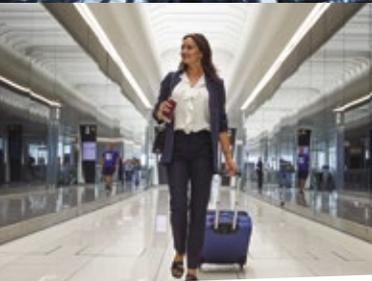




GATEWAY TO GROWTH

**YOUR GUIDE TO CAPTURING THE AVIATION
MARKET IN THE UNIQUE LONDON
STANSTED AIRPORT CATCHMENT AREA**

2019/20



FOREWORD

ABOUDY NASSER

Chief Commercial Officer, London Stansted Airport



London Stansted sits in a very successful and growing catchment – probably the most economically powerful area in the UK.

Our location in the UK Innovation Corridor (UKIC) stands us in very good stead as we look to continue the success of recent years. Over the last 12 months we have increased passenger numbers by over two million and now serve over 28 million annually, representing faster passenger growth than at any other major UK airport. Although we serve more European destinations than any other UK airport, I am very pleased that our route network is diversifying.

In the last year the success of Emirates has demonstrated the potential of long-haul at London Stansted: they introduced a second daily service at London Stansted faster than anywhere else in the world except Beijing, such is the demand. This highlights our aim to grow to 25 or 30 long-haul routes and I believe London Stansted presents the biggest opportunity and the strongest business case for any operator looking to enter the London aviation market.

Our unique catchment, encompassing the UK's economic centre, provides high-quality, growing demand to support sales volumes for operators, and a proven ability to consistently deliver higher fare yields than other major London airports. Combined with a competitive cost base that boasts some of the lowest airport charges in the region, London Stansted is the most attractive environment for sustained operator profitability. We understand new routes are an investment in the future and over the next decade we are the only major London airport that can supply operators with the runway capacity and consistent slots needed for long-term growth.

This year (2019-20) we will spend over £125 million on improving facilities at the airport, including completing work on eight new aircraft stands, adding 28 new, shoreline check-in desks, opening a new multi-storey car park, offering more than 2,700 new spaces within walking distance of the terminal and completing the initial concept design for the new Departure Lounge and Arrivals Terminal configuration. We are forecasting strong growth in passenger numbers over the next five years and our shareholders are supportive and committed to further investment at the airport to unlock this opportunity.

Like you, we are in the aviation business. Our team at London Stansted Airport has direct airline experience: many of us have been sat where you are and we understand the fundamentals of the operator business, the challenges, pressures and the opportunities that come from building new route networks. We see our role as expert aviation consultants that can work with you to build robust business models, rooted in hard facts not assumptions. We are committed to our airline customers, who are all supported by our sales, marketing and PR teams, immediately connecting you to our network of corporates and industry organisations, agents and travel trade partners. At London Stansted, helping to rapidly establish and growing new route networks and ensuring your financial success is a shared endeavour.

I am excited for the next chapter in London Stansted's history, and believe we are the smart choice and your gateway to growth.

CONTENTS

Foreword	2
Avoiding the London Capacity Crunch	4
Unlocking Growth Potential	6
The UK Innovation Corridor	10
Gateway to Technology and Financial Services	12
Gateway to Life Sciences and Academia	14
London Stansted, Long-Haul Growth Opportunity	16
Your Aviation Experts	18
Closer Than You Think	20



AVOIDING THE LONDON CAPACITY CRUNCH

London is undoubtedly one of the busiest cities in the world in terms of the volume of its air traffic.

176 million passengers passed through the city's airports in 2018, according to CAA data, and that number has grown year-on-year for the past decade. Forecasts for the size and scale of London's aviation market show that this growth is set to continue for years to come. London remains a lucrative opportunity for carriers; as a destination itself, it carries significant appeal to both business and leisure travellers, while its position as a gateway to onward markets both East and West highlight its enduring potential for both short-haul and long-haul routes. For operators around the world, London is very much open for business.

There are, however, challenges for airlines who want to expand their networks and tap into the continuing growth of this already significant global market. As demand for air travel continues to soar, London is faced with the risk of a potential capacity crunch. Several of the region's major airports are currently operating at full, or close to full, capacity; proposals for extra runways at some London locations are proving controversial, and there can only ever be a finite amount of space on the ground at others.

