# MAp 2010 Full Year Results





# MAp

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#### **Foreign Ownership**

MAp advised on 7 February 2011 that its foreign ownership was 37.5%.

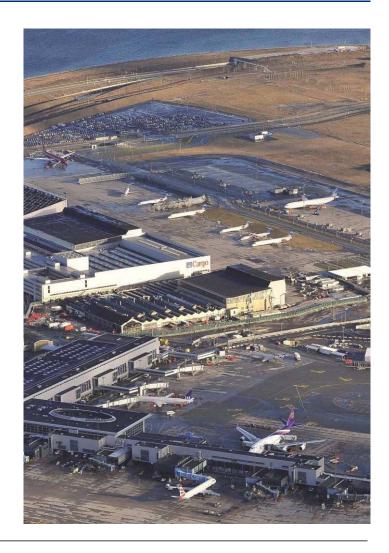
MAp is not a "Foreign Person" under the Airports Act 1996 for so long as foreign ownership of MAp remains below 40%. As such, MAp is not currently a Foreign Person.

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# MAp

# Agenda

- 1. FY 2010 Performance
- 2. Financial Results
- 3. Airport Results
- 4. Sustainable Growth Platform
- **5.** Outlook



# FY 2010 Performance Kerrie Mather, CEO





# FY10 Performance Highlights



### **Outstanding Proportionate Earnings Growth**

- FY10 proportionate earnings grew 19.3% supported by 6.9% traffic growth
- EPS of 23.9c (up 10.9%) despite entitlement offer dilution, ash cloud, flat/reducing aero charges in Europe and currency headwinds

### **Key Highlights**

- Record levels of traffic at Sydney and Copenhagen in recent months
- A\$1.9bn refinancing of all 2011 and 2012 debt maturities at Sydney
- Successful completion of aeronautical charges agreements at Copenhagen and Brussels
- Completion of Sydney T1 Redevelopment, opening of CPH Go
- Continued cost management driving operating leverage
- Approximately \$755m cash on balance sheet (post distribution)
- Met commitment on incremental costs of internalisation

#### Positive Outlook for 2011

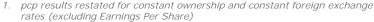
- Traffic growth across all MAp's airports, supported by the launch of new routes and services
- Significant portion of revenue supported by long-term agreements and minimum guarantees
- Key business initiatives will continue to deliver strong earnings growth and stable returns

# FY10 Performance Key Business Metrics



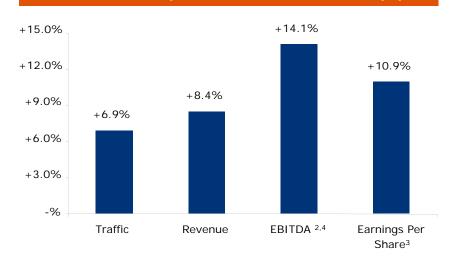
### **Delivery of further operational leverage**

- EBITDA & earnings outperformed traffic for FY10 despite challenging operating conditions such as the ash cloud
- Strong traffic growth from Sydney & Copenhagen and cost management at Brussels
- Pro forma operating performance over last 5 years demonstrates consistent operating leverage delivery
  - Revenue CAGR of 6.0%
  - Operating costs CAGR of -1.5%
  - EBITDA CAGR of 10.4%
- EBITDA margin<sup>4</sup> increased from 66.9% in 2009 to 70.4% in 2010

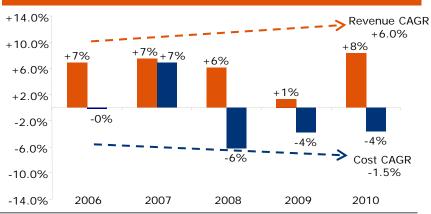


<sup>2.</sup> Excluding specific items, post corporate expenses

#### FY10 Pro forma Proportionate Performance (vs pcp1)



#### MAp Pro forma Revenue vs Opex Growth (A\$)<sup>1,5</sup>



<sup>3.</sup> Excluding concession asset net debt amortisation & non-recurring items

