



# Update on BAA's London airports

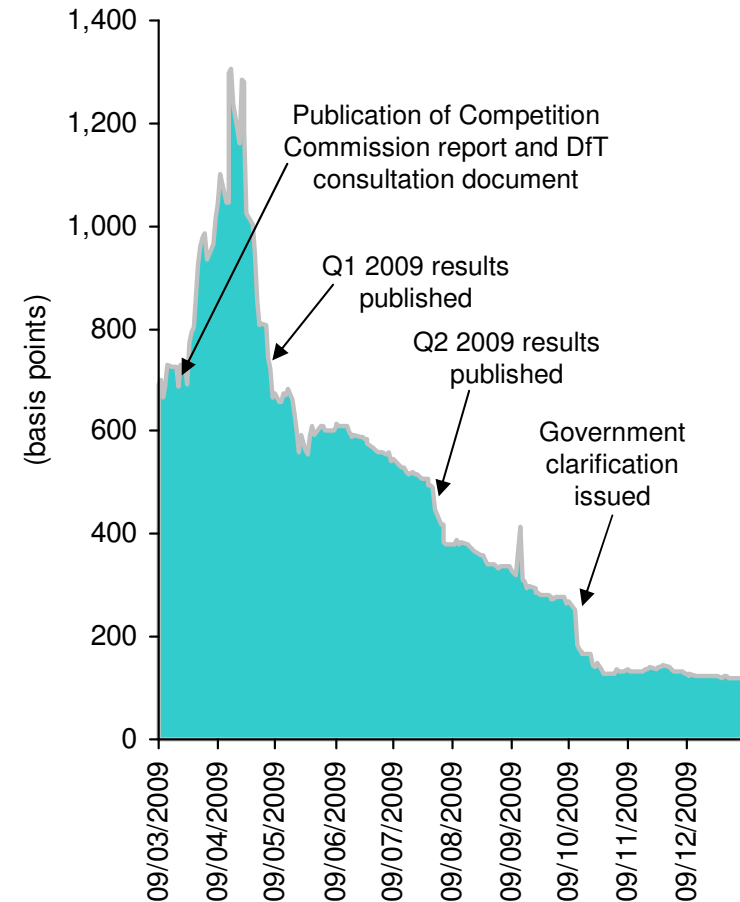
Presentation to Merrill Lynch conference  
'What drives European credit spreads 2010?'

13 January 2010

# Recent positive momentum

- Gatwick sale
- £500 million equity commitment
- £935 million bond issues
- Resilient traffic and financials
- UK government has addressed creditor sensitive issues

BAA 5 year CDS price  
(March 2009 - January 2010)



Source: Bloomberg/BAA

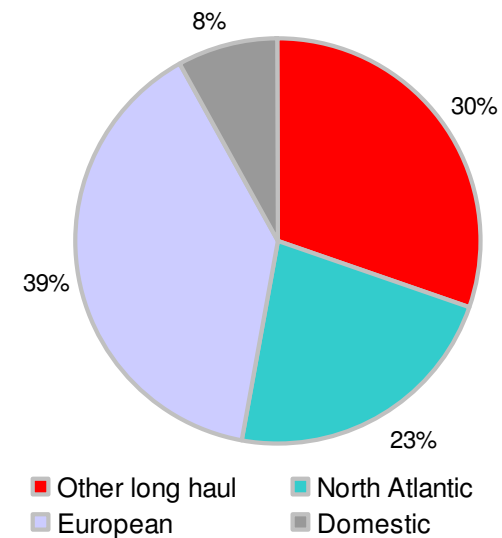
# Credit profile

- Based on Heathrow
  - world's largest international airport
  - regulated revenues
  - resilient operational and financial performance
- Strong creditor protections
  - first ranking security
  - operational and financial triggers and covenants
  - regular information flow
  - significant liquidity enhancements

# Heathrow – the world’s largest international airport

- Ranked first in Europe and third globally in passenger numbers
- Sustained growth in emerging market long haul routes
- Diverse passenger and airline mix

Heathrow passenger traffic by origin/destination in nine months ended 30 September 2009