This presents uncertainty for carriers looking to enter the London market over whether they will be able to secure the regular slots that they need to build sustainable and profitable routes. In addition to the capacity crunch, the catchment crossover of London's airports – such as London Heathrow and London Gatwick – continues to drive increased competition between operators, which in some cases leads to lower fare yields.

The ever-increasing demand of London's aviation market means that it's no surprise for carriers across the globe to have expansion in their sights when it comes to the UK capital. However, they need the confidence of knowing that an airport will be able to service this demand efficiently and cost-effectively for years to come. With London's traditional airports becoming more crowded, with less capacity for operators, airlines must instead look to establish a long-term base for the future at an airport offering strong potential for growth.

Fortunately, for some time there has been one London airport with the ability to provide operators with that base.

LONDON STANSTED AIRPORT: YOUR GATEWAY TO GROWTH

London Stansted Airport is an agile, innovative airport and one of vital strategic importance for airlines who wish to access a unique and underserved North and East London catchment, as well as a wider London catchment and the East of England regions. With its single terminal structure, runway capacity to accommodate wide and narrow aircraft alike and technological innovations, London Stansted is just as capable of handling both low-cost and full-service carriers. Furthermore, it has the benefit of direct access to the increasingly affluent customers of the UK's fastest-growing economic region within its own catchment area.

London Stansted is uniquely situated in a large and affluent catchment, with over 25 million people living within a 2-hour drive to the airport's front door. In recent years, London's economic centre of gravity has seen a dramatic eastward shift, with a strengthening of East London's financial and technological business sectors and the emergence of the East of England as the country's commercial and corporate powerhouse. Alongside the region's historic institutions, the arrival of innovative new companies alongside established multinational firms has prompted the growth of new business clusters within the area and the emergence of the UK Innovation Corridor (UKIC), the engine-room of fiscal growth in the UK. The UKIC is powered by a leading tech and knowledge-based economy, and the airport's influence is further catalysed by its strong strategic alliances with the industries and institutions within the region.

The UK's strong appetite for both business and leisure travel, in addition to the geography and history of London and the East of England region, make London Stansted a vital location for any carrier to consider. The UK Aviation market grew by 3% between 2017 and 2018, with CAA data showing that 292 million passengers were served by UK airports in 2018 alone. This is just as true for London's airports, with the London market also growing by 3% between 2017 and 2018 to over 176 million passengers.

The potential for growth at London Stansted is significant. Since 2013 – the year that the MAG (Manchester Airports Group) acquired the airport – London Stansted has become one of the UK's fastest growing airports, currently serving over 28 million passengers per year. Crucially, the airport has both the terminal and runway capacity for further growth and plans to serve 43 million annual passengers in years to come. With huge capacity for growth, London Stansted is a prime target for prospective carriers to add to the ever-expanding range of outbound destinations. As of 2019, London Stansted serves over 200 destinations across 40 countries, reaching a greater quantity of European destinations than any other UK airport.



THE SMART CHOICE

The economic power and potential of London Stansted's affluent catchment area means that the airport is the most convenient option for an increasing number of business and leisure travellers. Growing demand for corporate travel both to and from the region will only anchor the profitability of new routes. Meanwhile, with strong economic performance within the catchment comes increasing amounts of disposable income for the residents, leading to a rise in demand for leisure travel options to supplement the increased business travel proposition. In particular, there is a large demand for new long-haul routes to a wide variety of locations, from North America to Southeast Asia and beyond.

The ongoing economic strength of the UK capital, coupled with its proximity to continental Europe and its position as a gateway to the rest of the world, are all proof that the London market continues to be a lucrative opportunity for operators. London Stansted has both the capacity and the capability to offer new routes for those carriers who want to enter the London market, or for those who wish to grow their existing route networks. Opportunities continue to abound within the airport's unique catchment area, one that is not served by anyone else.

It is an excellent prospect – for those carriers who wish to take it.



UNLOCKING GROWTH POTENTIAL

With current terminal and runway capacity and room for future expansion, the potential for growth at London Stansted Airport provides an opportunity for carriers in the next decade, as passenger numbers for both business and leisure travel are set to increase dramatically.