<sup>4.</sup> EBITDA post corporate expenses/revenue

<sup>5.</sup> Post corporate expenses, excludes ASUR



# A Year of Delivery

### **MAp Has Delivered Outstanding Results on Major Projects**

-	
Airport	Achievement
Sydney Airport	2010 Refinancing
	<ul> <li>Refinanced all 2011 and 2012 debt maturities</li> </ul>
	<ul> <li>Expanded the capital pool with use of unwrapped local bonds and US144A Bonds</li> </ul>
	Extended average maturity
	Completion of Major International Terminal Redevelopment
	<ul> <li>Investment of approximately \$500m</li> </ul>
	<ul> <li>Centralised security, improved passenger processing and expanded baggage capacity</li> <li>Expanded airside facilities by 7,300m²</li> </ul>
	Wider passenger choice for specialist retail and food and beverage
	<ul> <li>Upgraded gate lounges, waiting areas and seating</li> </ul>
	New Destinations and Markets
	<ul> <li>7 airlines now serve China (including 5 Chinese airlines); greater than 30% growth in 2010; continued strong demand for new bilateral air rights</li> </ul>
	<ul> <li>Sydney will now serve 5 non-stop destinations in North America (including the first direct service to Dallas Fort Worth), the most extensive network of any Australian airport</li> </ul>
	Qantas Seamless Transfer Facility
	<ul> <li>Sydney Airport and Qantas worked together to deliver an expanded and upgraded facility for the seamless transfer of Qantas passengers between international and domestic flights</li> </ul>
	Runway Safety Works
	<ul> <li>Invested approximately \$100m in runway safety works</li> </ul>



# A Year of Delivery

### **MAp Has Delivered Outstanding Results on Major Projects**

Airport	Achievement
Copenhagen Airport	<ul> <li>2010 Refinancing</li> <li>Refinanced all 2012 airport level debt maturities</li> <li>Use of USPP market frees up bank market capacity</li> </ul>
	<ul> <li>Opening of CPH Go and Growth of Low Cost Market</li> <li>New integrated low-cost facility completed with easyJet as launch customer</li> <li>Associated aeronautical charges agreement reached with all airlines</li> <li>Low-cost passengers grew 34% in 2010 and now have an 18% market share</li> </ul>
	<ul> <li>Expanded Long Haul Network and Transfer Growth</li> <li>Now serves a record 22 intercontinental destinations</li> <li>Reduced minimum connection time to 30 minutes</li> <li>Transfer and transit traffic 8% higher; first time this market has grown since 2002</li> </ul>
	<ul> <li>Rapid Uptake of Technology</li> <li>Self-service kiosk market share is 34% at CPH, compared to a European average of 14%</li> <li>Kiosk, mobile phone and online check-ins now account for 51% of 0&amp;D passengers</li> </ul>
Brussels Airport	New Five-year Aeronautical Charges Agreement  Collaborative process with home carriers and airline associations  CPI + 1.43% forecast average annual charges increase (with Pier A West investment)
	<ul> <li>Significant and Ongoing Opex Savings</li> <li>Achieved as part of the Financial Performance Improvement Plan</li> <li>Related to an Organisational Review and major contract renegotiations</li> </ul>
	<ul> <li>Development of Long Haul Network and Associated 'Star Hub'</li> <li>8 new long haul routes with more to follow in 2011; 24% growth in transfer and transit</li> <li>Star Alliance starting to expand rapidly in both the long haul and short haul markets</li> </ul>



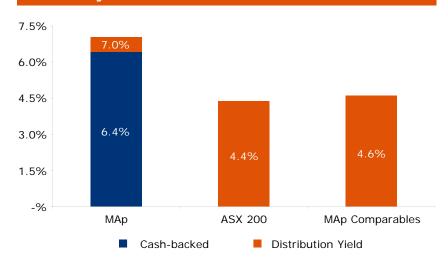
### MAp Distribution

### 91% Covered by Operating Cash Flow Reflecting High Quality, Sustainable Yield

- FY10 regular distribution fully covered by proportionate earnings and more than 90% covered by operating cash flow
- Operating cash flow yield of 6.4%
- Special distribution of 12.5c per security paid in October 2010, as the ASUR proceeds were deemed surplus to capital requirements
- Distribution policy remains to pay future distributions from operating cash flow; near term shortfalls covered by surplus cash
- Distribution policy is subject to external shocks to the aviation industry or material changes in forecast assumptions

