 10.2.e, 10.2.e - KLM <10.2.e@klm.com>

Sent: Tue 13 October 2020 19:20

To: 10.2.e, 10.2.e, 10.2.e - KLM <10.2.e@KLM.COM>; 10.2.e, 10.2.e @PACONSULTING.COM>; 10.2.e, 10.2.e - KLM
<10.2.e@KLM.COM>; 10.2.e, 10.2.e - KLM <10.2.e@KLM.COM>

Cc: 10.2.e <10.2.e@PACONSULTING.COM>; 10.2.e <10.2.e@PACONSULTING.COM>; 10.2.e, 10.2.e
(10.2.e, 10.2.e (FIN/DEELN) <10.2.e@minfin.nl>; 10.2.e <10.2.e@PACONSULTING.COM>; 10.2.e,
10.2.e, 10.2.e) - KLM <10.2.e@klm.com>

Subject: RE: Follow-up call tomorrow

10.2.e

I just checked our schedules, 10.2.e and I are available from 11 to 12 tomorrow (our time).

Can you please confirm that this works for you and your team.

Thanks.

10.2.e

From: 10.2.e, 10.2.e - KLM <10.2.e@KLM.COM>

Sent: Tuesday, October 13, 2020 18:22

To: 10.2.e <10.2.e@PACONSULTING.COM>; 10.2.e, 10.2.e - KLM <10.2.e@klm.com>; 10.2.e, 10.2.e - KLM
<10.2.e@KLM.COM>

Cc: 10.2.e, 10.2.e @PACONSULTING.COM>; 10.2.e <10.2.e@PACONSULTING.COM>; 10.2.e, 10.2.e
(10.2.e, 10.2.e (FIN/DEELN) <10.2.e@minfin.nl>; 10.2.e <10.2.e@PACONSULTING.COM>; 10.2.e,
10.2.e, 10.2.e) - KLM <10.2.e@klm.com>

Subject: Re: Follow-up call tomorrow

10.2.e

Just to clarify.

10.1.c en 10.2.g

And we have, preliminary, included this for the full period.

Regards

0.2.e

[Outlook voor iOS](#) downloaden

Van: 10.2.e <10.2.e@PACONSULTING.COM>

Verzonden: dinsdag, oktober 13, 2020 5:58 PM

Aan: 10.2.e <10.2.e@KLM>; 10.2.e <10.2.e@KLM>; 10.2.e <10.2.e@KLM>

CC: 10.2.e <10.2.e@KLM>; 10.2.e <10.2.e@KLM>; 10.2.e <10.2.e@KLM>; 10.2.e (FIN/DEELN); 10.2.e <10.2.e@KLM>; 10.2.e <10.2.e@KLM>; 10.2.e <10.2.e@KLM>; 10.2.e <10.2.e@KLM>

Onderwerp: RE: Follow-up call tomorrow

0.2.g

Thank you for your comments and analysis of fuel. We will consider overnight and share some of our analysis with you before our follow up call tomorrow.

As discussed we also look forward to receiving your calculation of the 'gap' in each year of the plan (2021 to 2025) between the following:

1. The total cost impact (vs 2019) of KLM's commitment to meet the Employment Conditions (6.1) in the Framework Agreement, and;
2. The total cost impact (vs 2019) of what is built into the Restructuring Plan i.e. the financial forecasts.

10.1.c en 10.2.g

Hope this clarification of the question we are asking helps.

Best regards.

10.2.e

From: 10.2.e <10.2.e@KLM>; 10.2.e <10.2.e@KLM>

Sent: Tue 13 October 2020 15:48

To: 10.2.e <10.2.e@PACONSULTING.COM>; 10.2.e <10.2.e@KLM>; 10.2.e <10.2.e@KLM>; 10.2.e <10.2.e@KLM>; 10.2.e <10.2.e@KLM>; 10.2.e <10.2.e@KLM>; 10.2.e <10.2.e@KLM>; 10.2.e <10.2.e@KLM>

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Subject: RE: Follow-up call tomorrow

10.2.e

As follow up from our call:

For us the key elements are

- | | |
|----|------------------|
| 1. | |
| 2. | |
| 3. | |
| 4. | 10.1.c en 10.2.g |
| 5. | |
| 6. | |
| 7. | |

