

## **INTERIM RESULTS**

**for the six months ended 27 December 2008**

***Go-Ahead***

**KEITH LUDEMAN**  
Group Chief Executive  
19 February 2009

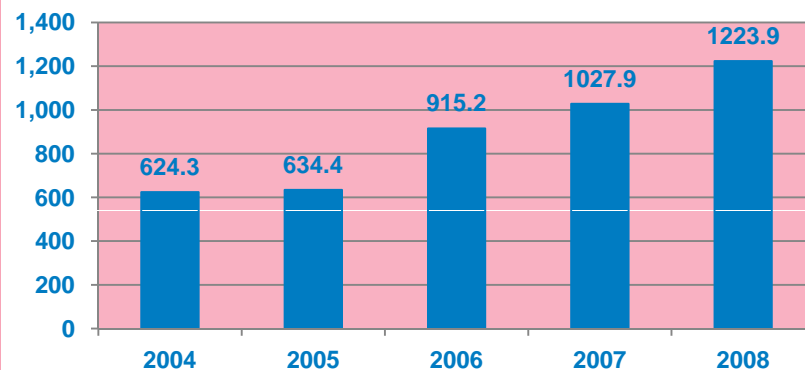


***Go-Ahead***

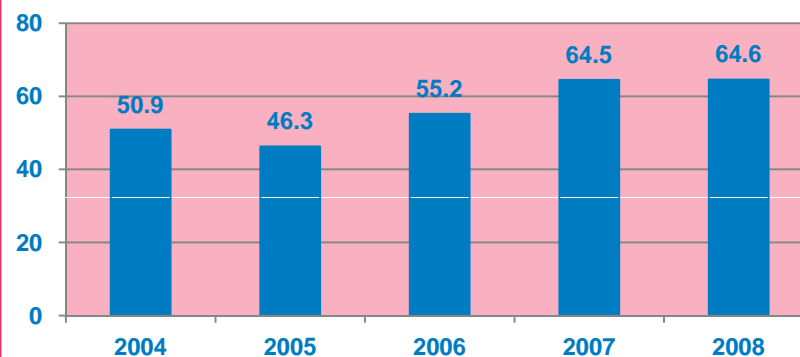
# HI 2008/09 – Good set of results

*Go-Ahead*

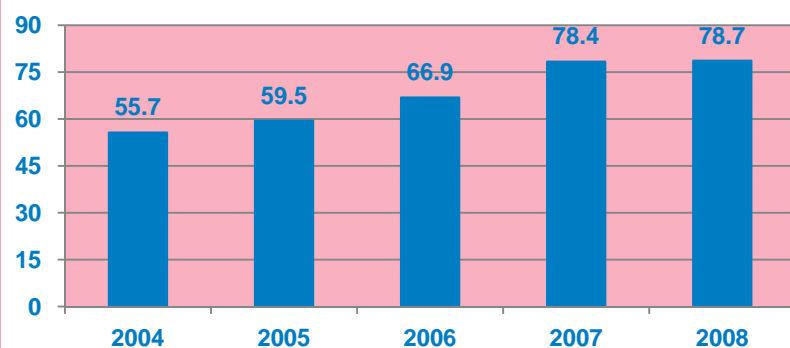
Revenue (£m)



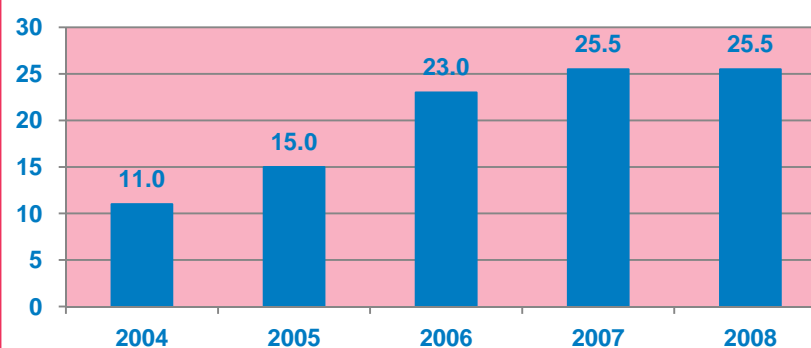
Operating profit \* (£m)



Adjusted earnings per share\* (pence)



Interim dividend per share (pence)



Figures for 2005 to 2008 are based upon International Accounting Standards, 2004 is based upon UK GAAP