Across the UK, there is growing appetite for long-haul routes to a range of international destinations. According to IATA, overall demand for long-haul travel from UK airports increased year-on-year by 5.6% in 2018. London is contributing a significant amount of this national growth. The size of the long-haul market from all London airports was up year-on-year by 5.9% in 2018, according to IATA figures. In particular, demand for travel to key global destinations is being driven by London Stansted's increasingly affluent catchment area.

Analysis of flight requests from the aviation search engine Skyscanner indicates that over 50% of all UK searches in 2018 for flights to Beijing, Boston, Delhi, Hong Kong, New York, Mumbai, Shanghai, Singapore, Tokyo and Washington originated from the London Stansted catchment area. This was consistent across all cabin classes, including First, Business and Economy. With an impressive 61.2% of all UK searches for Business and First-class flight tickets to New York originating from the London Stansted catchment area.



Total Percentage of all UK Skyscanner Searches Originating from London Stansted Catchment for Key Long-Haul Destinations in 2018

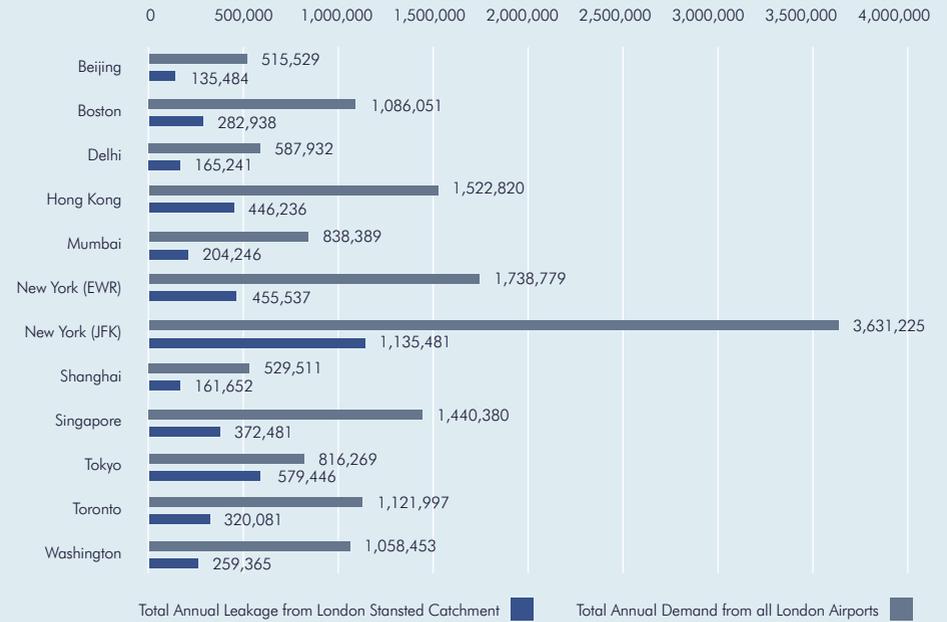


*Including London Stansted's core and outer core catchment area. Based on searches to 10 key long-haul destinations including Beijing, Boston, Delhi, Hong Kong, New York, Mumbai, Shanghai, Singapore, Tokyo and Washington.

London Stansted is committed to improving connections to numerous cities across the globe. The demand for increased business and leisure

travel options from within the region is significant, and for direct long-haul routes in particular that demand is unserved by existing carriers.

Total Annual Demand from all London Airports and Total Annual Leakage from the London Stansted Catchment Area for Key Long-haul Destinations by Passenger Numbers in 2018



*Leakage referring to the total number of passengers residing in the London Stansted catchment area, flying from other UK airports to a particular destination

The leakage figures above represent the large number of passengers from within the London Stansted catchment area whose appetite for long-haul travel is not currently being served directly.

There is a huge opportunity for carriers to tap into this unserved demand. For example, 1.6 million people are currently travelling from the London Stansted catchment area to New York each year, according to CAA data – demand which ultimately leaks to other UK airports due to a lack of availability.

One of the biggest areas of untapped potential in the London Stansted catchment area lies in the rapid growth of the business traveller market, which has been fuelled by the region's strong economic performance. The airport's catchment area has enjoyed a higher economic growth rate per head than any other airport catchment over the last decade. At a compound annual growth rate (CAGR) of 3.84%, the London Stansted catchment slightly outperformed London as a whole (3.82%) in terms of economic growth. Economic performance as measured by CAGR was also far higher than the East of England region, the South East and the wider UK.