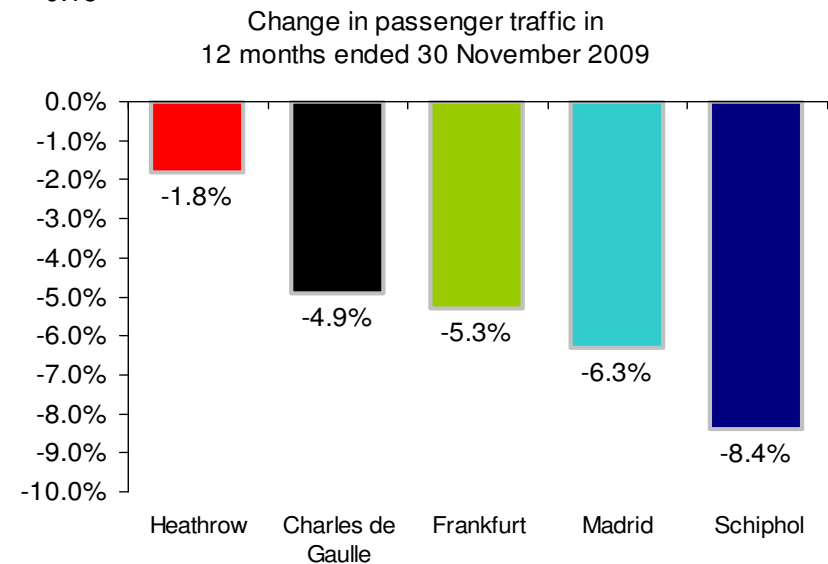
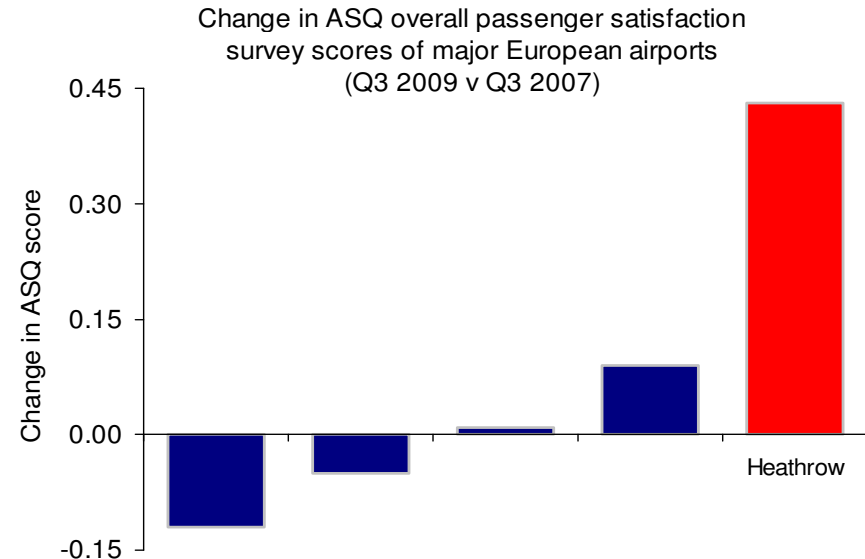


**“In the current environment, it is difficult to argue we should go out and acquire these slots...having said that, it may be the only opportunity we ever get.”**

Willie Walsh, BA CEO quoted in “BA eyes BMI’s Heathrow slots”  
(Source: Financial Times, 26 May 2009)

# Heathrow outperforming its competitors

- Operational focus underpinning improved performance
- Strong EBITDA growth
  - tariff profile
  - resilient passenger numbers
  - retail growth through the recession
- Continuing investment to enhance competitive position



# Continuing investment to enhance competitive position

- Approximately £600 million spent at Heathrow in first nine months of 2009
  - improving operations whilst progressing 'brownfield' investment
  - enabling works for new Terminal 2
  - airline moves to refurbished Terminal 4
  - integrated baggage system progresses
  - Terminal 5C on track to open early 2011



## Growing Heathrow's capacity

- Current constraint is in runway rather than terminal capacity
- Scope to grow capacity towards 90 million passengers per annum even before third runway including through
  - increased load factors and capacity utilisation
    - average 2009 load factor was 73.5% - each percentage point increase would add 0.9 million passengers per annum
    - as load factors improve, utilisation of 4% unused slots could add further 3 million passenger per annum
  - increased use of larger aircraft
    - A380 alone should add 2-3 million passengers annually over next 5-7 years
- Longer term, third runway could increase annual capacity to around 130 million passengers