\* before amortisation and exceptional items

- Go-Ahead business proving resilient
- Operating Profit slightly ahead of both our expectations in December and last year
- Continued growth in demand for our bus and rail businesses
- Recent success in TfL tendering programme
- Brookes Bus University contract won in Oxford
- Reduction in demand for aviation services as expected
- South Central franchise bid submitted 18 February 2009, DfT to announce winner June 2009
- Dividend maintained
- Significant exceptional items, as previously reported

# Operating Profit\* - Divisional Analysis

*Go-Ahead*

Operating profit*	Six months to Dec 08 £'m	Six months to Dec 07 £'m	Variance	
			£'m	%
Bus	31.4	33.7	(2.3)	(6.8)%
Rail	34.9	31.4	3.5	11.1%
Aviation services	(1.7)	(0.6)	(1.1)	N/A
Total	64.6	64.5	0.1	0.2%

\* before amortisation and exceptional items

### **Southern**

- Strong growth on core brand: Passenger revenue +11.1% (excluding Gatwick Express), passenger numbers +6.7%, slight reduction in growth rate Q2 v Q1
- Gatwick Express: decline in demand due to reduced air traffic at London Gatwick
- Record levels of operational performance: PPM over 90%, customer satisfaction 83%
- Brighton Mainline Timetable introduced 14 December 2008
- 60% profit share

### **Southeastern**

- Good growth: Passenger revenue +8.9%, passenger numbers +4.3%, easing slightly more than Southern Q2 v Q1
- Record levels of operational performance: PPM over 91%, customer satisfaction 80%
- High Speed Service preparation well advanced

### London Midland

- Passenger revenue\* +12.2%, passenger numbers\* +4.3%
- Strong growth on key, high yielding service groups
- In Revenue Share with DfT
- New West Coast Mainline services introduced
- Good progress on meeting franchise obligations



\* Estimated comparatives prior to new franchise on 11 November 2007

### Growth maintained:

- Revenue +8.5%, mileage operated +6.4%
- Similar Quality Incentive bonuses: £6.7m (2007: £7.2m)
- Investment continued in people, systems and equipment
- Cost control, productivity focus maintained
- Key routes retained:
  - Red Arrow (507/21)
  - Routes 85 and 213
- Key route gains
  - 202 (September 2008), 75 (April 2009), 54 (May 2009)
  - X26 enhanced
- Additional fuel and claims costs





# Deregulated bus

*Go-Ahead*

Go West Midlands sold February 2008

Excluding Go West Midlands:

- Revenue +6.6%, passenger numbers +3.6%
  - 3.0% due to concessionary passengers
  - 0.6% due to fare paying passengers
- Evidence of modal shift
- Investment in people, systems and equipment
- Cost control productivity focus maintained
- Won Brookes Bus University contract in Oxford
- Additional fuel and claims costs



### Ground Handling

- Revenue -12.9%, turnarounds -11.0%
- Gatwick withdrawal complete August 2008 – accounted for 57% of turnaround reduction
- Significant restructuring achieved and continues
- Excellent performance on key contracts

### Cargo

- Revenue -9.8%, tonnages -15.9%
- Significant restructuring achieved and ongoing

### Meteor

- Revenue -20.3%, transactions -8.2%: change in nature of contracts
- Stansted parking lost 30 Sept 2008
- Business generally resilient



**NICK SWIFT**  
Group Finance Director  
19 February 2009



***Go-Ahead***

## Financial highlights:

*Go-Ahead*

- H1 earnings slightly above expectations
- Dividend maintained
- Cash flow remains strong
- Financing secure
- Key risks manageable

# Summary income statement:

*Good first half results (before exceptional items)*

**Go-Ahead**

£'m	H1 '09	H1 '08	Variance
Revenue	1,223.9	1,027.9	196.0
<b>Operating profit*</b>	<b>64.6</b>	<b>64.5</b>	<b>0.1</b>
Net finance costs	(5.7)	(6.2)	0.5
<b>Profit before tax*</b>	<b>58.9</b>	<b>58.3</b>	<b>0.6</b>
Amortisation	(6.0)	(4.9)	(1.1)
Exceptional items	(49.8)	(8.2)	(41.6)
<b>Profit before tax</b>	<b>3.1</b>	<b>45.2</b>	<b>(42.1)</b>
Tax	(14.5)	(12.2)	(2.3)
Exceptional tax	(8.6)	-	(8.6)
Tax on exceptional items	9.4	0.5	8.9
<b>(Loss) / profit for the period</b>	<b>(10.6)</b>	<b>33.5</b>	<b>(44.1)</b>

