

Heathrow Airport Limited

PCR Trading Statement to Table 6-3

Variance Analysis

Year ended 31 March 2010

Introduction

This report provides users with explanations of variances between actual performance and the CAA forecast for activities identified as 'Specified Activities' within Table 6-3 of the 'Economic Regulation of Heathrow and Gatwick Airports 2008-2013', CAA decision dated 11th March 2008 for the year ending 31st March 2010. The CAA forecast for Specified Activities lists the revenue that is forecast to be generated by Heathrow Airport (ie. third party revenue) for the fifth quinquennium (Q5). This forecast is based on certain assumptions and any derivation from this forecast is required to be explained and justified to users and the CAA.

The specified activities are:

- Check-in desks
- Common Use Self Service Machines (CUSS)
- Baggage Systems
- Other Desks Licences
- Staff Car Parking
- Airside Licences
- Water and Sewerage
- Heating and Ventilation
- Electricity
- Fixed Electrical Ground Power (FEGP)
- Security Documentation
- Bus and Coach Services

The variance analysis has been made against third party elements of the 'PCR Trading Statements for the period 1st April 2009 to 31st March 2010'.

This paper includes Table 6-3 for Q5 and an update showing this table uplifted to nominal prices using RPI for 2009/10 from The Office for National Statistics (ONS), and Oxford Economic Forecast (OEF) for future years. The RPI uplift is applied to provide a consistent comparison between CAA forecast and actuals in nominal prices (ie. current year prices). The actuals used for the comparison have been extracted from the trading statements (third party element). These variances are explained on the following sheets.

As charges for Passengers with Restricted Mobility (PRMs) were not included in the Q5 Settlement they have not been analysed in this report.