MAp Distribution	2009	2010
Regular Distribution (c/share)	21.0	21.0
Proportionate Earnings (c/share)	21.6	23.9
Earnings Coverage	>100%	>100%
Operating Cash Flow (c/share)	15.9	19.2
Cash Coverage	76%	91%



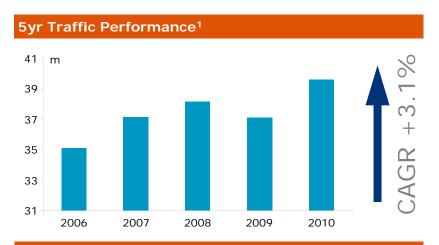


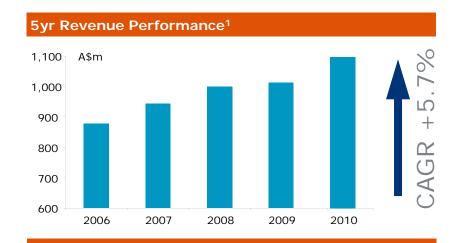
- 1. Excludes companies with no dividends
- 2. MAp Comparables include ASX listed infrastructure companies
- 3. Yield calculated as 2010 distributions / 31 December 2010 share price



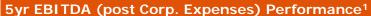
# Continuation of Strong Earnings Growth

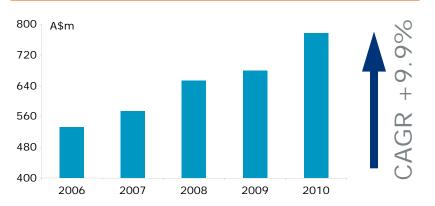
### 2010 Performance Has Reinforced MAp's Track Record of Delivering Growth

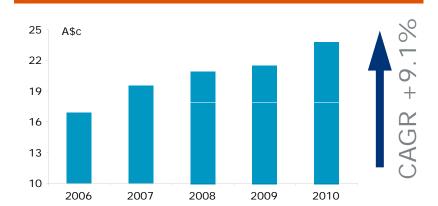




**5yr EPS Performance** 







<sup>1.</sup> Pro forma results are derived by restating prior period results with current period ownership interests & foreign exchange rates & exclude ASUR

# Financial Results Keith Irving, CFO







# Proportionate Earnings Statement

### Earnings Growth of 19.3% Achieved with Operational Leverage

FY10 (A\$m)	FY10	vs Pro forma <sup>1</sup> FY09	Pro forma <sup>1</sup> FY09	vs Actual FY09	Actual FY09
Passenger Traffic (m)	41.4	+6.9%	38.7	-7.6%	44.8
Airport Revenue	1,129.0	+8.4%	1,041.1	-10.5%	1,261.6
Airport Operating Expenses	(317.2)	+3.6%	(306.3)	-30.5%	(456.2)
Airport EBITDA (pre airport specific gains/losses)	811.9	+10.5%	734.9	+0.8%	805.4
Corporate Operating Expenses	(16.7)	-56.0%	(38.0)	-56.0%	(38.0)
Total EBITDA (pre airport specific gains/losses)	795.1	+14.1%	696.9	+3.6%	767.4
Airport specific gains/(losses)	10.3	-	(9.7)	-	(10.8)
Total EBITDA	805.4	+17.2%	687.2	+6.4%	756.6
Airport Economic Depreciation	(28.6)			-19.0%	(35.3)
Airport Net Interest Expense	(334.7)			-3.5%	(347.0)
Corporate Net Interest Income	45.7			+32.7%	34.4
Net Tax Expense	(42.4)			+19.7%	(35.4)
Proportionate Earnings <sup>2</sup>	445.4			+19.3%	373.4
Proportionate EPS <sup>2</sup>	23.9			+10.9%	21.6
Concession Asset Net Debt Amortisation	(1.3)			+6.8%	(1.2)