Profit before exceptional items	38.4	41.2
Exceptional items	(49.0)	(7.7)
<b>(Loss) / profit for the period</b>	<b>(10.6)</b>	<b>33.5</b>

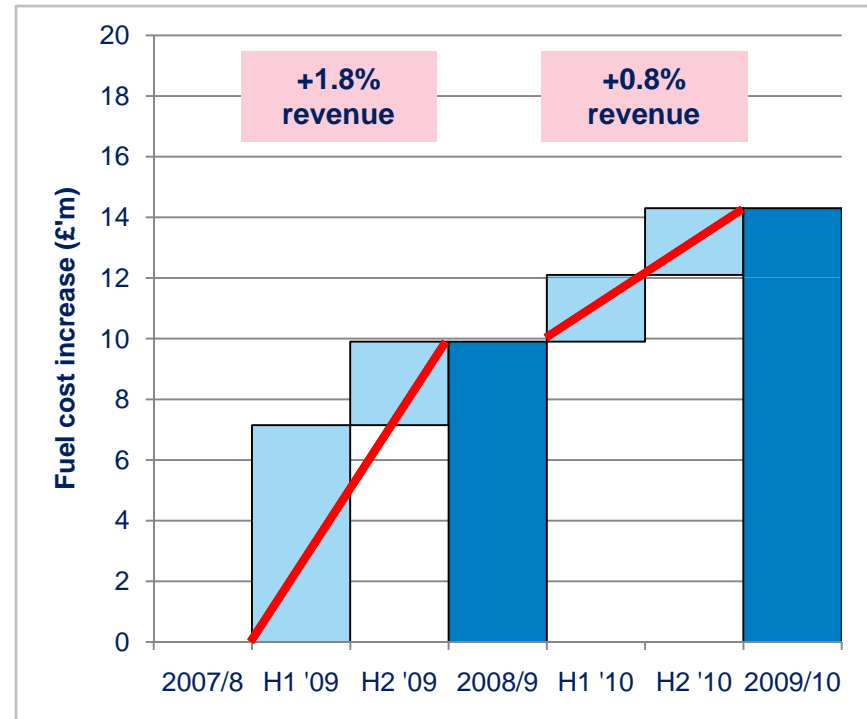
\* before amortisation and exceptional items

## Bus fuel:

*Current year phasing, and smaller rise next year*

**Go-Ahead**

- 100% hedged for 2008/09 at 43p; 100% for 2009/10 at 47p
- 2009 v 2008 cost increase of £9.9m equivalent to 1.8% of bus revenue
- Phasing of increase H1 '09: -£2.5m
- 2010 v 2009 cost increase of £4.4m equivalent to around 0.8% of bus revenue
- Hedging policy to roll forward cover on a quarterly basis



