

# BAA (SP) Limited

Results for three months ended 31 March 2010

April 2010



- Strong financial performance
- Solid operational performance despite terrorism, snow and strikes
- Strategic issues stable since rapid developments of Q4 2009
- £28 million post-Q1 one-off impact of volcano

### Q1 2010 highlights

#### Traffic and retail performance

Total passenger traffic	+0.2%
Heathrow passenger traffic	+1.6%
Heathrow underlying traffic	+3.0%
NRI per passenger	+10.7%

#### Key financial highlights

Revenue	+5.5%
Adjusted EBITDA	+3.3%
Underlying Adjusted EBITDA	+18.7%

#### **Investment and financing**

Capital expenditure	£208.0m
Net debt	£8,612.2m
RAB	£12,034.0m

See page 20 for notes and defined terms



# Eyjafjallajøkull

- London airports closed from 1200hrs on 15 April to 2200hrs on 20 April
- Normal airline schedules re-established from 22 April
- April passenger traffic impact (up to 25 April vs 2009)
  - Heathrow: -1.2 million
  - Stansted: -0.4 million
- Estimated £28 million Adjusted EBITDA reduction
  - 3% of 2009 Adjusted EBITDA
- Strong liquidity position

...thanks for the superb support in the terminal with your people supporting all airlines with direct customer communications...
(Top 5 Heathrow airline)

Other airport websites should look at yours to get an idea of how best to inform passengers.

Excellent job!

(Passenger feedback on www.heathrowairport.com)

Your support, consistency of information, hard work and tireless efforts were much appreciated and went a long way to help us plan as best as possible.

(Top 5 Heathrow airline)

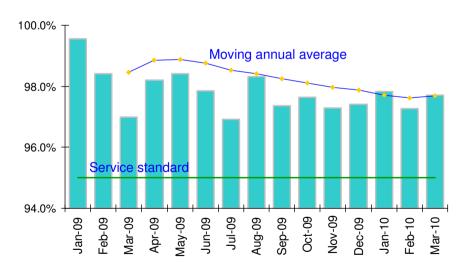
You guys have been great.
Keep up the good work in
informing us. I wish other
organisations were as
responsive.
(Feedback on Heathrow
Twitter page)

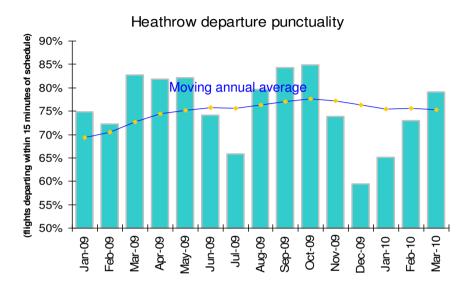


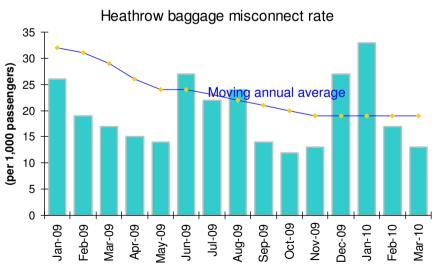
## Solid service performance despite external pressures

- Key external influences on Q1 2010 service standards:
  - Delta 253
  - severe winter weather
  - BA industrial action

Heathrow security queuing (<5 minutes)









# Capital transformation programme progressing

- Heathrow (£203.0 million spent)
  - improving operations whilst progressing 'brownfield' investment
  - some disruption from severe winter weather
  - demolition of old Terminal 2 commenced and to be complete by end 2010
  - Terminal 5C on track to open early 2011
  - integrated baggage system progresses
  - 4 airline relocations completed
- Stansted (£5.0 million spent)
  - modest investment on modernising existing infrastructure in current quinquennium







### Passenger traffic trends continue to improve

- Passenger traffic up 0.2% to 18.6 million (2009: 18.5 million)
- Year on year comparison complicated by
  - winter weather in both years
  - BA industrial action
- Underlying performance
  - Heathrow: +3.0%
  - total: +1.1%
- Return of origin and destination traffic at Heathrow
  - benefits retail and rail income

