ROUTE DEVELOPMENT AT LONDON STANSTED AIRPORT

- 23 MILLION PASSENGERS PER ANNUM
- £80 MILLION REDEVELOPMENT
- 25 MILLION PEOPLE WITHIN A 2HR DRIVE TIME
Hello,

Welcome to London Stansted Airport!

We are part of MAG, the largest UK-owned airport group which also owns Manchester, East Midlands and Bournemouth airports. The group has revenues of over £700m, serves over 50m passengers annually and is expanding in the USA.

With a catchment of over 25 million people within a 2 hour drive time, London Stansted really is a great opportunity within London and the South East of England. It sits in a large and affluent catchment, and is very well connected by road and rail.

Since acquiring London Stansted in 2013, we have seen very strong passenger growth – now reaching 23 million people per annum. We have launched long haul services with both Thomas Cook Airlines and TUI, and 2016 will see the arrival of the 787 Dreamliner.

2015 also saw London Stansted open its ‘Escape’ premium lounge product, alongside security ‘fast track’ – ideal for the business traveller. The year also saw the completion of the £80 million overhaul of the airport – creating a truly superb customer experience, rivalling any UK airport.

In addition, a further £8 million has been spent on upgrading the airport departure satellites, specifically designed to appeal to the premium long haul carriers and their passengers.

We are also delighted to welcome British Airways to London Stansted. This well respected carrier joins many other airlines and tour operators, including Ryanair, easyJet, Eurowings and flybe.

London Stansted currently serves over 170 destinations across Europe, North Africa, Central and North America and more scheduled European destinations than any other airport in the UK*.

These are exciting times at London Stansted Airport – we look forward to discussing route development opportunities with you.

Mats Sigurdson
Commercial Director, London Stansted Airport
mats.sigurdson@magairports.com

*Based on IATA schedules for August 2016.
PASSENGER NUMBERS INCREASING SINCE ACQUISITION, NOW SERVING 23 MILLION PASSENGERS PER ANNUM

CATCHMENT OF 25 MILLION PEOPLE WITHIN A 2 HOUR DRIVE TIME
LONDON STANSTED AIRPORT...

CAPACITY FOR GROWTH

London Stansted is the only airport serving London that has capacity for significant growth – up to a total of 35 million passengers a year.

It has an iconic, award winning terminal that currently handles 23 million passengers a year. London Stansted is London’s third largest airport.

More scheduled European destinations served than any other airport in the UK

Large and affluent catchment

Awarded Air Cargo World’s ‘Award of Excellence’ in 2011 and 2013

PASSENGER STATISTICS

- 23m passengers per year
- 3rd busiest airport in London
- 4th busiest airport in the UK

Airlines and tour operators include:

FACILITIES

- 110 aircraft parking stands
- 1 runway 3,048m by 46m
- CAT 7, (CAT 8,9,10 on request)
- CAT 3b airfield operations
- 47mins Stansted Express rail link to Central London
- 30,000 car parking spaces
- Leading scheduled pure cargo airport
- UK principle hub for FedEx and operating base for UPS & TNT
- Open 24 hours a day, 365 days a year
THE LONDON-STANSTED-CAMBRIDGE CORRIDOR has significant growth potential connecting Cambridge and Stansted Airport with Canary Wharf and the financial City of London.

I N V E S T M E N T

£1.5BN

- £1.5bn acquisition of London Stansted by MAG (Feb 2013)
- £80m investment in terminal redevelopment, in partnership with commercial partners
- 11,600 employees on site
- £8m investment in departure satellites

A I R L I N E S & A I R C R A F T M O V E M E N T S

15+

- 15+ airlines and tour operators
- 163,000 air transport movements per year (July 2016)
- 170+ destinations
- 35+ countries served
- 238,000 tonnes of air cargo per year (January 2016)
A LARGE & AFFLUENT CATCHMENT...

The London Stansted catchment area sits in the UK’s wealthiest region.

London Stansted’s catchment area is wide. It is concentrated upon London, with a 1 hour drive radius, but also covers a wide spread of locations across the South East and the Midlands. 10 million people live within the immediate catchment zone. When extended to a 2 hour car journey radius, the catchment is 25 million people.