# Pensions:

*Assets de-risked, liabilities sensitive to discount rate*

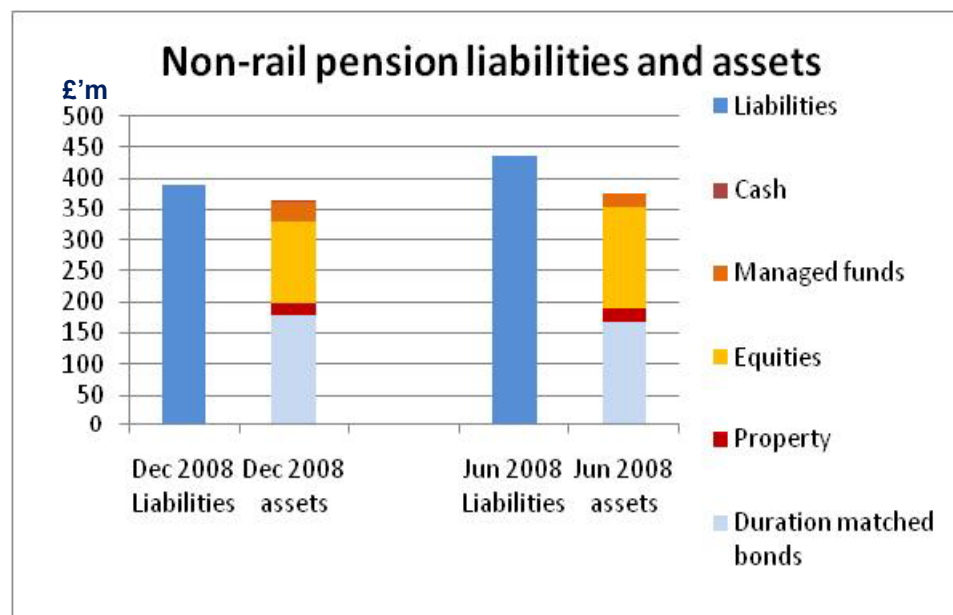
**Go-Ahead**

## Income statement:

- Rail pension costs similar to last year (c£24m pa)
- Full year increase in non rail costs c£3m (primarily bus)

## Balance sheet:

- Pre tax deficit £25.1m (June 2008: deficit £59.4m);
- Assets down £11.8m (3.1%)
- Liabilities down £46.1m (10.6%)
- Discount rate sensitivity +0.1% = +£8m



## Exceptional items:

*As expected, 95% non cash*

***Go-Ahead***

£'m	H1 '09	H1 '08
Aviation impairment charge	(38.4)	-
Fuel hedging	(8.9)	-
Aviation restructuring / other	(2.4)	
Go West Midlands	(0.1)	(8.2)
<b>Exceptional items (before tax)</b>	<b>(49.8)</b>	<b>(8.2)</b>
Tax on exceptional items	9.4	0.5

- Aviation impairment charge: non cash, values ground handling and cargo at £20m
- Fuel hedging: non cash, offset to economic benefit recognised in operating profit for portion of hedge deemed ineffective under IAS39. Half year charge £8.9m (includes mark to market £5.0m); second half £2m benefit; full year charge £6.9m
- Aviation restructuring: ongoing cash cost, payback period approximately one year



## Tax:

*Go-Ahead*

£'m	H1 '09	H1 '08
Profit before tax and exceptional items	52.9	53.4
Tax charge	(14.5)	(12.2)
<i>Effective rate</i>	<i>27.4%</i>	<i>22.8%</i>

Exceptional tax	(8.6)	-
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- Effective rate: just above full year guidance of 27% (full year 2007/8: 25.3%), no new tax efficient financing in the period
- Exceptional tax charge: UK government abolition of industrial buildings allowance July 08

### **Net interest**

- H1 '09: £5.7m (H1 '08: £6.2m)
- Average net interest rate 5.65% (H1 '08: 6.4%), around 75% floating interest rate
- Expect c£13m full year

### **Amortisation**

- Charge £6.0m (H1 '08: £4.9m), increase due to London Midland
- Expect c£12m full year

### **Minority interest**

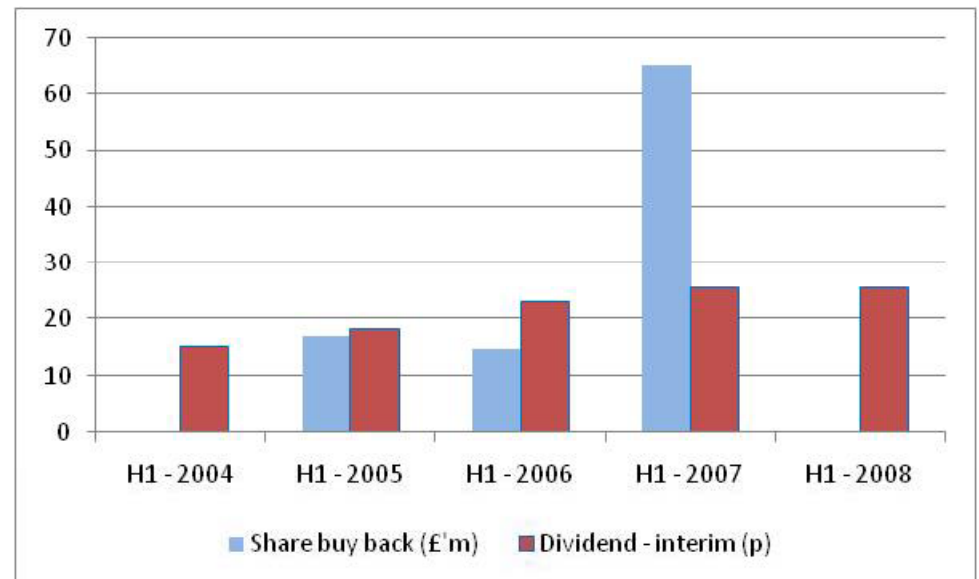
- £7.8m (2007: £8.1m) – calculation in Appendix