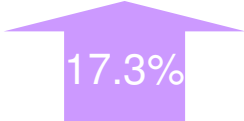


# Recent passenger traffic trends suggest the worst is over

	3 months ended				Year ended 31 December 2009
	31 March 2009	30 June 2009	30 September 2009	31 December 2009	
<b>By airport</b>					
Heathrow	-6.4%	-1.5%	0.3%	1.1%	-1.5%
Stansted	-14.6%	-14.2%	-8.3%	-5.7%	-10.7%
<b>Total</b>	<b>-8.3%</b>	<b>-4.8%</b>	<b>-2.0%</b>	<b>-0.5%</b>	<b>-3.8%</b>
<b>By market served</b>					
UK	-12.5%	-9.1%	-8.9%	-7.8%	-9.6%
Europe	-11.7%	-6.6%	-3.9%	-0.4%	-5.6%
Long haul	-3.0%	-1.4%	2.2%	1.1%	-0.2%
<b>Total</b>	<b>-8.3%</b>	<b>-4.8%</b>	<b>-2.0%</b>	<b>-0.5%</b>	<b>-3.8%</b>

- 1) Percentage changes are relative to same period in 2008
- 2) European traffic includes North African charter traffic

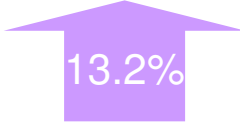
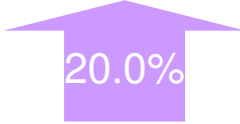
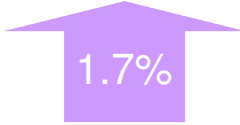
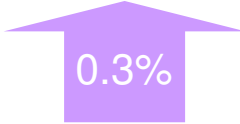
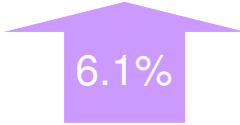
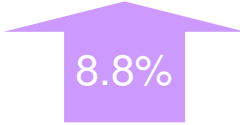


# Resilient recent financial performance

(figures in £m and include Gatwick unless otherwise stated)	2008	2009	Change
Turnover	1,715.5	<b>1,846.0</b>	 7.6%
Operating costs	1,029.3	<b>1,041.4</b>	 1.2%
Adjusted operating costs	1,029.3	<b>993.4</b>	 -3.5%
Adjusted EBITDA	686.2	<b>804.6</b>	 17.3%
Net debt	9,426.0	<b>9,771.0</b>	 3.7%
RAB (Regulatory Asset Base)	12,470.2	<b>13,155.7</b>	 5.5%

- 1) Based on consolidated financial results of BAA (SP) Limited for nine months ended 30 September 2009
- 2) Operating costs exclude exceptional items and depreciation and, in addition, adjusted operating costs calculated on a like for like basis
- 3) Adjusted EBITDA is earnings before interest, tax, depreciation and amortisation and exceptional items
- 4) Net debt reflects nominal debt excluding intra-BAA group loans and including index-linked derivative accretion
- 5) 2008 net debt and RAB figures are as at 31 December 2008

# Revenue growth led by revised tariffs and retail

(figures in £m and include Gatwick unless otherwise stated)	2008	2009	Change
Aeronautical income	894.8	<b>1,013.3</b>	 13.2%
Aeronautical income (Heathrow)	603.1	<b>723.7</b>	 20.0%
Gross retail income	449.8	<b>457.4</b>	 1.7%
Net retail income	419.9	<b>421.1</b>	 0.3%
NRI per passenger	£4.37	<b>£4.64</b>	 6.1%
NRI per passenger (Heathrow)	£4.52	<b>£4.92</b>	 8.8%

- 1) Based on consolidated financial results of BAA (SP) Limited for nine months ended 30 September 2009
- 2) NRI is net retail income which is gross retail income less retail expenditure

## Strengthened liquidity position

- Proceeds from Gatwick sale and recent bond issues used to prepay bank refinancing facility maturities
  - 2010 maturity in full
  - majority of 2011 maturity
  - part of 2013 maturity
- Substantial liquidity with £2.3 billion in cash/undrawn facilities at September 2009
- Additional £600 million in standby liquidity facilities (to be reduced shortly to reflect Gatwick sale)
- Business strongly cash generative with over £375 million of post-interest cash flow in first nine months of 2009