10 25
MILLION PEOPLE LIVE WITHIN A 1HR DRIVE
MILLION PEOPLE LIVE WITHIN A 2HR DRIVE

London has the LARGEST VENTURE CAPITAL and PRIVATE EQUITY INDUSTRY after the United States.

LONDON 5TH LARGEST CITY ECONOMY IN THE WORLD
Source: Brookings Institute 2014

LONDON GVA OVER £364BN
Source: Office of National Statistics 2014

LONDON GVA PER CAPITA £42,666
Source: Office of National Statistics 2014

CLOSEST MAJOR AIRPORT TO CANARY WHARF - One of the world’s leading financial districts

Below Canary Wharf
Below right The London Stock Exchange
CLOSEST MAJOR AIRPORT TO CAMBRIDGE

- Cambridge is set to be one of the UK’s fastest expanding cities over the next three years, with 2.5% GVA growth (Ernst & Young forecast report, 2015)
- It now contains 14 businesses that are worth more than £1 billion
- 61 of every 100 short haul passengers who begin their journey in Cambridge, choose to fly from Stansted Airport (CAA survey, 2014)
- The world famous University of Cambridge is home to 20,000 students

Cambridge is at the ‘FOREFRONT OF WORLD INNOVATION’ – 1,584 companies employing nearly 57,000 people, with a combined TURNOVER OF £13bn.
Source: www.camclustermap.com 2014

The East of England has the HIGHEST RATE OF BUSINESS RESEARCH AND DEVELOPMENT expenditure of any English region or county of the UK.
Source: Office of National Statistics 2014

The East of England region is GROWING RAPIDLY - the population grew by 8% to 5.8million between 2001-2011; the HIGHEST RECORDED GROWTH OUTSIDE OF LONDON.
Source: www.bis.gov.uk 2014

CLOSEST MAJOR AIRPORT TO ‘SILICON ROUNDBOARD’
A district in East London that is home to over 300 high tech start-up companies and the new Google Campus.
London is a key destination for inbound visitors to the UK. In 2014, 17.4 million people visited the capital, spending over £11.8bn. This represents 54% of all inbound visitor spending in the UK.

Source: VisitBritain.org

London accounts for 54% of all UK inbound visitor spend

Source: VisitBritain.org

EASY ACCESS TO LONDON FROM LONDON STANSTED

£11.8 bn
TOURIST SPEND IN THE CAPITAL PER YEAR
Source: VisitBritain.org

London is a key destination for inbound visitors to the UK. In 2014, 17.4 million people visited the capital, spending over £11.8bn. This represents 54% of all inbound visitor spending in the UK.

Source: VisitBritain.org

47 MINUTES DIRECT TO CENTRAL LONDON FROM LONDON STANSTED AIRPORT

Source: VisitBritain.org

Above: Trooping the Colour, The Mall
Above middle: Tower Bridge
Above top: Harrods

Harrods
Luxury Department Store, Knightsbridge

Right: The British Museum
Below: Regent Street & the Hackney Carriage “Black Cab”
Top 10 London Attractions

- British Museum
- National Gallery
- Natural History Museum
- Tate Modern
- London Eye
- Science Museum
- Victoria & Albert Museum
- Tower of London
- Royal Museums Greenwich
- Madame Tussauds

TOP 10 LONDON ATTRACTIONS

- Left Millenium Bridge & St Pauls Cathedral
- Below: The Shard - Iconic London skyscraper and Western Europe’s tallest building.
- Below left: Theatreland - Drury Lane
- Below middle: Trafalgar Square, National Gallery & National Portrait Gallery
- Below right: Houses of Parliament and Westminster Bridge

17.4M ANNUAL INBOUND VISITORS TO LONDON

Source: Visit Britain 2014
INBOUND TOURISM TO THE EAST OF ENGLAND...

Situated on London’s doorstep, Essex offers a rich mix of everything that makes England great. Essex has the longest coastline in the UK, the oldest recorded town, driest weather, the world’s longest pleasure pier, and has acres of rolling countryside, making it an ideal place to visit for a short break or day visit.

With over 200 attractions there is plenty to do, from outdoor activities, zoos and shopping, to stately homes, picturesque villages and beautiful gardens. There is also an excellent food and drink offer and wonderful places to stay, all within a short distance of London.