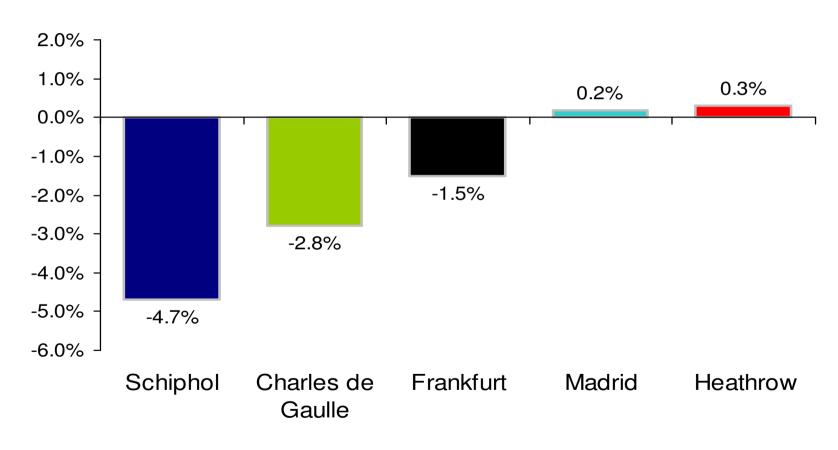
Passenger tr	•	2010 v Q	•
		2010 (m)	Change
By airport	777		
Heathrow	14.4	14.6	+1.6%
Stansted	4.1	3.9	-4.7%
Total	18.5	18.6	+0.2%
By market serv	ed		
UK	1.6	1.5	-7.6%
Europe	9.1	9.1	+0.3%
Long haul	7.8	7.9	+1.7%
Total	18.5	18.6	+0.2%

See page 20 for notes and defined terms



# Heathrow's performance remains resilient

#### Change in passenger traffic in year ended 31 March 2010





# Key priorities

# Making every journey better

### **Focus on Heathrow**

Address policy and regulatory issues



# A good start to 2010

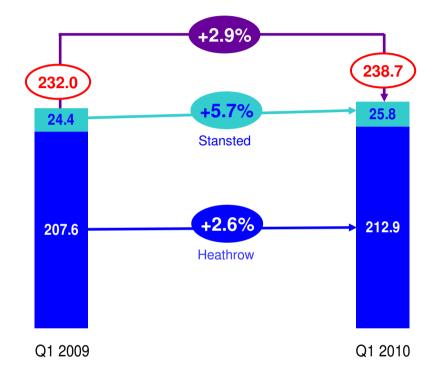
(figures in £m)	Q1 2009	Q1 2010	Change
Turnover	432.2	456.1	+5.5%
Adjusted operating costs	263.7	282.0	+6.9%
Adjusted EBITDA	168.5	174.1	+3.3%
Underlying Adjusted EBITDA	147.1	174.6	+18.7%
Net debt	8,579.0	8,612.2	+0.4%
RAB (Regulatory Asset Base)	11,743.9	12,034.0	+2.5%

See page 20 for notes and defined terms



# Aeronautical income continues to grow

- Increased aeronautical income supports substantial investment
  - 2.9% reported growth
  - 8.7% underlying growth
- Heathrow up underlying 9.1%
- Underlying growth adjusts for £12.5 million of Q1 2009 income due to phasing of tariff increases





#### An excellent start to 2010 for retail

 Net retail income per passenger up 10.7% to £5.15

Heathrow: +11.3%

Stansted: +5.6%

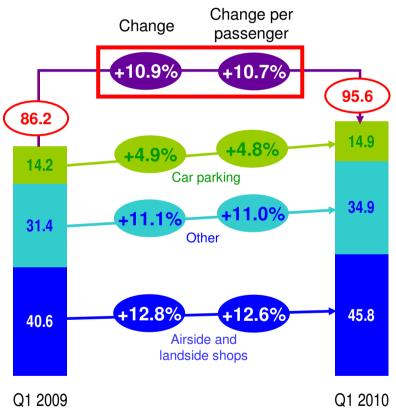
### Key growth categories

- duty and tax free
- airside specialist shops
- bureaux de change
- catering

### Key growth drivers

- increased Heathrow origin and destination traffic
- improved passenger experience from relocating airlines to Terminal 4
- luxury goods demand

#### Analysis of underlying net retail income



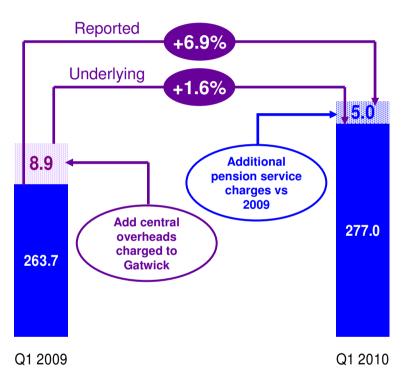
See page 20 for notes and defined terms



# Underlying cost discipline maintained

- Adjusted operating costs up 6.9%
- Key drivers
  - employment non-cash pension service costs
  - intra-group central overhead re-allocation from Gatwick
  - utilities electricity unit costs
- Underlying adjusted operating costs up 1.6%

