



Airports

Biomass

Transport

Estates

Civil Engineering

Stobart Group

Strategy Day

10th July 2012



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Introduction

Andrew Tinkler

Chief Executive Officer



London Southend Airport

Alastair Welch

Managing Director

Background

3rd busiest airport in UK (late 60's early 70's)

- > 1st Heathrow – 2nd Manchester – 3rd Southend
- > Proven market potential and catchment

World's busiest air route

- > Southend – Ostend

Gradual decline

- > Larger aircraft – runway too short
- > Migration to Gatwick
- > More recently to Stansted

With appropriate planning approvals and investment, position is now very different

December 2008



New Terminal Build



June 2012



Runway Extension



Aircraft Maintenance



Private Aircraft



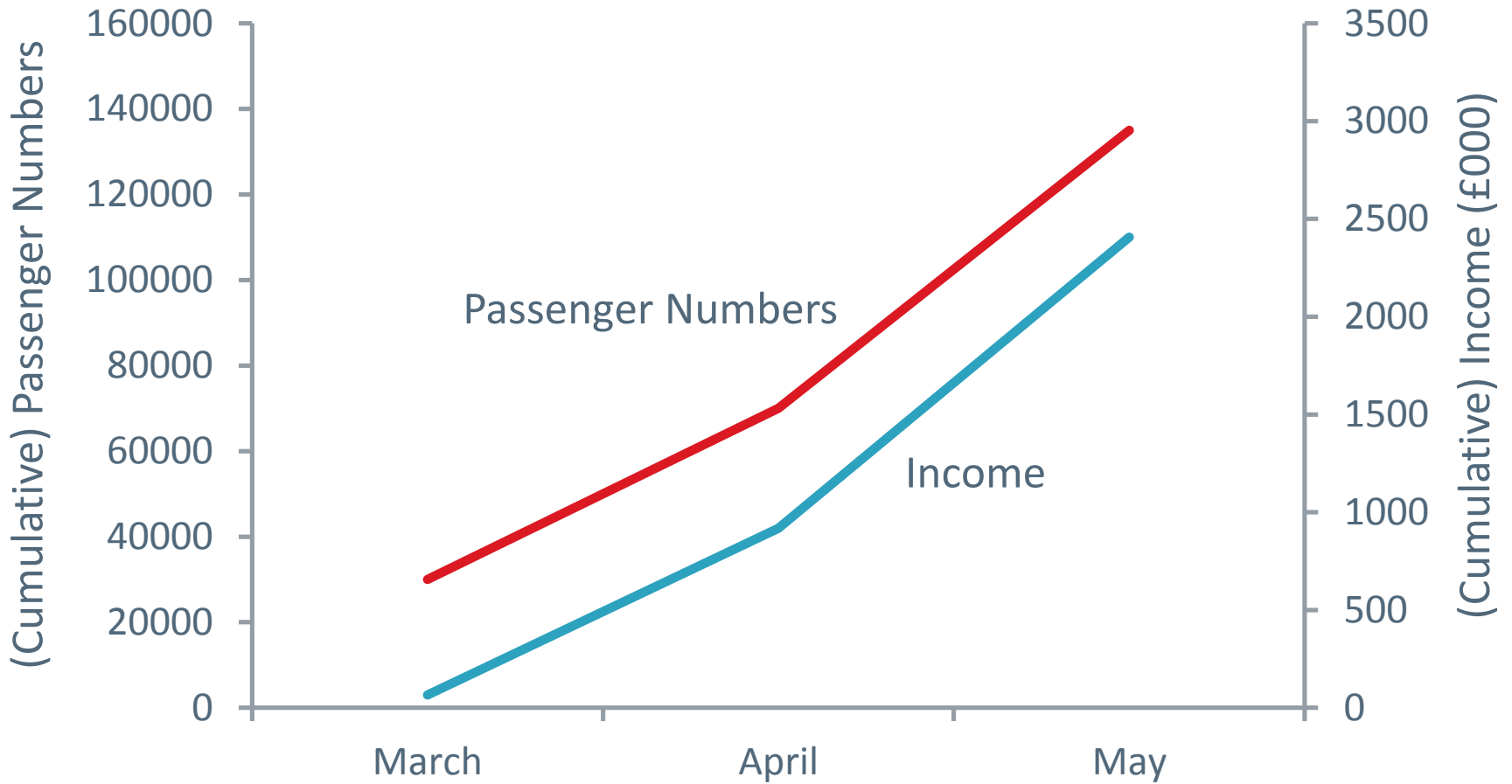
easyJet - Started April 2012



Airport Income Streams

- > Maintenance Tenants
- > Business Jets
- > Aircraft Handling
- > Concessions
- > Passenger Car Park
- > Rail Station