# Earnings per share, buybacks and dividends

*Dividend maintained*

**Go-Ahead**

- Adjusted eps\* 78.7p (+0.3p)
  - Due to earnings -2.0p
  - Due to fewer shares +2.3p
- 2008 interim dividend proposed 25.5p
  - Same as last year's interim dividend
  - Dividend remains important to US
- No buybacks in the first half
  - Weighted average 42.9m
  - Closing 42.9m

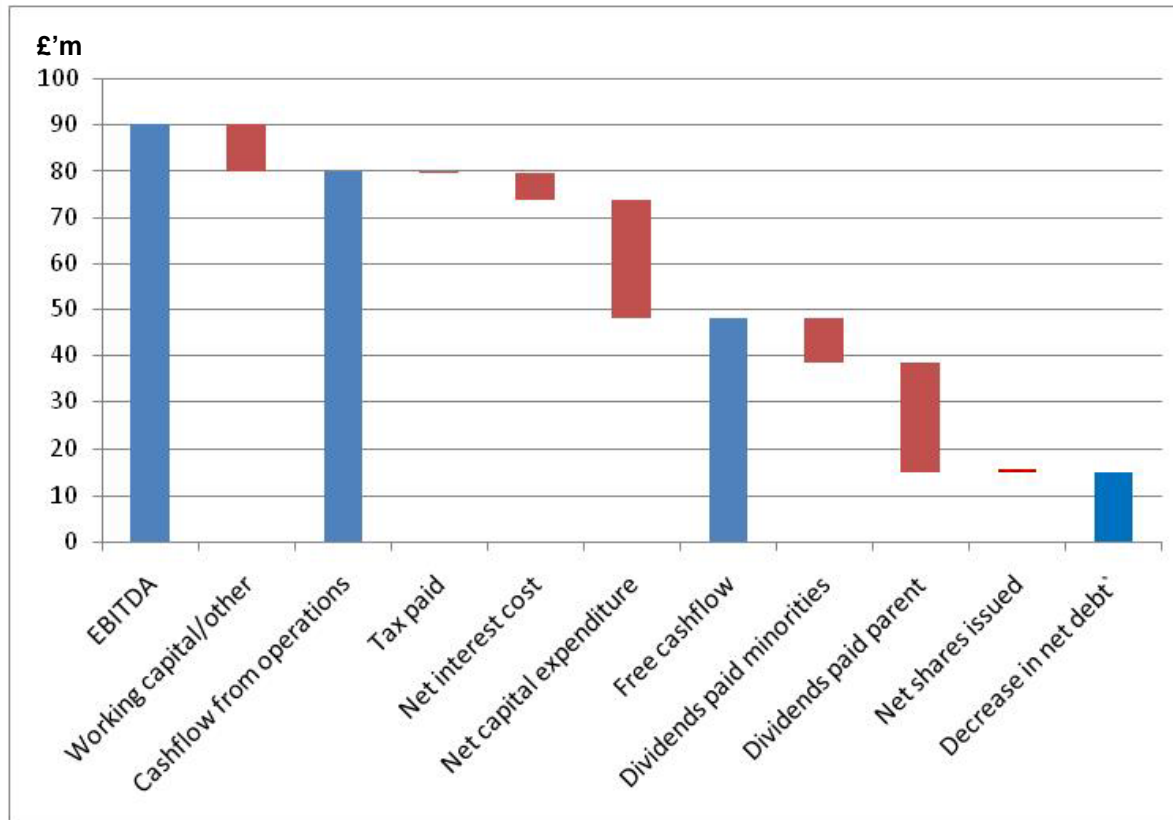


\* before amortisation and exceptional items

# Summary cashflow statement:

*Strong cashflow*

*Go-Ahead*