RPI Index						2.97%	0.46%	2.40%	2.12%	2.75%
						1.030	1.034	1.059	1.082	1.111
	Breakdown Table 6.3 in 07/08p					Breakdown Table 6.3 in Outturn				
Baggage, Check-in & CUSS	08/09	09/10	10/11	11/12	12/13	08/09	09/10	10/11	11/12	12/13
Income	89.081	86.720	87.721	87.361	89.472	91.727	89.703	92.916	94.497	99.441
Direct Cost	82.3	79.1	79.4	78.3	79.8	84.703	81.852	84.092	84.728	88.669
Annuity	0	0	0	0	0	-	-	-	-	-
Allocated Costs	6.8	7.6	8.3	9.0	9.7	7.024	7.851	8.824	9.769	10.772
Total costs	89.081	86.720	87.721	87.361	89.472	91.727	89.703	92.916	94.497	99.441
Staff Car Parking	08/09	09/10	10/11	11/12	12/13	08/09	09/10	10/11	11/12	12/13
Income	19.510	19.570	19.550	19.530	19.500	20.089	20.243	20.708	21.125	21.673
Direct Costs	7.853	7.871	7.857	7.843	7.826	8.086	8.142	8.323	8.484	8.698
Annuity	7.453	7.480	7.476	7.472	7.464	7.674	7.737	7.918	8.082	8.295
Allocated Costs	4.204	4.219	4.217	4.215	4.210	4.329	4.364	4.467	4.559	4.679
Total costs	19.510	19.570	19.550	19.530	19.500	20.089	20.243	20.708	21.125	21.673
Airside Licences	08/09	09/10	10/11	11/12	12/13	08/09	09/10	10/11	11/12	12/13
Income	0.780	0.780	0.780	0.780	0.780	0.803	0.807	0.826	0.844	0.867
Direct Costs	0.378	0.378	0.378	0.378	0.378	0.390	0.391	0.401	0.409	0.421
Annuity	0.041	0.041	0.041	0.041	0.041	0.042	0.042	0.043	0.044	0.045
Allocated Costs	0.361	0.361	0.361	0.361	0.361	0.371	0.373	0.382	0.390	0.401
Total costs	0.780	0.780	0.780	0.780	0.780	0.803	0.807	0.826	0.844	0.867
Electricity	08/09	09/10	10/11	11/12	12/13	08/09	09/10	10/11	11/12	12/13
Income	29.490	28.750	28.420	27.920	28.970	30.366	29.739	30.103	30.200	32.198
Direct Costs	22.212	21.478	21.375	20.957	21.754	22.871	22.217	22.641	22.669	24.178
Annuity	4.771	4.764	4.618	4.565	4.727	4.913	4.928	4.891	4.938	5.254
Allocated Costs	2.510	2.507	2.430	2.402	2.487	2.585	2.593	2.574	2.598	2.764
Total costs	29.493	28.749	28.422	27.925	28.968	30.369	29.737	30.106	30.206	32.196
Fixed Electrical Ground Power	08/09	09/10	10/11	11/12	12/13	08/09	09/10	10/11	11/12	12/13
Income	7.180	7.160	7.120	7.090	7.060	7.393	7.406	7.542	7.669	7.847
Direct Costs	3.094	3.085	3.055	3.042	3.038	3.186	3.191	3.236	3.290	3.376
Annuity	2.078	2.072	2.089	2.079	2.054	2.140	2.143	2.213	2.249	2.283
Allocated Costs	2.008	2.003	1.977	1.969	1.968	2.067	2.072	2.094	2.130	2.188
Total costs	7.180	7.160	7.120	7.090	7.060	7.393	7.406	7.542	7.669	7.847
Heating and Ventilation	08/09	09/10	10/11	11/12	12/13	08/09	09/10	10/11	11/12	12/13
Income	0.980	0.950	0.930	0.910	0.890	1.009	0.983	0.985	0.984	0.989
Direct Costs	0.702	0.681	0.666	0.652	0.638	0.723	0.704	0.706	0.705	0.709
Annuity	0.565	0.548	0.536	0.525	0.513	0.582	0.567	0.568	0.568	0.571
Allocated Costs	0.299	0.290	0.284	0.278	0.272	0.308	0.300	0.301	0.300	0.302
Total costs	1.567	1.519	1.487	1.455	1.423	1.613	1.571	1.575	1.574	1.581
Water & Sewerage	08/09	09/10	10/11	11/12	12/13	08/09	09/10	10/11	11/12	12/13
Income	0.950	0.930	0.930	0.930	0.930	0.978	0.962	0.985	1.006	1.034
Direct Costs	0.598	0.597	0.600	0.605	0.610	0.616	0.617	0.635	0.654	0.678
Annuity	0.163	0.156	0.152	0.149	0.146	0.167	0.161	0.161	0.161	0.162
Allocated Costs	0.189	0.181	0.176	0.173	0.170	0.195	0.187	0.187	0.187	0.189
Total costs	0.950	0.934	0.928	0.927	0.926	0.978	0.966	0.983	1.002	1.029
Security ID	08/09	09/10	10/11	11/12	12/13	08/09	09/10	10/11	11/12	12/13
Income	2.730	2.750	2.780	2.800	2.730	2.811	2.845	2.945	3.029	3.034
Direct Costs	1.327	1.337	1.351	1.361	1.327	1.366	1.383	1.431	1.472	1.475
Annuity	0.079	0.080	0.081	0.081	0.079	0.081	0.082	0.085	0.088	0.088
Allocated Costs	1.324	1.334	1.348	1.358	1.324	1.363	1.379	1.428	1.469	1.472
Total costs	2.730	2.750	2.780	2.800	2.730	2.811	2.845	2.945	3.029	3.034
Bus and Coach	08/09	09/10	10/11	11/12	12/13	08/09	09/10	10/11	11/12	12/13
Income	1.390	1.390	1.390	1.390	1.390	1.431	1.438	1.472	1.504	1.545
Direct Costs	0.109	0.109	0.109	0.109	0.109	0.113	0.113	0.116	0.118	0.121
Annuity	0.783	0.783	0.783	0.783	0.783	0.806	0.810	0.830	0.847	0.870
Allocated Costs	2.523	2.523	2.523	2.523	2.523	2.598	2.610	2.672	2.729	2.804
Total costs	3.415	3.415	3.415	3.415	3.415	3.517	3.533	3.617	3.694	3.796