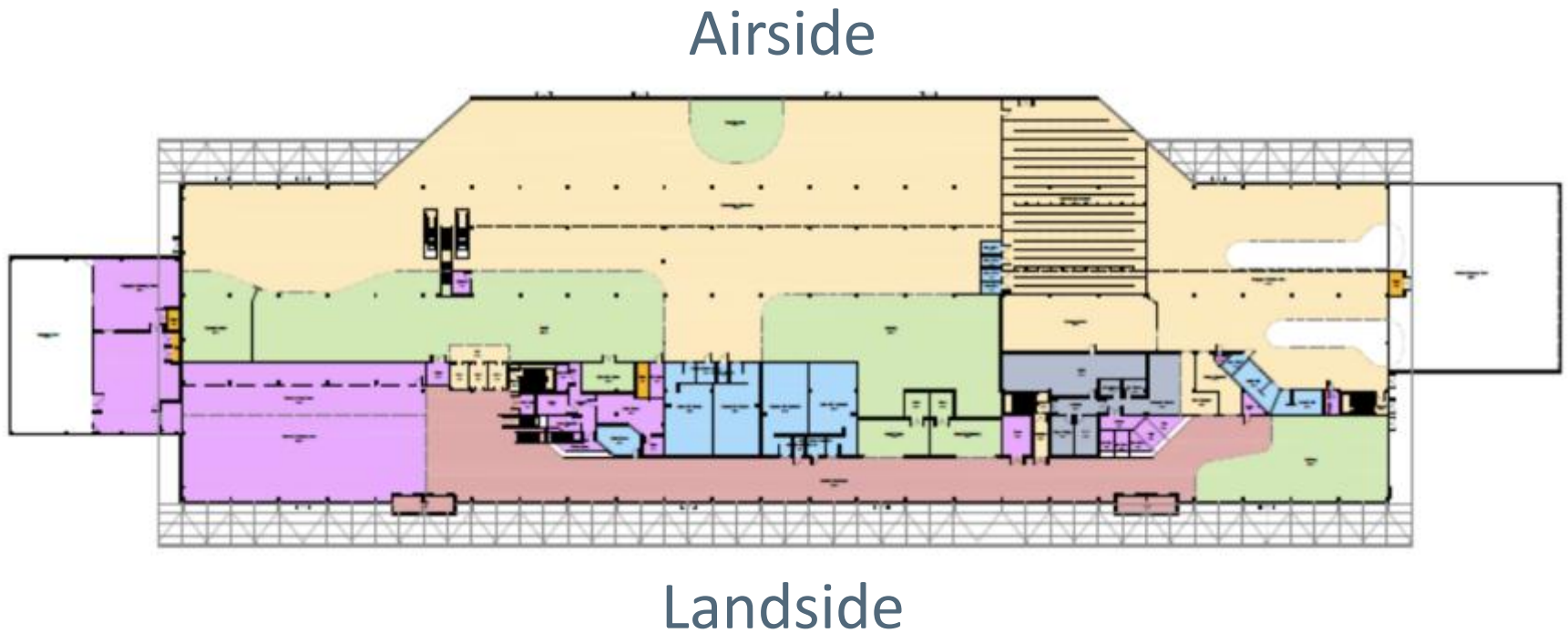
Growth March to May 2012



How the Route Map Looks (for now...)



Terminal Expansion



Terminal 2013



Aircraft Movements to Accommodate 2 Million Passengers



Summary

- > Major development work completed
- > Cost base broadly fixed
- > Potential to grow:
 - Route network
 - Passenger numbers
 - Revenue streams



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