40,000 STUDENTS LIVE IN THE CITY OF CAMBRIDGE (33% OF THE ENTIRE 120,000 POPULATION)

2.1M NUMBER OF VISITS INVOLVING AT LEAST ONE NIGHT IN EAST OF ENGLAND, FROM OVERSEAS, 2014

Source: VisitBritain 2014

TOP 10 EAST OF ENGLAND ATTRACTIONS

- Colchester Zoo
- ZSL Whipsnade Zoo
- Imperial War Museum Duxford
- Anglesey Abbey, Gardens & Lode Mill
- University of Cambridge Botanic Garden
- BeWILDerwood
- The Poppy Line (North Norfolk Railway)
- RHS Garden Hyde Hall
- Blickling Hall
- Audley End House & Gardens
The East of England offers a huge variety of attractions for all visitors. With such an accessible onward transport network to this entire area, London Stansted is the ideal arrival point for tourists to explore this part of the UK.
Fast and frequent trains (Stansted Express) run directly between London Stansted Airport and London Liverpool Street station (in the City of London).

Interchanges to the London Underground are at Tottenham Hale (Victoria Line) or Liverpool Street Station (Central, Circle, Metropolitan and Hammersmith & City Lines). Other long-distance train services link the airport with Cambridgeshire and the Midlands.
HIGHLY ACCESSIBLE BY ROAD...

ONLY 14 MILES FROM LONDON’S ORBITAL MOTORWAY (M25)

London Stansted Airport is well connected to London and surrounding catchment areas by excellent motorway and road networks. The airport is adjacent to the M11 motorway.
London Stansted Airport’s coach station provides high quality and high frequency bus and coach services to over 50 major towns and cities across the UK.

INTEGRAL BUS AND COACH STATION WITH 24 HOUR AVAILABILITY

5M PEOPLE TRAVELLED ON BUS AND COACH TO AND FROM LONDON STANSTED IN 2015

Source: CAA Survey
INTER TERMINAL TRAINS transport passengers to the international departure gates in the satellite buildings; fast, efficient and stress free.

5 CAR PARKING OPTIONS: Meet & Greet, Short Stay, Mid Stay, Long Stay and JetParks all offering bespoke packages to suit all budgets.

4 ON AIRPORT HOTELS including Radisson BLU, Hilton, Holiday Inn Express, Premier Inn and a 5th hotel, Hampton by Hilton opening in 2017.

EXPANDED DEPARTURE LOUNGE where passengers can relax, eat and shop with great brands to rival any other London airport.

WORLD DUTY FREE OPENED JULY 2014

Above left New ‘Departures’ area
Left New Satellite Terminal 1
CREATING SUPERB PASSENGER FACILITIES...

All of the expected services including LOUNGES, BUREAUX DE CHANGE, SECURITY FAST TRACK, SECURITY FAMILY LANES, BABY CARE ROOMS, PRAYER ROOM.

TERMINAL TRANSFORMATION COMPLETED IN 2015

Over 1,000 beds in total on site

19
Address:
London Stansted Airport Limited,
Enterprise House,
Bassingbourne Road,
Essex, CM24 1QW, UK
www.stanstedairport.com

Aerodrome Reference Point:
N515306
E0001406

Runway Threshold elevation:
04/332ft 22/348ft

Aerodrome elevation:
348ft

Runway surface:
The 3,048 metre runway is surfaced with grooved asphalt and cambered, which allows water to drain rapidly, maintaining good braking action by preventing water from building up on the surface. The width of the runway is

Approach lighting 04:
780m HI coded centreline with 5 crossbars, supplementary lighting inner 300m (HI).

Approach lighting 22:
914m HI coded centreline with 5 crossbars, supplementary lighting inner 300m (HI).

Runway lighting:
- HI red runway end lights.
- HI green threshold lights with wing bars.
- HI flush edge lights at 60m spacing.
- HI bi-directional colour coded centreline at 15m spacing.
- HI Touch Down Zone 900m.
- Runway exit points to taxiway G and H are indicated by green and amber centreline lights until the red stop bar.
- 24 hour LED runway stop bar lighting in operation.

Navigational aids:
04/22 CAT III B

Aircraft stands:
Stands are available for all current and planned aircraft types. North Apron stands are available for business aviation aircraft.

Cargo Aprons:
2 dedicated ramp areas for current and future cargo aircraft types.