With businesses in the area continuing to grow, and the demand for business travel options to a range of worldwide economic hubs increasing, the volume of leakage to other UK airports is significant. For example, over 94,000 people are currently travelling from the London Stansted catchment area to Hong Kong from other UK airports each year. Similarly, there is a high volume of business travel demand for other major cities from within London Stansted catchment area, including Boston (99,941 annual passengers), New York (491,215 annual passengers) and Washington (94,556 annual passenger).

Annual Business Travel Demand from all London Airports and Leakage from London Stansted Catchment by Passenger Numbers in 2018

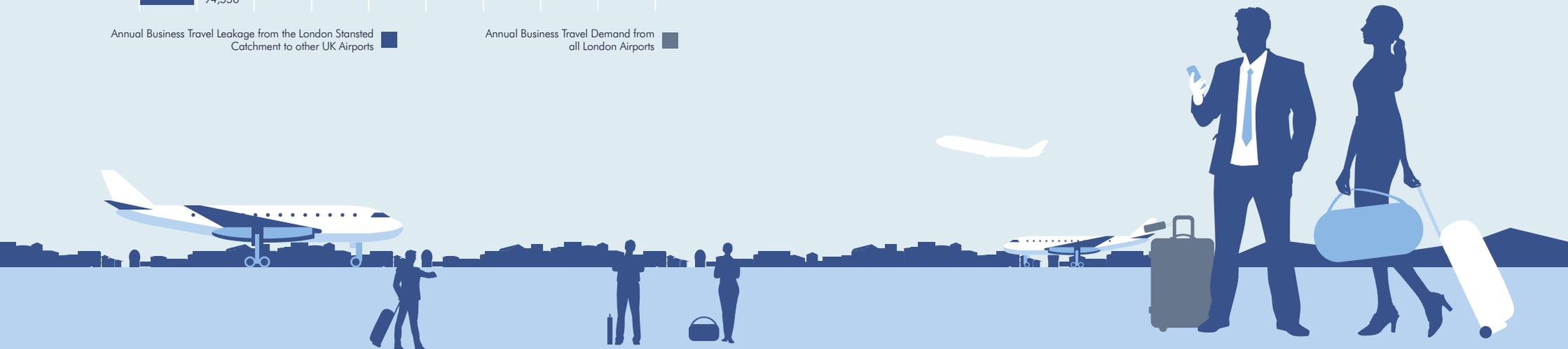


Furthermore, there is also a good opportunity for carriers to capitalise on the growing demand for first and business class travel from the region. As figures below demonstrate, there is a high level of leakage for premium travel from the London Stansted catchment to key long-haul destinations.

Annual Demand for Business and First Class Cabins and Leakage from London Stansted Catchment by Passenger Numbers for Key Long-Haul Destinations in 2018



Thanks to new routes, excellent facilities and ongoing investment in the airport, London Stansted's business passenger community has grown 6% over the past 5 years – in comparison to an average figure of 3% for all London airports. The affluence of the London Stansted catchment indicates that this proportion is only going to grow. The opportunity for carriers to tap into this underserved demand is clear.



THE UK INNOVATION CORRIDOR

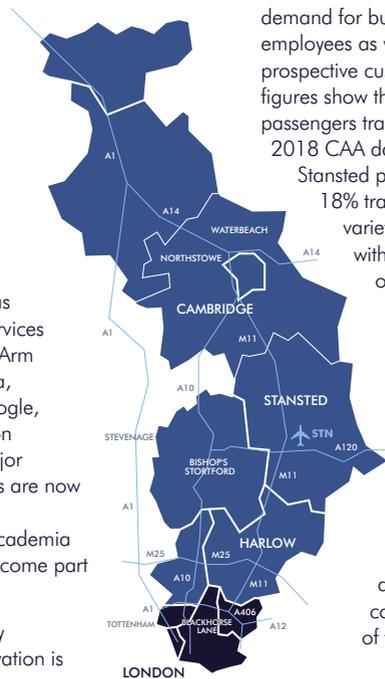
London Stansted Airport is conveniently situated close to some of the country's most significant locations.