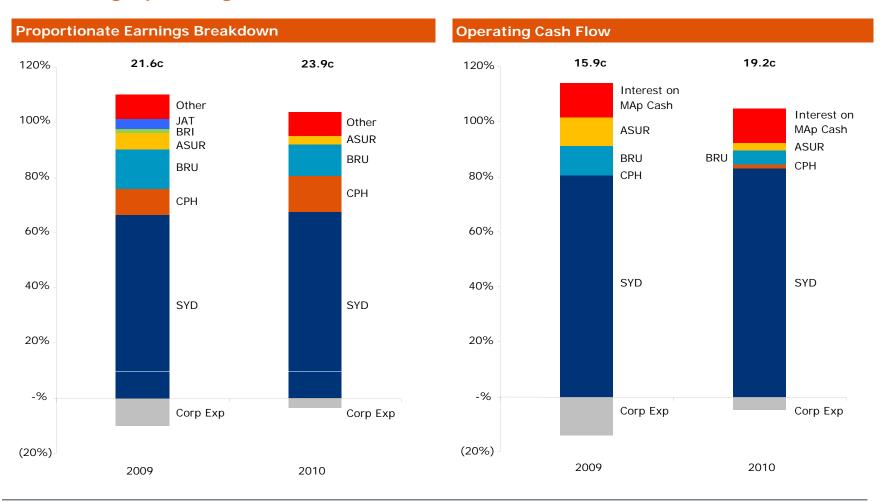
<sup>1.</sup> Pro forma results are derived by restating prior period results with current period ownership interests and foreign exchange rates

<sup>2.</sup> Excludes net debt amortisation & non-recurring items



# **Proportionate Earnings Composition**

### **Increasing Operating Cash Flow**





# Statutory Income Statement

### **Statutory Profit of A\$100.8m**

12 months to 31 December (A\$m)	FY10	FY09
Revenue	1,006.3	946.4
Revaluation of Investments	(26.3)	(397.9)
Other Income	16.6	163.7
Total Revenue	996.6	712.2
Finance Costs	(472.3)	(583.2)
Other Expenses	(526.4)	(531.2)
Internalisation Expenses	<del>-</del>	(351.0)
Total Operating Expenses	(998.7)	(1,465.4)
(Loss) Before Tax	(2.1)	(753.2)
Income Tax Benefit	53.8	138.1
Profit/(Loss) After Tax	51.8	(615.1)
Loss Attributable to Minority Interest	49.0	42.4
Net Profit/(Loss) Attributable to MAp Security Holders	100.8	(572.7)



### Asset Backing per Security

### NAB A\$4.35 per Security, Enterprise Value of A\$12.7bn

Valuations as at 31 December 2010						
A\$m	MAp Economic Interest	Valuation	Valuation per security	31-Dec-10 Discount Rate	31-Dec-09 Discount Rate	
Sydney Airport	74.0%	5,405.6	A\$2.90	14.3%	15.1%	
Copenhagen Airports	30.8%	924.5	A\$0.50	13.2%	13.0%	
Brussels Airport	39.0%	1,014.0	A\$0.54	11.8%	12.2%	
Total Airport Investments		7,344.1	A\$3.94			
Corporate Cash/(Net Debt)		755.9	A\$0.41			
<b>Equity Value Attributable to MAp S</b>	ecurity Holders <sup>1</sup>	8,100.0	A\$4.35			



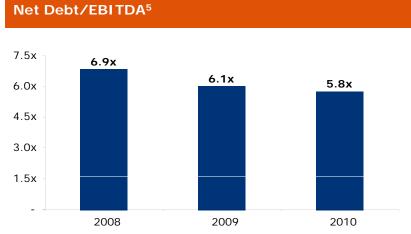
<sup>1.</sup> Total airport investment value plus MAp corporate cash (less distributions payable)



# Airport Debt Metrics

### All MAp's Airports Remain Comfortably Within Their Debt Covenants

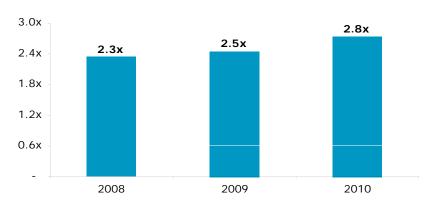
МАр	DSCR <sup>1</sup>	DSCR Default Covenant	Next Maturity	FY10 Interest Rate <sup>2</sup>	Net Debt	Undrawn Facilities <sup>3</sup>
Sydney <sup>4</sup>	2.4x	1.1x	Oct-13	6.3%	A\$5.0bn	A\$511m
Copenhagen <sup>5</sup>	2.1x	1.1x	Dec-12	5.2%	DKK7.6bn	DKK925m
Brussels	2.5x	1.1x	Jun-15	4.8%	EUR1.2bn	EUR307m
MAp	2.8x					