Rescue & fire fighting services:
RFF CAT 7. CAT 8, 9 & 10 on request.

STANSTED HAS WORLD-CLASS INFRASTRUCTURE IN PLACE TO HANDLE THE WORLD’S LARGEST AIRCRAFT, INCLUDING THE A380 AND B747-8
OPERATIONAL CONTACTS...

**AIRCRAFT MAINTENANCE**

- **Inflite Engineering**
  www.inflite.co.uk
  Tel: + 44 (0)1279 832000

- **SR Technics**
  www.srtechnics.com
  Tel: + 44 (0)1279 68068

- **Aeroplane**
  www.aeroplane.com
  Tel: + 44 (0)800 1217570
  enquiries@aeroplane.com

**AIRCRAFT REFUELLING**

- **Stansted Into-plane Co Ltd**
  Tel: + 44 (0)1279 681217

- **Aircraft Service International Group (ASIG)**
  www.asig.com
  Tel: + 44 (0)1279 662692

**AIRCRAFT CATERING**

- **Alpha LSG Ltd**
  www.alphalsg.co.uk
  Tel: + 44 (0)1279 680900

**CLEANING SERVICES**

- **Derichebourg Multiservices Ltd**
  Tel: + 44 (0)1279 680448

**HANDLING AGENTS**

- **Menzies**
  Tel: + 44 (0)1279 66 3885
  stn.ops@menziesaviation.com

- **Swissport**
  Tel: + 44 (0)1279 664143
  Tel: + 44 (0)1279 664144
  stn.occ@swissport.com

**STATUTORY ORGANISATIONS**

- **National Air Traffic Services**
  Air Traffic Control
  www.nats.co.uk
  Administration Tel: + 44 (0)1279 669320
  Flight Planning Tel: + 44 (0)1279 662428

- **Essex Police Authority**
  www.essex.police.uk
  Tel: + 44 (0)1279 680298

- **Border Force**
  Switchboard Tel: + 44 (0)1279 680670

**AIRPORT HOTELS**

- **Radisson BLU Hotel**
  500 room hotel adjacent to the airport terminal with business centre
  www.radissonblu.com/en/hotel-stanstedairport
  Tel: + 44 (0)1279 661012
  info.stansted@radissonhotels.com

- **Hilton Hotel**
  On airport hotel with business centre
  www.hilton.co.uk/stansted
  Tel: + 44 (0)1279 680800

- **Holiday Inn Express**
  254 bedroom hotel with meeting rooms
  www.expressstanstedairport.co.uk
  Tel: + 44 (0)1279 680015

- **Premier Inn**
  303 bedroom on airport hotel
  www.premierinn.com
  Tel: + 44 (0)871 527 9352
The industry-leading MAG marketing team focuses on creating demand and driving commercial value through multi-channel marketing. This includes web, CRM, social media, PR, press, radio and outdoor advertising. Always looking for avenues to promote routes, the team focuses on delivery and impact.

As experts in the market - the marketing team has local knowledge of the area, extensive expertise in the travel industry and great links to the corporate sector.

Specific time is taken to understand your business priorities, leading to a bespoke marketing plan that:

- links to your objectives
- focuses on inbound (if applicable) and outbound activity
- is agreed by your sales and marketing teams

Let us be an extension of your marketing team. Share your news with us and we will maximise channel opportunities for your key messages.
To discuss route development opportunities at London Stansted Airport please contact:

Mats Sigurdson  
Commercial Director  
Tel: +44 (0) 7958 876 828  
mats.sigurdson@magairports.com

Mark Souter  
Head of Business Development - Aviation  
Tel: +44 (0) 7711 574 513  
mark.souter@magairports.com

Conan Busby  
Business Development Manager - Cargo and General Aviation  
Tel: +44 (0) 1332 852 912  +44 (0) 7932 404 622  
conan.busby@magairports.com

Kevin Smith  
Head of Retail - Lounges  
Tel: +44 (0) 1332 852 920  +44 (0) 7711 574595  
kevin.smith@magairports.com

John McHugh  
Head of Strategic & Commercial Marketing - Property  
Tel: +44 (0) 161 489 5054  +44 (0) 7958 876146  
john.mchugh@magairports.com

For more information please visit magworld.co.uk