£m	Trading Statement	Variance to Table 6-3	Trading Statement	Variance to Table 6-3	Prior year (over) / under recovery included in actual income	Trading Statement	Variance to Table 6-3
	2008-09		2009-10			Q5 to date	
Baggage, Check-in & CUSS							
Income	104.077	12.350	107.044	17.341	11.680	222.801	41.372
Direct Cost	108.733	(24.030)	100.508	(18.656)		209.241	(42.686)
Annuity	0.000	0.000	0.000	0.000		0.000	0.000
Allocated Costs	7.024	(0.000)	7.851	(0.000)		14.875	(0.000)
Total costs	115.757	(24.030)	108.359	(18.656)		224.116	(42.687)
Net Over / (Under) Recovery	(11.680)		(1.315)		11.680	(1.315)	
Staff Car Parking							
Income	23.128	3.039	22.936	2.693	(1.130)	44.934	4.602
Direct Costs	9.995	(1.909)	10.007	(1.866)		20.002	(3.775)
Annuity	7.674	0.000	7.737	0.000		15.411	0.000
Allocated Costs	4.329	0.000	4.364	0.000		8.693	0.000
Total costs	21.998	(1.909)	22.109	(1.866)		44.107	(3.774)
Net Over / (Under) Recovery	1.130		0.828		(1.130)	0.828	
Airside Licences							
Income	0.685	(0.118)	0.913	0.106	0.118	1.716	0.106
Direct Costs	0.390	(0.000)	0.613	(0.222)		1.003	(0.222)
Annuity	0.042	0.000	0.042	0.000		0.084	0.000
Allocated Costs	0.371	0.000	0.373	(0.000)		0.744	0.000
Total costs	0.803	0.000	1.029	(0.222)		1.832	(0.222)
Net Over / (Under) Recovery	(0.118)		(0.116)		0.118	(0.116)	
Electricity							
Income	23.654	(6.712)	27.283	(2.456)	(1.454)	49.483	(10.622)
Direct Costs	14.702	8.169	18.808	3.409		33.510	11.578
Annuity	4.913	(0.000)	4.928	0.000		9.841	(0.000)
Allocated Costs	2.585	(0.000)	2.593	0.000		5.178	(0.000)
Total costs	22.200	8.169	26.329	3.409		48.529	11.578
Net Over / (Under) Recovery	1.454		0.954		(1.454)	0.954	
Fixed Electrical Ground Power							
Income	6.938	(0.455)	8.233	0.827	(0.715)	14.456	(0.343)
Direct Costs	2.016	1.170	2.979	0.212		4.995	1.382
Annuity	2.140	0.000	2.143	0.000		4.283	0.000
Allocated Costs	2.067	0.000	2.072	0.000		4.139	0.000
Total costs	6.223	1.170	7.194	0.212		13.417	1.382
Net Over / (Under) Recovery	0.715		1.039		(0.715)	1.039	
Heating and Ventilation							
Income	1.117	0.108	1.003	0.020	0.837	2.957	0.965
Direct Costs	1.064	(0.341)	0.980	(0.276)		2.044	(0.617)
Annuity	0.582	0.000	0.567	0.000		1.149	0.000
Allocated Costs	0.308	0.000	0.300	0.000		0.608	0.000
Total costs	1.954	(0.341)	1.847	(0.276)		3.801	(0.617)
Net Over / (Under) Recovery	(0.837)		(0.844)		0.837	(0.844)	
Water & Sewerage							
Income	1.117	0.139	1.102	0.140	(0.068)	2.151	0.211
Direct Costs	0.687	(0.071)	0.610	0.007		1.297	(0.064)
Annuity	0.167	0.000	0.161	0.000		0.328	0.000
Allocated Costs	0.195	(0.000)	0.187	0.000		0.382	(0.000)
Total costs	1.049	(0.071)	0.958	0.007		2.007	(0.064)
Net Over / (Under) Recovery	0.068		0.143		(0.068)	0.143	
Security ID							
Income	2.439	(0.372)	2.480	(0.365)	0.219	5.138	(0.518)
Direct Costs	1.214	0.152	1.401	(0.018)		2.615	0.135
Annuity	0.081	0.000	0.082	0.000		0.163	0.000
Allocated Costs	1.363	0.000	1.379	0.000		2.742	0.000
Total costs	2.658	0.153	2.862	(0.018)		5.520	0.135
Net Over / (Under) Recovery	(0.219)		(0.382)		0.219	(0.382)	
Bus and Coach							
Income	1.461	0.030	1.556	0.118	2.423	5.440	2.571
Direct Costs	0.480	(0.367)	0.419	(0.306)		0.899	(0.673)
Annuity	0.806	0.000	0.810	(0.000)		1.616	0.000
Allocated Costs	2.598	(0.000)	2.610	(0.000)		5.208	(0.000)
Total costs	3.884	(0.367)	3.839	(0.306)		7.723	(0.673)
Net Over / (Under) Recovery	(2.423)		(2.282)		2.423	(2.282)	