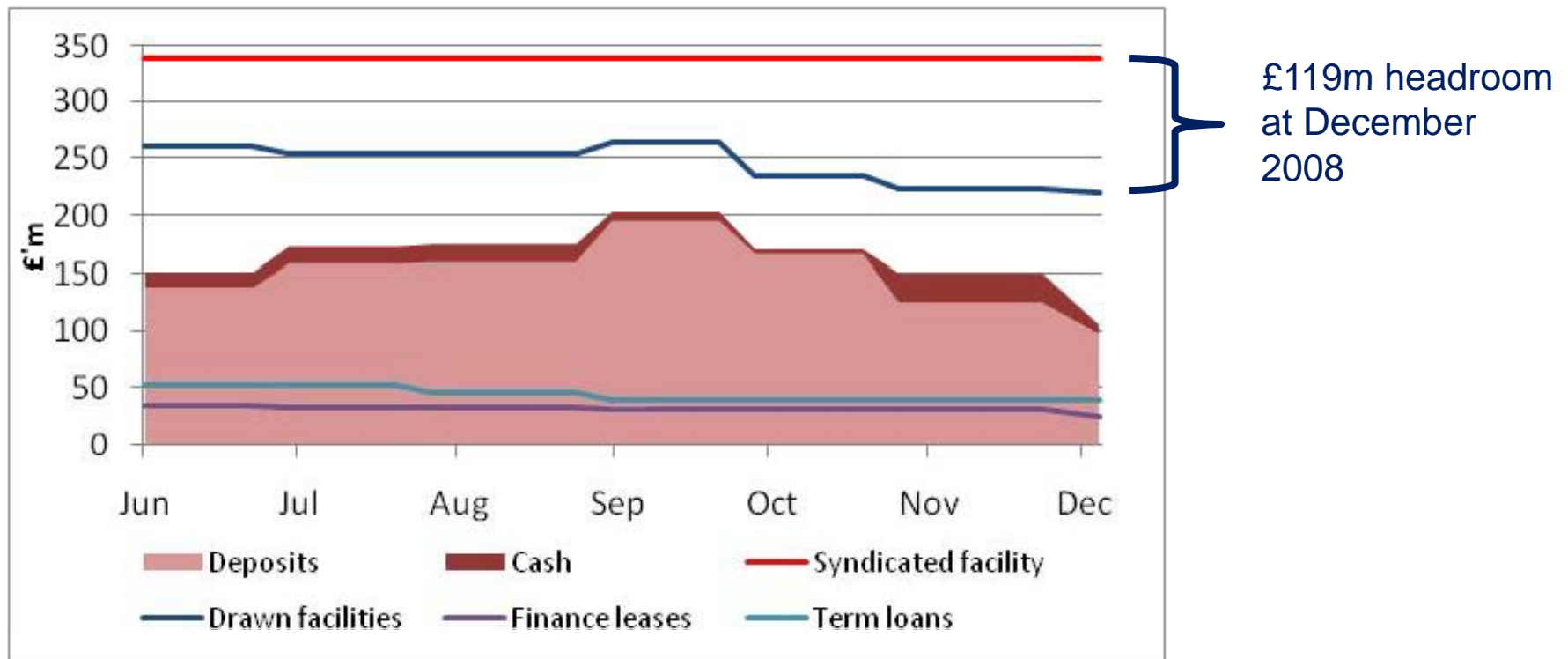


- Operating cashflow in line with EBITDA
- Capex £25.8m
- Net cashflow before dividends and buybacks £47.9m
- **Net debt decreased by £15.3m to £182.5m (Jun '08: £197.8m)**
- Full year capex c £70m; plus £30m for rolling stock (from restricted cash)

## Finance costs: Secure financing to 2012

*Go-Ahead*

- Core financing: Five year, £340m facility to Dec 2012



## Strong balance sheet:

*Go-Ahead*

£'m

Net debt

Add back restricted cash

Adjusted net debt

EBITDA (MAT basis)