To the south lies the technology hub of East London and the financial powerhouse of Canary Wharf. To the north sits the city of Cambridge, with its elite university and the 'Cambridge Cluster' of high-growth start-ups and high-tech businesses. What is striking is the sheer amount of innovative businesses based in the 'corridor' between the two – an area known as the UK Innovation Corridor (UKIC). London Stansted is part of this innovation corridor, a region which accounts for more patents-per-head than the technology capital of the world, Silicon Valley. It is one of the fastest growing regions in the UK and a rapidly emerging economic hub of truly global importance. With significant untapped demand for long-haul business travel, the UKIC also offers an attractive prospect for carriers – one that is unserved by any other major airport.

WHAT AND WHERE IS THE UKIC?

The UKIC is home to numerous companies across a wide range of business sectors. These range from innovative start-ups to global pioneers in fields such as technology, financial services and life sciences. From Arm Holdings to AstraZenca, GlaxoSmithKline to Google, Facebook to Imagination Technologies, many major multinational operations are now taking advantage of an environment in which academia and innovation have become part of the local DNA.

A look at the geography demonstrates why innovation is



so prominent in the area. The UKIC starts from the area north of Kings Cross and East London's Tech City and continues northwards through the Lee Valley via the region's main motorways towards Cambridge – taking in the business districts of Stevenage, Harlow and, of course, London Stansted along the way. The inclusion of both London and Cambridge means it incorporates the fastest growing economic region in Britain, which brings opportunities not only for business, but also leisure travellers.

The people employed in the area make up a vibrant constituency of affluent working professionals. The corridor is a dynamic ecosystem of international businesses, academia, start-ups, financial services companies and law firms. The globalised nature of these businesses means that they generate a strong recurring demand for business travel, from their own employees as well as both existing and prospective customers. London Stansted's figures show that the proportion of business passengers travelling via the airport is increasing.

2018 CAA data shows that 61% of London Stansted passengers are frequent flyers, with 18% travelling over ten times a year. The variety of industries, and companies within those industries, and the ongoing business opportunities that this activity is generating demonstrates that demand for air travel in the UKIC is only going to continue to grow.

Employment in the region is already high. According to the recent London Stansted Cambridge Corridor Growth Commission Report, nearly one in seven of all jobs in the UK are within a 10km radius of the corridor and a higher proportion of those jobs are considered



'high-value' than the national figure. The region's productivity is 16% above the national average with job growth more than double the national average at 153% in the next 15 years.

The region has potential to grow enormously. The report also highlighted that 120,000 new jobs are forecast to be created in the area by 2030. The economic strength of the UKIC is set to grow 20% above the UK average, making it one of the top five global knowledge regions. It is likely to see the rise of ten new 'unicorn' companies – those valued at over \$1 billion – which is in part due to investment levels. In the technology space alone, London has accounted for 36% of the investment in the UK in the past 12 years, with the broader South East region accounting for 30% and the East of England region accounting for 15%.

COLLABORATION AND CONNECTIVITY

The term 'Innovation Corridor' refers to the genuine connection between transport and supply chains within the region, as well as those reaching out beyond the area too.

Businesses in the region network and collaborate to maximise their success. Where possible, supply chains are shared in order to capitalise on synergies between firms. The airport's own connectivity with these businesses is similarly excellent. London Stansted is just 29 minutes by train from Cambridge to the north and 47

minutes by train from the heart of London's business and financial district to the south, with trains running every 15 minutes.

The approach to collaboration extends internationally as well. London Stansted has the ability to supply operators with both the runway capacity and the consistent slots that are needed for long-term growth, allowing operators to link passengers to the likes of Singapore, Shanghai, the Boston Technology Corridor and beyond. The airport has for a long time recognised the wealth of untapped demand from people from within the UKIC region who want the quality of full-service business travel accessible from a convenient location. These same travellers also require premium services for long-haul leisure travel during their downtime.

CONTINUING GROWTH

The opportunity to serve untapped long-haul business travel within the UKIC region is a lucrative one for operators. Given the strong economic performance of the region, this demand is only going to continue to grow. For carriers looking to take advantage of a reliable repeat business travel proposition, the UKIC catchment is an exciting area to be explored.

GATEWAY TO TECHNOLOGY AND FINANCIAL SERVICES



The transformation of London's skyline over the last twenty years underlines that the city is always evolving.