**Baggage, Check-In & CUSS
2009-10**

3rd Party Element only

	Trading Statement £'000	Table 6-3 £'000	Variance Table 6-3 £'000	Commentary on variance	£'000
Revenue per 09/10 Trading Statement	116,854				
08/09 bfwd (under) / over recovery	(11,810)				
09/10 costs waived	2,000				
Total Revenue	107,044	89,703	17,341		
				Price differential	25,235
				Volume differential	(7,894)
					17,341
				Term 5 Costs	(10,252)
				Growth of CUSS facility	(773)
				T4 taking over of BA works	(1,855)
				T4 Additional ABF Scope	(800)
				T1/T3 General Operations	(600)
				Road Based Connectivity - additional ITO	(901)
				Baggage contingency (Building 560)	(2,043)
				T1 to T4 Tunnel operation unchanged	(1,980)
				Other minor items and cost savings	548
Direct Expenditure	100,508	81,852	(18,656)		(18,656)
Allocated costs	7,851	7,851	0		
Net (under) / over recovery at 31 March 2010	(1,315)	0	(1,315)		

Note: Due to the predominantly fixed nature of the total costs, usage volume reductions will lead to an increase in the price per unit. Conversely, usage volume increases will result in a decrease in the price per unit.

**Staff Car Parking
2009-10**

3rd Party Element only

	Trading Statement £'000	Table 6-3 £'000	Variance Table 6-3 £'000	Commentary on variance	£'000
Revenue per 09/10 Trading Statement	21,806				
08/09 bfwd (under) / over recovery	1,130			Average price per pass was £764 vs Table 6-3 forecast of £621 (incl RPI uplift). Average number of passes issued 30,006 vs Table 6-3 forecast of 32,617.	4,688 (1,995)
Total Revenue	22,936	20,243	2,693		2,693
				Additional staffing costs.	(96)
				Coaching & Fuel - additional schedules and increased fuel costs.	(789)
				Maintenance & Equipment.	(814)
				Public Transport Levy (PTL) - Reflects reduced pass numbers.	40
				Other small increases in rates, general expenses and indirect charges.	(208)
Direct Expenditure	10,007	8,142	(1,866)		(1,866)
Allocated costs and Annuity	12,101	12,101	0		
Net (under) / over recovery at 31 March 2010	828	0	828		

Note: Due to the predominantly fixed nature of the total costs, usage volume reductions will lead to an increase in the price per unit. Conversely, usage volume increases will result in a decrease in the price per unit.

**Airside Licences
2009-10**

3rd Party Element only

	Trading Statement £'000	Table 6-3 £'000	Variance Table 6-3 £'000	Commentary on variance	£'000
Revenue per 09/10 Trading Statement	1,031				
08/09 b fwd (under) / over recovery	(118)				
Total Revenue	913	807	106	Actual Licence cost £2,294 vs Table 6-3 forecast £2,027 (Incl RPI uplift).	<u>106</u>
Direct Expenditure	613	391	(222)	Increased direct staff costs to reflect agreed focus on airside activities. Small savings across property, maintenance and general expenses.	<u>(295)</u> <u>73</u> (222)
Allocated costs and Annuity	415	415	0		
Net (under) / over recovery at 31 March 2010	(116)	0	(116)		

Note: Due to the predominantly fixed nature of the total costs, usage volume reductions will lead to an increase in the price per unit. Conversely, usage volume increases will result in a decrease in the price per unit.

**Electricity
2009-10**

3rd Party Element only

	Trading Statement £'000	Table 6-3 £'000	Variance Table 6-3 £'000	Commentary on variance	£'000
Revenue per 09/10 Trading Statement	25,609				
08/09 bfwd (under) / over recovery	125			Actual ave price 15.4p vs Table 6-3 forecast Ave price 11.9p (Incl RPI uplift)	8,697
09/10 costs waived	1549			Total electricity consumption was 11% lower than Table 6-3 forecast, In addition 3rd party share also reduced by 8% points vs Table 6-3 from 41% to 33%. Actual number of units 176.7m vs Table 6-3 forecast 248.9m.	(11,153)
Total Revenue	27,283	29,739	(2,456)		(2,456)
Direct Expenditure	18,808	22,217	3,409	Reduced consumption reflected in lower direct costs.	3,409
Allocated costs and Annuity	7,521	7,521	0		
Net (under) / over recovery at 31 March 2010	954	0	954		

Note: Due to the predominantly fixed nature of the total costs, usage volume reductions will lead to an increase in the price per unit. Conversely, usage volume increases will result in a decrease in the price per unit.