- 2. Estimated effective interest rate
- 3. Includes undrawn capex facilities, as at 31 December 2010

### EBITDA6/Interest



- 4. Senior debt only, excludes SKIES
- 5. Copenhagen & CADH combined, drawn debt only
- 6. Post corporate expenses



# Sydney Airport Refinancing 2010

### During 2H10 Sydney Refinanced \$A1.9bn of 2011/12 Maturing Debt Facilities

- A\$1.9bn of debt maturing in 2011/12 was successfully refinanced; no further maturities until Q4 2013
- The refinancing helped to achieve a number of key objectives:
  - Senior debt was raised at competitive prices
  - Funding sources were diversified including the first offshore bond issue
  - Sydney's offshore bond issue also represented the first privately owned airport issuance in the US144A market
  - Tenors on the new debt were arranged to smooth Sydney's overall maturity profile, minimising refinancing volume in any one period
  - Average maturity date was extended by over one year to December 2019

2010 Bank Facilities <sup>1</sup>	
Facilities Established	A\$1,062m
Facilities Drawn	A\$767m
Average Margin	220 bps
Average Tenor	5 years
Detail	34%, 3 years, 200 bps margin 3%, 4 years, 210 bps margin 41%, 5 years, 230 bps margin 21%, 7 years, 250 bps margin
2010 Bond Facilities	
<b>Domestic Bond</b>	A\$175
Margin	265bps

5 years

215-225 bps

10.4 years

US\$500m / A\$519m

260 bps over US Treasury

Tenor

Tenor

**US144A Bond** 

**Issue Margin** 

**Trading Margin** 

<sup>1.</sup> Excludes working capital and liquidity facilities



### CADH Refinancing 2011

### Refinancing is Scheduled for Completion in 2011

- The current CADH debt facility was established at the time of MAp's acquisition of CPH in 2005, with DKK5,100m drawn:
  - Rated BBB- by S&P, outlook recently raised to Stable
  - Matures in December 2012
  - Cash available for distribution being used to reduce outstanding balance
- MAp is targeting completion of the refinancing during 2011
- Initial market soundings have been positive with regard to both the projected timing and the availability of the debt quantum
- Both MAp and its co-shareholder have dedicated resources to the project

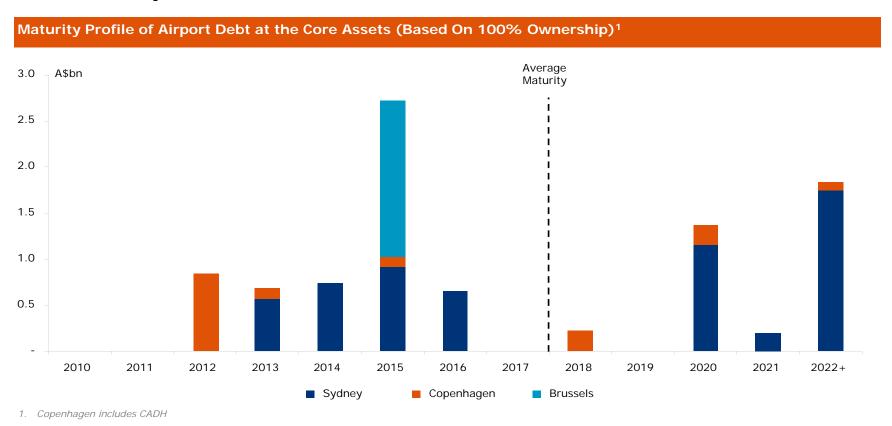




# **Debt Maturity Profile**

### **Progressively Extending the Maturity Profile**

- Recent successful refinancings by both Sydney Airport and Copenhagen Airports
- Next maturity in December 2012



# Airport Results Kerrie Mather, CEO



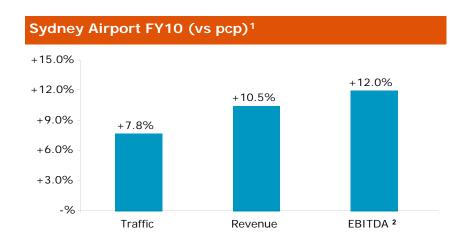




### **Sydney**

### **Excellent Performance Driven by Traffic and a Multi-year Investment Program**

- Full year EBITDA growth of 12.0% and traffic growth of 7.8%
- 2010 traffic growth driven by many new routes and frequencies
- Specialist shops, F&B, and News & Gifts revenue (+16.2%) have benefited from the T1 expansion
- Ongoing discipline has improved margins and led to a 3.7% decline in per passenger costs (excluding security costs and specific items)
- Sydney's outlook remains very positive:
  - recent completion of the major T1 investment programme
  - a solid pipeline of new routes and services
  - Ability to leverage structural changes in the aviation market