#### Analysis of adjusted operating costs



See page 20 for notes and defined terms



# Significant reduction in non-cash exceptional items and fair value adjustments

	Q1 2009 (£m)	Q1 2010 (£m)
Exceptional item: share of change in BAA Airports pension scheme deficit	21.5	38.5
Exceptional item: accelerated depreciation on Heathrow Terminal 1/2	24.1	14.0
Fair value loss on financial instruments	165.0	15.0
Other exceptional items	0.0	2.1
Total	210.6	69.6



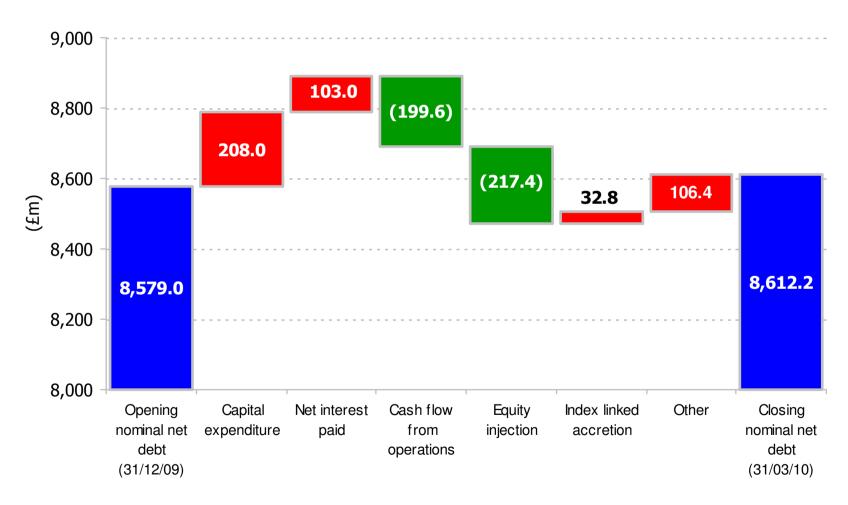
# Interest payable and interest paid reconciliation

	Q1 2009		Q1 2010	
(figures in £m)	Total	SP debenture	External debt	Total
Net interest payable (profit and loss account)	(327.2)	(18.7)	(177.3)	(196.0)
Fair value loss on financial instruments	165.0	0.0	15.0	15.0
Net interest payable net of fair value loss/(gain)	(162.2)	(18.7)	(162.3)	(181.0)
Amortisation of financing fees and fair value adjustments	27.5	0.0	12.5	12.5
Interest capitalised	(5.5)	0.0	(4.7)	(4.7)
Underlying net interest payable (profit and loss account)	(140.2)	(18.7)	(154.5)	(173.2)
Other adjustments to reconcile to interest paid				
Derivative interest prepayment amortisation	37.1	0.0	35.8	35.8
Movement in interest accruals/other	(39.5)	8.0	33.6	34.4
Net interest paid (cash flow statement)	(142.6)	(17.9)	(85.1)	(103.0)



# Net debt remained broadly stable in first 3 months of 2010

#### Net debt bridge (December 2009 - March 2010)





# Further headroom against gearing ratios

Gearing ratios (RAR)				
(figures in £m unless otherwise stated)	30 September 2009	31 December 2009	31 March 2010	Trigger levels
Ratio inputs				
Senior nominal net debt	8,771.0	7,919.6	7,952.8	n/a
Junior nominal net debt	9,771.0	8,579.0	8,612.2	n/a
Regulatory Asset Base	13,155.7	11,743.9	12,034.0	n/a
Ratios				
Senior RAR	0.667x	0.674x	0.661x	>0.700x
Junior RAR	0.743x	0.731x	0.716x	>0.850x

See page 20 for notes and defined terms



### Conclusion

- Strong financial performance
- Continued momentum in retail activities
- £28 million post-Q1 one-off impact of volcanic ash disruption
- Excluding this disruption, 2010 outlook in line with expectations



# Appendix



### Nominal net debt at 31 March 2010

Senior (Class A)	
Bonds	
Total bonds	
Total bollus	
Bank debt	Refinancing Facility
	Refinancing Facility EIB Facility Capex Facility
Bank debt	EIB Facility
Bank debt  Total bank debt	EIB Facility Capex Facility
Bank debt	EIB Facility Capex Facility
Bank debt  Total bank debt	EIB Facility Capex Facility
Bank debt  Total bank debt  Total senior debt	EIB Facility Capex Facility
Total bank debt  Total senior debt  Junior (Class B)	EIB Facility Capex Facility Working Capital Facility  Refinancing Facility
Total bank debt Total senior debt Junior (Class B) Bank debt	EIB Facility Capex Facility Working Capital Facility  Refinancing Facility
Total bank debt  Total senior debt  Junior (Class B)  Bank debt  Total junior debt	EIB Facility Capex Facility Working Capital Facility  Refinancing Facility
Total bank debt  Total senior debt  Junior (Class B)  Bank debt  Total junior debt  Gross debt	EIB Facility Capex Facility Working Capital Facility  Refinancing Facility Capex Facility