**Fixed Electrical Ground Power (FEGP)
2009-10**

3rd Party Element only

	Trading Statement £'000	Table 6-3 £'000	Variance Table 6-3 £'000	Commentary on variance	£'000
Revenue per 09/10 Trading Statement	7,518				
08/09 b fwd (under) / over recovery	715			Actual Rate £3.04/Qtr Hour vs Table 6-3 forecast £3.22 (Incl RPI uplift). 2.48m vs 2.30m in Table 6-3 qtr hour periods charged (7.8% higher).	(416) 1,243
Total Revenue	8,233	7,406	827		827
Direct Expenditure	2,979	3,191	212	Higher electricity usage reflected in higher costs. Lower maintenance costs.	(124) 336
Allocated costs and Annuity	4,215	4,215	0		212
Net (under) / over recovery at 31 March 2010	1,039	0	1,039		

Income is charged per qtr hour periods, whereas Electricity costs represents the actual cost of the electricity supplied.

Note: Due to the predominantly fixed nature of the total costs, usage volume reductions will lead to an increase in the price per unit. Conversely, usage volume increases will result in a decrease in the price per unit.

**Heating & Ventilation
2009-10**

3rd Party Element only

	Trading Statement £'000	Table 6-3 £'000	Variance Table 6-3 £'000	Commentary on variance	£'000
Revenue per 09/10 Trading Statement	1,235			T5 Energy Centre costs were not included in the Table 6-3 submission, neither was the reduction in the other boiler houses caused by the relocated usage. The additional costs and revenue reflect the net increase in the provision of H&V facilities.	
08/09 bfwd (under) / over recovery	(233)				20
Total Revenue	1,003	983	20		20
				Staff - T5 Energy Centre costs	(137)
				Gas costs	105
				Maintenance & Equipment - T5 Energy Centre costs	(182)
				General expenses - T5 Energy Centre costs	(3)
				Indirect charges - T5 Energy Centre costs	(59)
Direct Expenditure	980	704	(276)		(276)
Allocated costs and Annuity	867	867	0		
Net (under) / over recovery at 31 March 2010	(844)	(588)	(256)		

**Water & Sewerage
2009-10**

3rd Party Element only

	Trading Statement £'000	Table 6-3 £'000	Variance Table 6-3 £'000	Commentary on variance	£'000
Revenue per 09/10 Trading Statement	1,034				
08/09 bfwd (under) / over recovery	68			Actual ave price £3.18 vs Table 6-3 forecast ave price £1.83. Actual number of units 346.9k vs Table 6-3 forecast 525.7k.	467 (327)
Total Revenue	1,102	962	140		140
Direct Expenditure	610	613	3	Direct Costs are materially consistent with Table 6-3	
Allocated costs and Annuity	349	349	0		
Net (under) / over recovery at 31 March 2010	143	0	143		

Note: Due to the predominantly fixed nature of the total costs, usage volume reductions will lead to an increase in the price per unit. Conversely, usage volume increases will result in a decrease in the price per unit.

**Security Documentation
2009-10**

3rd Party Element only

	Trading Statement £'000	Table 6-3 £'000	Variance Table 6-3 £'000	Commentary on variance	£'000
Revenue per 09/10 Trading Statement	2,699				
08/09 b fwd (under) / over recovery	(219)			Actual unit prices vary depending on the type of pass required. Ave Price per pass was £61.63 vs Table 6-3 forecast of £90.05 (incl RPI uplift)	(1,117)
Total Revenue	<u>2,480</u>	<u>2,845</u>	<u>(365)</u>	Ave number of passes issued 43,800 vs Table 6-3 forecast of 31,587	<u>752</u> <u>(365)</u>
Direct Expenditure	<u>1,401</u>	<u>1,383</u>	<u>(18)</u>	Direct Costs are materially consistent with Table 6-3	
Allocated costs and Annuity	1,462	1,462	0		
Net (under) over / recovery at 31 March 2010	<u>(382)</u>	<u>0</u>	<u>(382)</u>		

Note: Due to the predominantly fixed nature of the total costs, usage volume reductions will lead to an increase in the price per unit. Conversely, usage volume increases will result in a decrease in the price per unit.

Bus & Coach

2009-10

3rd Party Element only

	Trading Statement £'000	Table 6-3 £'000	Variance Table 6-3 £'000	Commentary on variance	£'000
Revenue per 09/10 Trading Statement	1,556				
08/09 bfwd (under) / over recovery	0				
Total Revenue	1,556	1,438	118	Change in 3rd party share (lower proportion of notional income from local bus services).	118
Direct Expenditure	419	113	(306)	Higher CTA cleaning and Station Management costs.	(306)
Allocated costs and Annuity	3,420	3,420	0		
Net (under) / over recovery at 31 March 2010	(2,282)	(2,095)	(188)		

Note: Bus and Coach income is based upon commercial agreements with suppliers, therefore any (under)/over recoveries are not rolled forward into the following year's price setting.