Please find attached the analysis on Fuel/RASK. My key point would be

- | | |
|----|------------------|
| 8. | |
| 9. | |
| 10 | 10.2.g en 10.1.c |
| 11 | |
| 12 | |

Hope this helps

Regards, 10.2.e

From: 10.2.e <10.2.e@PACONSULTING.COM>
Sent: Tuesday, October 13, 2020 12:19 AM
To: 10.2.e <10.2.e@KLM> <10.2.e@KLM.COM>; 10.2.e <10.2.e@klm.com>; 10.2.e <10.2.e@KLM.COM>
Cc: 10.2.e <10.2.e@PACONSULTING.COM>; 10.2.e <10.2.e@PACONSULTING.COM>; 10.2.e <10.2.e@minfin.nl> <10.2.e@PACONSULTING.COM>; 10.2.e <10.2.e@klm.com>
Subject: RE: Follow-up call tomorrow

Dear 10.2.e 10.2.e and 10.2.e,

A follow up meeting has been arranged for tomorrow at 15-00 to 16:00 (CET).

As promised please find attached some specific questions we would like to cover on tomorrow's call. We have already covered some of these issues at a higher level on previous calls. However, we have been asked to seek greater clarity of understanding on these areas specifically.

We will be guided by you on how best to cover the various points in the time available.

Thanks and kind regards.

10.2.e
10.2.e (part of PA Consulting Group) | 10 Bressenden Place, London SW1E 5DN, United Kingdom
M: 10.2.e | DD: 10.2.e 10.2.e @paconsulting.com
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1000869



From: 10.2.e, 10.2.e (10.2.e (10.2.e)) - KLM <10.2.e@klm.com>
Sent: Mon 12 October 2020 14:22
To: 10.2.e, 10.2.e@PACONSULTING.COM>; 10.2.e (10.2.e) - KLM <10.2.e@KLM.COM>
Cc: 10.2.e, 10.2.e@PACONSULTING.COM>; 10.2.e (10.2.e@PACONSULTING.COM> 10.2.e
<10.2.e@PACONSULTING.COM>; 10.2.e, 10.2.e (10.2.e) (10.2.e (FIN/DEELN) <10.2.e@minfin.nl>
Subject: RE: Follow-up call tomorrow

Dear 10.2.e

Thanks – I ask to follow up on your request and find a suitable moment tomorrow.

Please note that we had a discussion this morning with FIN / 10.2.e 10.2.e c.s., where we agreed that for the questions relating to labor conditions, it could be helpful to have a discussion in Dutch.

This will be discussed with you by 10.2.e (I cc-ed him to this email).

As regards the procurement initiatives, I think a discussion with 10.2.e and 10.2.e will suffice.

Best regards, 10.2.e

From: 10.2.e (10.2.e@PACONSULTING.COM>
Sent: Monday, October 12, 2020 2:51 PM
To: 10.2.e, 10.2.e (10.2.e (10.2.e)) - KLM <10.2.e@klm.com>; 10.2.e (10.2.e) - KLM <10.2.e@KLM.COM>
Cc: 10.2.e, 10.2.e@PACONSULTING.COM> 10.2.e (10.2.e@PACONSULTING.COM> 10.2.e
<10.2.e@PACONSULTING.COM>
Subject: Follow-up call tomorrow

Hi 10.2.e, 10.2.e

Hope you're both well, and had a decent weekend.

If possible, we would like to arrange a call with 10.2.e 10.2.e and 10.2.e for 75-90 minutes tomorrow (Tuesday) to cover a few follow-up items on both the labour agreements reached and the next round of discussions on the CLAs wef 2022 plus the procurement initiatives in the RP. From PA, it would be 10.2.e 10.2.e 10.2.e and me. Could you let me know availability, and we will do our very best to fit in around you.

In advance of the call, we will as before circulate an agenda of points and specific questions we would like to discuss. With respect to procurement initiative questions - if you're happy that 10.2.e and 10.2.e can cover this, that's fine. If not, please feel free to invite the Head of Procurement onto the call for (say) 30 minutes at the end.

Best regards, 10.2.e

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