Debt outstanding at 31 March 2010
Amount
(£m)
680.2 396.4 512.9 299.9 510.2 249.8 749.6 700.0 199.9 900.0 237.9
5,436.8
1,624.0
363.1 520.0 0.0
520.0 0.0 <b>2,507.1</b>
520.0 0.0
520.0 0.0 <b>2,507.1</b>
520.0 0.0 <b>2,507.1</b> <b>7,943.9</b> 659.4
520.0 0.0 2,507.1 7,943.9 659.4 0.0 659.4 8,603.3
520.0 0.0 2,507.1 7,943.9 659.4 0.0 659.4 8,603.3 (47.0)
520.0 0.0 2,507.1 7,943.9 659.4 0.0 659.4 8,603.3

Amount an	d features o	of available fa	ocilities
Local currency	u leatures c	S&P/Fitch Rating	Maturity
(m)	(£m)		
999.9 396.4 749.9 299.9 750.0 249.8 749.6 700.0 199.9 900.0	680.2 396.4 512.9 299.9 510.2 249.8 749.6 700.0 199.9 900.0	A-/A- A-/A- A-/A- A-/A- A-/A- A-/A- A-/A- A-/A-	2012/14 2013/15 2014/16 2016/18 2018/20 2021/23 2023/25 2026/28 2028/30 2031/33
237.9	237.9	A-/A-	2039/41
1,624.0 363.1 2,300.0 50.0	5,436.8 1,624.0 363.1 2,300.0 50.0	A-/A- A-/A- n/a n/a	2011/13 2010/22 2013 2013
	9,773.9		
659.4 400.0	659.4 400.0	BBB/BBB n/a	2011/13 2013
	1,059.4		
	10,833.3		

Net debt is calculated on a nominal basis excluding intra-BAA group loans and restricted cash and including index-linked derivative accretion



#### Notes and defined terms

#### Page 2

- Percentage changes are relative to three months ended 31 March 2009
- All figures are for continuing operations only, i.e. excluding Gatwick
- Adjusted EBITDA is earnings before interest, tax, depreciation and amortisation and exceptional items
- NRI: net retail income; RAB: Regulatory Asset Base
- Net debt is calculated on a nominal basis excluding intra-BAA group loans and restricted cash and including index-linked derivative accretion

#### Page 6

- Totals and percentage change calculated using un-rounded passenger numbers
- European traffic includes North African charter traffic

#### Page 9

- Adjusted operating costs exclude depreciation and exceptional items
- Adjusted EBITDA is earnings before interest, tax, depreciation and amortisation and exceptional items
- Underlying Adjusted EBITDA adjusts reported Adjusted EBITDA in 2010 for £4.5 million of income under Gatwick transitional services agreements and £5.0 million in additional pension service costs and in 2009 for £12.5 million in aeronautical income due to phasing of tariff increases and £8.9 million of intra-group charges previously applied to Gatwick
- 2009 net debt and RAB figures are as at 31 December 2009
- RAB figure at 31 March 2010 is provisional with final figures to be published in the regulatory accounts for the year ended 31 March 2010
- Net debt is calculated on a nominal basis excluding intra-BAA group loans and restricted cash and including index-linked derivative accretion

#### Page 11

Analysis excludes £2.9 million in non-recurring car parking income at Heathrow in three months ended 31 March 2009

#### Page 12

- Adjusted operating costs exclude depreciation and exceptional items
- Underlying adjusted operating costs in 2009 adds £8.9 million of intra-group charges previously applied to Gatwick and in 2010 deducts £5.0 million in additional pension service costs

#### Page 16

- Gearing ratio is the ratio of nominal net debt (including index-linked derivative accretion) to RAB. Net debt at 31 December 2009 and 31 March 2010 excludes £143.0 million in restricted cash from the Gatwick disposal held in escrow to meet potential pension commutation payments
- RAB figure at 31 March 2010 is provisional with final figures to be published in the regulatory accounts for the year ended 31 March 2010
- Senior gearing ratio could be reduced by utilising the currently undrawn junior tranche of capital expenditure facility



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