The city of London retains a central position, both economically and geographically, in the global economy. East London is already the world's financial services capital, and concerted investment in a fresh generation of motivated entrepreneurs is now making it Europe's most vibrant technology and digital hub as well.

With a thriving technology scene and the most sophisticated financial services sector in the world, the businesses powering London's economy are in constant need of corporate travel options. For operators who are looking to capitalise on business travel within these busy sectors, London Stansted offers direct and convenient access to London's economic centre, offering carriers a strong foundation for sustainable future growth.

FINANCIAL SERVICES

The centre of London's financial services sector is Canary Wharf, an area which has grown significantly over the last decade.

Canary Wharf plays host to the headquarters of some of the world's leading banks, including Barclays, Citibank HSBC and JP Morgan Chase amongst others. London's historic financial institutions, such as the Bank of England and the

London Stock Exchange are also located within this area of East London. The strong links forged between the city's financial powerhouses mean that London remains at the heart of economic growth in Europe and the wider world.

As a major financial hub, the professionals employed in the city's financial firms have a frequent need for air travel to meet their international counterparts. Likewise, the global employees of these multinational companies also require regular and efficient access to London from abroad. This presents a huge opportunity for operators who want to connect the world's most important global financial hubs and serve the ongoing demand for corporate air travel between them.

DIGITAL INNOVATION

In addition to its financial capabilities, London is also a world-leader in innovative and emerging technologies. The London technology sector has grown rapidly in the region over the past decade, with the emergence of the East London Tech City serving as proof of London's technological excellence. Technology clusters have arisen in localities such as Clerkenwell, Hackney, Shoreditch and Spitalfields, giving rise to a number of 'unicorn' companies – those



The UK Innovation Corridor is host to one of Europe's largest centres of development, especially in the life sciences and technology sectors. This is unsurprising given the strong links with the region's universities and research institutions – Cambridge University, for example, is consistently recognised as one of the world's top three. London and the East of England is one of the world's leading regions in terms of investment and innovation in technology, with a record number of investments and acquisitions being made.

Featurespace origins lie in the region's academic heritage – particularly in the field of machine learning – and excellent access to talent. The academic heritage is; our co-founders were major contributors via their work in signal processing and applied statistics. Access to talent has always been and will remain a differentiator for all companies and we're fortunate to be surrounded by a large number of well-educated, globally diverse students and experienced professionals. We're up against a huge amount of competition, which interestingly leads to employment innovation too for us; the combination of high-quality individuals, product innovation, game changing results and business growth attracts existing and potential customers from many countries. Most of them arrive through major airports, including our nearest, London Stansted.

With such a robust commercial infrastructure, the region is producing global pioneers and technological changemakers on a scale that truly rivals the best in the world. To help sustain this growth, we have partnered with other international knowledge and innovation hubs, especially Atlanta, Georgia. We also have a continuously growing technology ecosystem and connect with customers across the globe. Naturally, we are aware of our carbon footprint – however, as a service-driven business, face-to-face time is invaluable. Consequently, we rely on air travel – which wouldn't be possible without dependable and accessible infrastructure. Superb connectivity to a wide variety of international economic hubs is vital for future success and an increase in availability of business travel options will be well-received by our industry."

MARTINA KING
CEO of Featurespace

valued at over \$1 billion – and indeed many unicorns of the future. The rapid growth of the music app Shazam was one of the first signs of how significant London's technology sector would become, and London is now home to everyone from established technology firms like Facebook to innovators such as Featurespace.

More recently, digital innovation has been combined with London's financial pedigree to produce leading innovators in financial technology – or 'FinTech' – such as Monzo, Revolut and TransferWise. The city is also the global capital of emerging and developing technologies, with pioneering innovations continuing to be made in fields such as artificial intelligence, blockchain, machine learning and robotics. These developments are fuelled by the abundance of technology incubators and accelerators in the area, including the likes of Google Campus London, Here East and the Microsoft Ventures Accelerator, which attract a huge influx of some of the most talented individuals from across the globe each year.

CONNECTIVITY FROM LONDON STANSTED

The people employed in both the financial services sector and the digital technology sector in London share a common need for regular, reliable air travel options. Just as London's financiers travel frequently to visit colleagues and clients across the globe, so too do London's technologists. Employees want easy, convenient access to London's business and financial district for themselves and their international stakeholders, London Stansted offers this at just 47 minutes to London Liverpool Street – which is situated in the heart of London's business quarter – and with direct rail travel between the two via the Stansted Express rail service, London Stansted is the most conveniently located major airport for business travellers.