Pro forma Proportionate	Earnings (	Contribution	(A\$m)
	FY08	FY09	FY10
Revenue	601	631	698
Operating Expenses	(118)	(121)	(126)
EBITDA <sup>2</sup>	483	510	572
Specific Items	(3)	(1)	(0)
<b>Economic Depreciation</b>	(11)	(8)	(10)
Net Interest	(292)	(253)	(261)
Tax	_	-	-
Earnings	177	249	301

<sup>1.</sup> Based on 100% Ownership and Local Currency

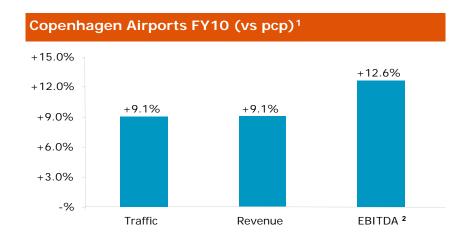
<sup>2.</sup> Before specific items



### Copenhagen

### Copenhagen Was One of the Fastest Growing Airports in Europe in 2010

- Full year EBITDA growth of 12.6% and traffic growth of 9.1%
- Achieved the opening of CPH Go in Q4 and associated passenger charge discounts in agreement with the airlines
- Retail revenue growth driven by improved performance of duty free, new speciality and F&B outlets and increased spend per head
- US private placement completed in 2Q10, rating outlook increased to Stable by S&P
- CPH is well positioned for the future:
  - CPI+1% annual aeronautical charges increases from April 2011
  - Ongoing growth in airline passenger market
  - Full benefit of the commercial repositioning undertaken in 2010



Pro forma Proportionate Earnings Contribution (A\$m)				
	FY08	FY09	FY10	
Revenue	186	177	193	
Operating Expenses	(85)	(84)	(88)	
EBITDA <sup>2</sup>	101	93	105	
Specific Items	(4)	(3)	12	
Economic Depreciation	(8)	(7)	(8)	
Net Interest	(29)	(36)	(39)	
Tax	(12)	(7)	(12)	
Earnings	48	40	57	

<sup>1.</sup> Based on 100% Ownership and Local Currency

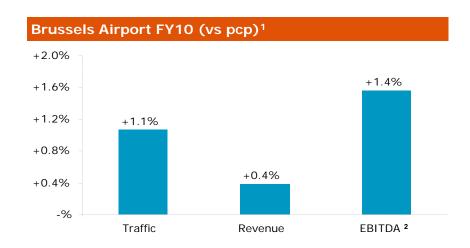
<sup>2.</sup> Before specific items

# MAp

### Brussels

### Strong Recovery in 2H10 Traffic and Growth in Commercial Businesses

- Despite the one-off impact of the Ash Cloud, FY10 EBITDA grew 1.4%
- Traffic growth has accelerated through the year culminating in 6.3% growth in the fourth quarter
- Organisational review and major contract renegotiations have driven per passenger costs 2.0% lower
- Retail revenue grew by 3.8% reflecting an improved offering, marketing efforts and growing proportion of long haul traffic
- Brussels outlook is excellent:
  - New five year aeronautical charges agreement from April 2011, allowing for an annual average CPI + 1.43% increase
  - Traffic growth expected to be driven by Star Alliance carriers and announced new routes and frequencies
  - Full effect of retendered contracts in 2011



Pro forma Proportionate	Earnings C	ontribution	(A\$m)
	FY08	FY09	FY10
Revenue	213	204	205
Operating Expenses	(92)	(91)	(90)
EBITDA <sup>2</sup>	121	113	115
Specific Items	4	(6)	(1)
Economic Depreciation	(9)	(8)	(8)
Net Interest	(34)	(34)	(35)
Tax	(27)	(17)	(20)
Earnings	55	48	51