## 2010 traffic outlook

- Forecast 86.8 million passengers at Heathrow and Stansted in 2010, 1% up on 85.9 million 2009 outturn
- At Heathrow, recent traffic recovery expected to continue
  - origin and destination traffic replacing transfer traffic as driver of growth
  - emerging market long haul routes (e.g. India, China and South America) continuing to outperform
- At Stansted, expecting growth from second half

## 2010 financial outlook

- 2010 revenue forecast to increase 6% to £2,087 million
  - aeronautical income per passenger: +4% at Heathrow; -1% at Stansted
  - net retail income per passenger: +8%
- Operating costs +3% (headline) or -1% (underlying)
  - adjusting for higher pension costs and central costs reallocated from Gatwick
- Net debt forecast to increase £0.5 billion with capital expenditure of £1.0 billion

BAA (SP) Limited 2010 forecast compared with 2009 latest estimate

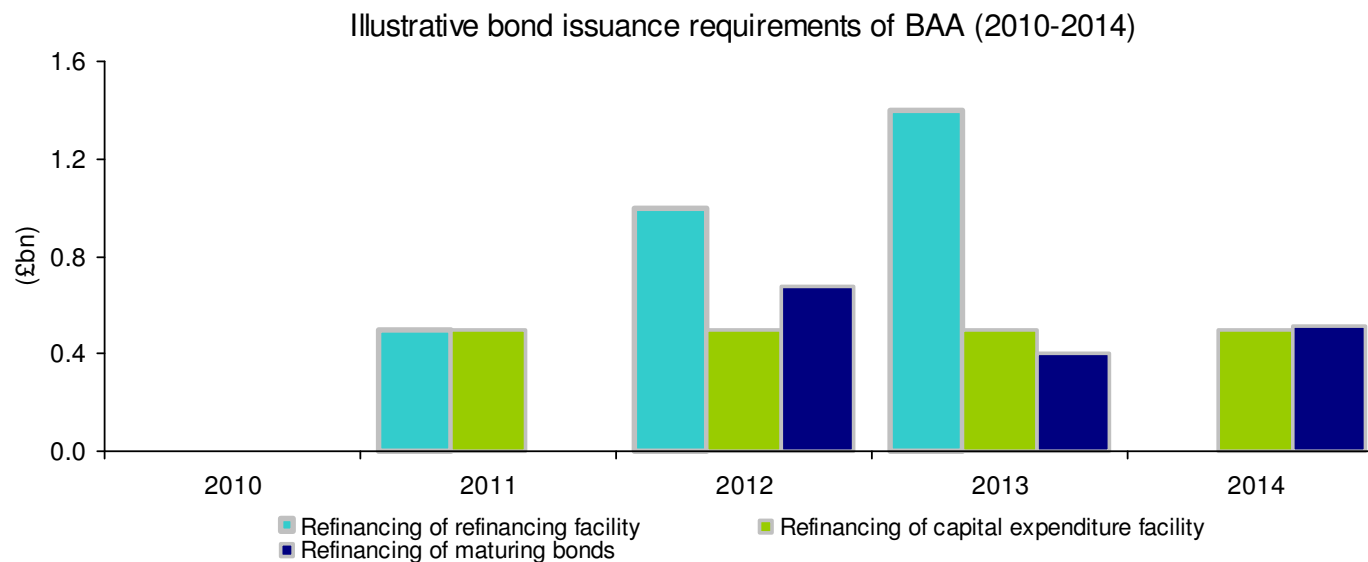
	2010	2009 <sup>(1)</sup>	Change
Revenue	2,087	1,962	6%
Adjusted Operating Costs	(1,131)	(1,099)	(3%)
Adjusted EBITDA	956	863	11%
Net debt	9,103	8,633	5%
Regulatory Asset Base	12,475	11,572	8%
Gearing ratio (total)	0.730	0.746	n/a
Gearing ratio (senior)	0.683	0.689	n/a
Cashflow from operations	655	782	(16%)
Net interest paid	366	486	(25%)
Interest cover ratio (total)	1.79	1.61	n/a
Interest cover ratio (senior)	2.07	1.75	n/a

1) 2009 figures exclude Gatwick except for cashflow from operations, net interest paid and interest cover ratios

2) Figures in £m other than gearing and interest cover ratios

# Financing strategy

- Ongoing refinancing of bank debt
- Capital markets issuance likely to focus initially on £/€ conventional bonds and £ index-linked
- Refinancing of holding company subordinated debt



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