International partnerships are vitally important across both of these sectors, and these global affiliations can only thrive with access to the right aviation infrastructure. Fortunately, for operators looking to serve this demand, London Stansted offers a compelling proposition.

GATEWAY TO LIFE SCIENCES AND ACADEMIA



Cambridge is synonymous globally with the city's elite university and its role as the heart of academia in the UK.

It is also a key location for companies and research facilities in the life sciences sector. The concentration of advanced scientific teaching and learning, coupled with abundant research and development funding, has led to a proliferation of deeply technical talent in the region and a huge spread of businesses in the life sciences industry. These are fast-growing, high-performance companies who are consistently in need of repeat business travel opportunities to locations across the globe, and they all fall within London Stansted's immediate catchment area.

AN INTERNATIONAL ENVIRONMENT

In addition to the region's financial and technological industries, the UK Innovation Corridor (UKIC) is also home to world-leading academic institutions. Foremost among these are University College London and, of course, the University of Cambridge, both of which are home to large numbers of international students and elite academic staff hailing from across the globe. There is also a great wealth of research facilities in the area – such as the Wellcome Sanger Institute, the Francis Crick Institute and the Alan Turing Institute.

The region's academic and research institutions have close ties with the business community; many innovative start-ups are established as part of the universities themselves, for example, and these campuses also function as a valuable source of talent for companies in the life sciences industry itself – including GlaxoSmithKline, AstraZeneca and Amgen, amongst others.

As a result, there is significant demand for a wide range of long-haul business and leisure travel options for the students, research staff and employees of these world-leading institutions, and a huge desire for these routes to be available from an airport in their immediate vicinity.

REGIONAL GROWTH

Over the last five years the UK Innovation Corridor (UKIC) has seen growth three times faster than Silicon Valley in the US and has also outpaced similar regions in Germany and Singapore. According to research by the London Stansted Cambridge Consortium (LSCC) the Cambridge life sciences sector contributes around £2.9billion to the UK economy annually, with facilities across the region, including the Stevenage Bioscience Catalyst, seeing significant

“ We came to Cambridge simply because the city offered us huge potential for growth.

Two years ago, we started with a handful of employees, now we have more than 100 engineers, data scientists and researchers on our books. And as we have boomed, so has the city.

“Cambridge and the East of England are now at the very epicentre of the revolution in Artificial Intelligence. We are up there with Silicon Valley, punching well above our weight in terms of research and leading the world in this extraordinary transformation of business and enterprise. The city's reputation as an academic powerhouse can help to attract the very best of global talent.

“The region operates at the very cutting edge of technologies like Artificial Intelligence. Businesses have close connections with the university, and we make the most of those links to help to shape the ground-breaking research we do.

“Since we are building what is very much a global platform for AI, we can't fault the infrastructure in the region. Train links to London are excellent and we've found that many of our clients would much prefer using London Stansted as their gateway to Britain than other London airports. All of the businesses in the region operate in a global economy – many in an increasingly international technology and knowledge-based ecosystem – and as such we need strong, convenient travel links to countries right across the globe.”

VISHAL CHATRATH
co-founder and CEO of Prowler.io

“Access to a global footprint that is close to our office location and the homes of our staff is a key enabler of our continued engagement with the region's growth, ability to deliver our company's global strategy and capacity to attract and retain talent as well as build relationships with wide-ranging business partners.”

DR ANDY WILLIAMS
VP Cambridge Strategy and Operations,
AstraZeneca

investment of around \$1billion since 2012. Over 600 companies operating in the life science sector are located within the UKIC region. The region's strong economic performance means that both the number of companies and the quantity of people employed by them are only going to increase in the years to come.

SERVING THE REGION

London Stansted is the only airport that serves the area without the need for complex, multi-part journeys to get there; unlike travelling to other London airports, journeys to London Stansted are quick and simple from wherever people happen to be within the North London and East of England area. The airport is easily accessible from London via the Stansted Express train service, which leaves London Liverpool Street train station every 15 minutes and comes in directly beneath the terminal building. Direct transport links from Cambridge are both frequent and numerous.