<sup>1.</sup> Based on 100% Ownership and Local Currency

<sup>2.</sup> Before specific items

# Sustainable Growth Platform Kerrie Mather, CEO





# Traffic Structural Changes in Aviation Market



### MAp's Airports Will Benefit from Industry Change Driving Traffic Growth

### **Aircraft Technology**

- Latest generation aircraft deliver more seats at a lower cost
- Longer range, more fuel efficient, quieter

### Liberalisation of Air Rights

 Opening up of bilateral air rights has driven traffic growth at Sydney, particularly in the Chinese and North American markets

### **LCC Development**

- Provide significant capacity growth
- Efficient use of airport infrastructure
- Emergence of long-haul low cost

#### **Alliance Expansion and Airline Integration**

- Financially stronger airlines
- Greater number of viable routes
- Larger aircraft, more flight times

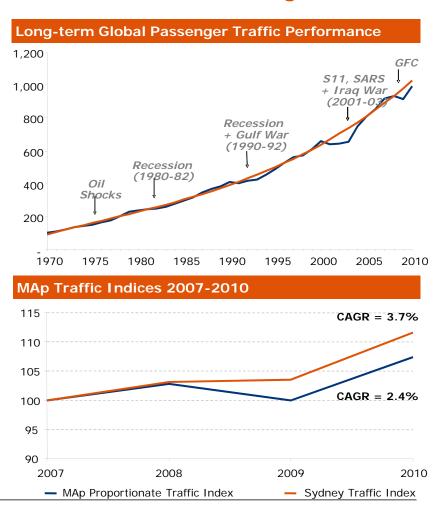


# Traffic Returning to Long-term Trends



### Aviation Traffic is Resilient and Grows at 4-5% Per Annum in the Long Term

- Current airline capacity increases & traffic growth are consistent with long-term trends
- The aviation industry continues to show resilience by recovering from shocks quickly
- Each of MAp's airports is at a different stage of recovery:
  - Sydney is poised to capitalise on structural changes and continued recovery
  - Copenhagen now performing above the pre-GFC level, rapidly returning to trend
  - Brussels was impacted by specific events in 2010, but growth has recently accelerated





### Sydney: Capacity

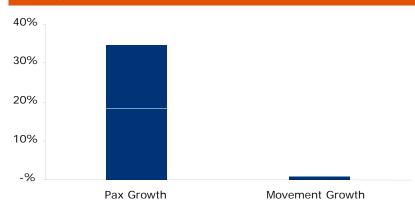
### Sydney Airport Has Significant Available Capacity to Accommodate Future Growth

- Government approved 2009 Master Plan includes passenger forecast of 78.9m for 2029. This assumes no technological advancements and no changes to the current operating restrictions
- Importantly, no new or extended runways, and no changes to the noise sharing arrangements
  - Average slot usage per hour is 48, well within the cap of 80
  - 2001-2010 has seen 35% pax growth with only 1% movement growth
  - Average pax per aircraft has increased from 94 to 125 since 2001 and has the potential to increase much further
  - Pax per aircraft is continuing to increase
  - Virgin Blue will introduce wide-body aircraft
  - Qantas using Boeing 747s on Perth route
  - January 2011 had highest international load factors ever

Airport Comparison	Sydney Airport	London Heathrow
Runways	3	2
Night Restrictions	2300 – 0600	2300 – 0600
Hourly Slot Cap	80	83
2010 Passengers	35.6m	65.7m

<sup>1.</sup> Average hourly non-shoulder cap

#### Sydney Pax vs Movement Growth 2001-2010 <sup>2</sup>



2. Financial years ended June 2001 and December 2010 (change in Sydney year end)



### Aeronautical Revenue

### **Long-term Negotiated Agreements Reached Under Light-handed Regimes**

- Each of MAp's airports has reached long-term commercial agreements with their airline partners
- Provides stability in operational performance, and certainty of returns