This highly professional and affluent group of people require operators to come and expand the connectivity and network capabilities already on offer at London Stansted. The opportunity is considerable, and the rewards for operators are all but guaranteed.



LONDON STANSTED, LONG-HAUL GROWTH OPPORTUNITY

London Stansted Airport presents the biggest opportunity and the strongest business case for any operator looking to enter the London aviation market. With a well-established short-haul network, London Stansted has more routes to European destinations than any other UK airport. However, the long-haul opportunity is the one for carriers to watch.

LONDON STANSTED AS A GATEWAY

Ideally placed to serve a wealth of affluent UK regions containing some of the country's most high-profile businesses, tech companies, financial services, scientific research facilities and academic institutions, London Stansted's unique catchment encompasses the UK's economic centre, from the axis of Cambridge, to the innovation of Shoreditch, East London, to the financial powerhouse of Canary Wharf in the City and beyond. Just 47 minutes from Business district of London Liverpool Street and 32 minutes to Tottenham Hale and the London underground, London Stansted is well placed to serve the northern and eastern areas of the UK capital. Economic performance in London remains strong and growth is forecast to continue.

Strong economic potential has led not only to an upturn in business but also to a growing interest in the region, attracting more people to live and work there and who require a viable means of travel for long-haul journeys, both for business and leisure purposes.

FORGING SUCCESSFUL PARTNERSHIPS

Emirates announced its intention to run a daily flight from London Stansted Airport in late 2017, and the service started in early 2018. The route makes use of the Boeing 777-300ER aircraft, featuring the latest game-changing cabin

interiors and features such as fully enclosed private suites in First Class.

Given the convenience of its location and the potential of its catchment, Emirates identified London Stansted as a unique opportunity to connect the region to a large number of onward travel destinations – including the likes of Australia, the Maldives, the Philippines and Thailand, among others – all via its global hub in Dubai. The airline offers a wide variety of premium services to its customer base, and to attract attention it was essential that London Stansted could demonstrate itself to be a similarly premium offering. Business travellers who expect a door to door service with chauffeurs can be dropped off close to their departure point and have access to the airport's Escape Lounge.

London Stansted's efforts to demonstrate that the experience on the ground matched the level of in-flight service clearly proved to be a success; the airline doubled its service in March 2019, offering two flights in and out of the airport per day.

THE FUTURE

Carriers can continue to grow at London Stansted using existing runway capacity. With demand for direct links from London Stansted growing across a huge number of regions – from North America to China to India and beyond – it's clear that the airport has both the capacity and capability to accommodate further premium airline partners from across the globe.



“Emirates is the world's largest international airline, serving a network of 158 destinations around world. The UK is key to the success of our global network and it is thanks to partners like London Stansted that we can provide a seamless travel experience that our customers expect.

“The business proposition for building a partnership with London Stansted was strong. We were impressed by both the overall economic strength of the London Stansted region and the expansion potential that the airport offers. What was particularly appealing, was the prospective long-haul business travellers within the airport's catchment area. Following the success of the route and steady demand, a second daily service from London Stansted was added earlier this year.”

EMIRATES



YOUR AVIATION EXPERTS



ABOUDY NASSER
Chief Commercial Officer

Twenty years blue-chip airline and airport commercial expertise gained in Europe, Asia and the Middle East with established legacy airlines (British Airways), fast-growing full service airlines (Etihad, Oman Air) and leading low-cost airlines (AirAsia), as well as the fastest-growing and fourth busiest airport in the UK (London Stansted Airport).

aviationdevelopment@stanstedairport.com



MATS SIGURDSON
Aviation Director

Thirty-six years global aviation experience, including two decades at Scandinavian Airlines working across airline logistics management, commercial strategy and innovation. Responsible for developing the commercial division at Swedavia (formerly LFV Group) as VP Markets, maintaining relationships with full-service carriers as Commercial Director of Manchester Airport and driving new and existing partnerships with airlines as Aviation Director at London Stansted Airport.

aviationdevelopment@stanstedairport.com



CLOSER THAN YOU THINK

29MINS
TO CAMBRIDGE
CENTRAL STATION

32MINS
TO TOTTENHAM HALE
AND LONDON
UNDERGROUND

47MINS
TO LONDON
LIVERPOOL STREET AND
THE HEART OF
LONDON FINANCIAL
DISTRICT