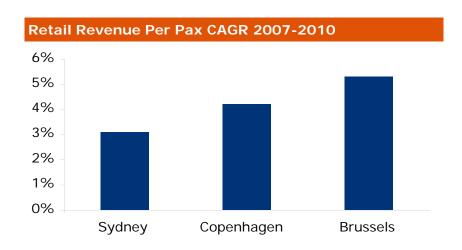
Airport	Current Aeronautical Agreement
Sydney Airport	<ul> <li>The PC Inquiry will include an assessment of how well the current regime facilitates 'commercially negotiated outcomes in airport operations'</li> <li>Sydney Airport has commercially negotiated aeronautical pricing agreements with all airlines (other than regulated short distance regional operators)</li> </ul>
Copenhagen Airport	<ul> <li>The agreement reached in 2009, covers the period from 1 October 2009 to 31 March 2015</li> <li>Flat charges until 31 March 2011, then increase at CPI + 1% per annum thereafter</li> <li>A supplementary agreement set a discount for CPH Go and an emissions-related charge</li> </ul>
Brussels Airport	<ul> <li>New agreement effective from 1 April 2011 to 31 March 2016</li> <li>Provides for an estimated average annual charges increase of CPI + 1.43% (assuming Pier A West investment)</li> <li>Allows Brussels Airport to undertake investments and operations in a certain environment</li> </ul>



### Retail Revenues

### Long-term Contracts Underpinned by a High Proportion of Fixed Revenue

- Airport commercial revenues have achieved consistent growth and also display very stable characteristics
- Retail revenues per passenger at each airport have grown strongly driven by operational initiatives and close contract management
- Retail revenues are underpinned by longterm contracts with quality operators
- All of these contracts also contain provisions for a minimum guaranteed revenue payable by the operator to the airport



Commercial Contracts Summary	Typical contract term	% Revenue from MGR <sup>1</sup> 2010/11
Sydney Duty Free	7 years	100%
Sydney Other Retail	5 years	85%
Copenhagen Duty Free	6 years	100%
Copenhagen Other Retail	5-6 years	85%
Brussels Duty Free	3 years <sup>2</sup>	25%
Brussels Other Retail	5 years	50%

<sup>1.</sup> Minimum Guaranteed Revenues

<sup>2.</sup> Years remaining on current contract



### Investment Programmes

### Airport Investment Programmes are Based on Needs of Airlines and Passengers

- MAp's airports have developed detailed investment programmes in association with airline partners
- The programmes include significant flexibility and ability to defer projects if requirements or priorities change
- Focussed and efficient investment ensures competitive aeronautical charges and operations

Forecast Investments	Capex 2010-2014	Capex 2010	Key Projects
Sydney Airport Total Capex	~A\$1,000m	A\$136m	<ul> <li>T1 Redevelopment</li> <li>T2 Pier A Extension</li> <li>T1 Baggage System</li> <li>Aircraft Parking Capacity</li> </ul>
Copenhagen Airport Total Capex	~DKK2,800m	DKK775m <sup>1</sup>	<ul><li>CPH Go</li><li>Baggage Handling</li><li>Check-in Desks</li><li>Pier C</li></ul>
Brussels Airport Total Capex	~€260m²	€31m	<ul><li>Baggage System</li><li>Wide-body Gates</li><li>Connector</li></ul>

<sup>1.</sup> Under the current aeronautical charges agreement CPH is committed to invest an average of DKK500 million per year in expanding and improving infrastructure

<sup>2.</sup> Excluding proposed Pier A West project, forecast investment of approximately €170m during the period of the new charges agreement

# MAp Outlook Kerrie Mather, CEO







### Positive Outlook

### **Proven Resilience Coupled With Strong Growth Opportunities**

- MAp enters 2011 in an excellent position:
  - Traffic growth across all airports and strong leading indicators
  - Certainty on aeronautical pricing
  - Attractive commercial contracts
  - Restructured cost platform
  - No debt maturities until December 2012
- Management is focussed on delivering positive outcomes in relation to major business initiatives
- Remain on track for the convergence of operating cash flows and MAp distribution



### Q&A



### 2010 Facts ...

### **Sydney**

- First direct route Sydney to Dallas announced
- First US144A bond issue by an airport
- First Lonely Planet bookstore, Wiggles Shop
- First Australian Victoria's Secret store

### Copenhagen

- First differentiated pricing in a European integrated terminal
- First direct route from Copenhagen to Doha
- More than 80,000 downloads of Copenhagen's first iPhone application
- 51% penetration for self-service check-in

#### **Brussels**

- Achieved Airport Carbon Accreditation Level 2
- 8 new long haul routes



# MAp 2010 Full Year Results