**Adjusted net debt / EBITDA**

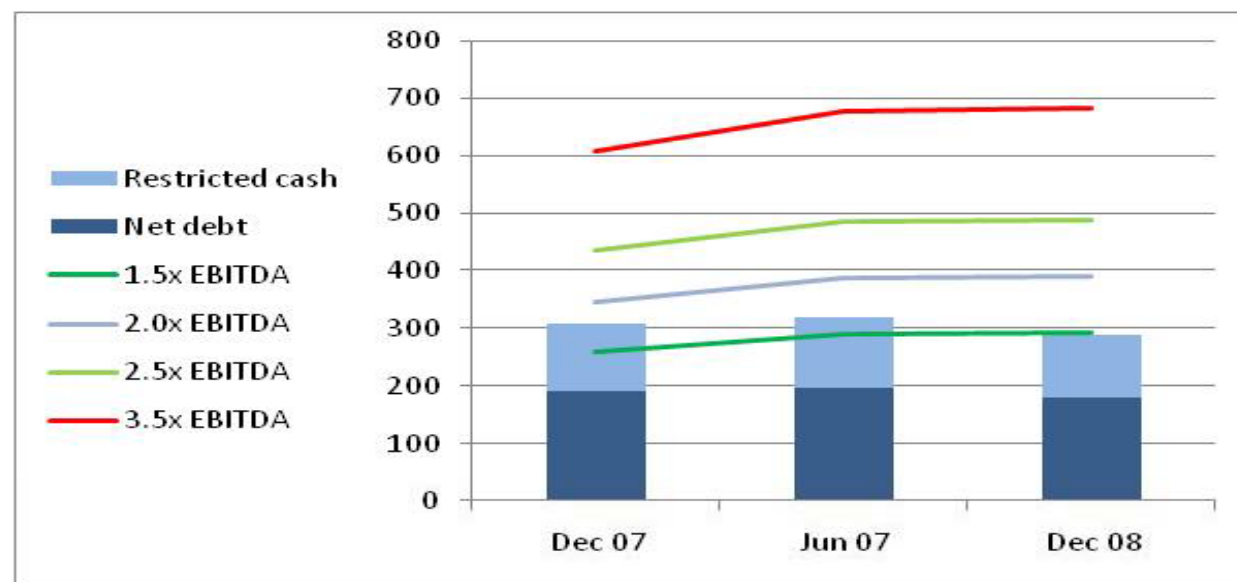
Dec 07	Jun 08	Dec 08
192.0	197.8	182.5
116.6	122.9	106.3
308.6	320.7	288.8
173.7	194.0	195.5
<b>1.78 x</b>	<b>1.65x</b>	<b>1.48x</b>

- Reduced gearing

- Headroom v 3.5x covenant:

- + £400m debt
- -£113m EBITDA

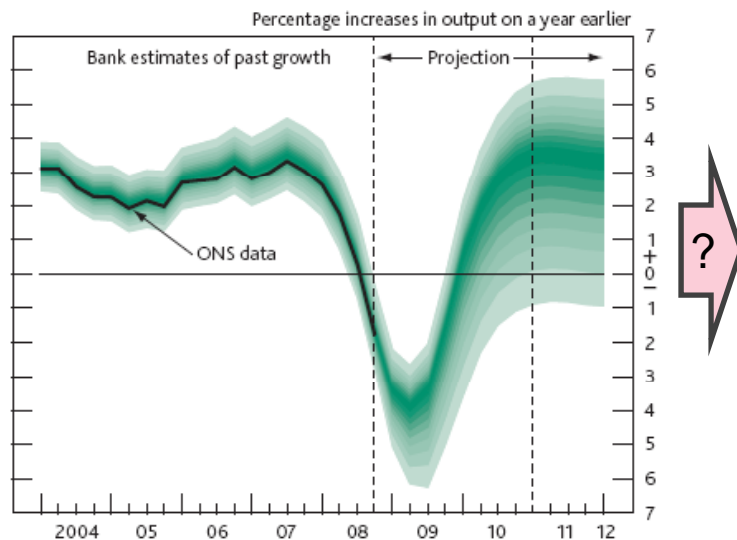
- Ex Southern, adjusted net debt/EBITDA c 1.6x



# Risks and uncertainties: Economic impact on rail?

*Go-Ahead*

**Chart 1** GDP projection based on market interest rate expectations



## EPS sensitivity to 1% change in passenger revenue – assuming no change in costs (£'m)

Illustrative passenger revenue pa

**1% change**

Post 30% tax

Post 35% MI

Net eps impact (pence)

Net eps impact (%)

South-eastern	London Midland	Total
500	200	700
<b>5.0</b>	<b>2.0</b>	<b>7.0</b>
3.5	1.4	4.9
2.3	0.9	3.2
5.3	2.1	7.4
<b>3.0%</b>	<b>1.2%</b>	<b>4.2%</b>

- Increasingly pessimistic economic forecasts (above from the Bank of England Feb 09)
- Difficult to predict impact on rail (which has out-performed in recent years)
- Southeastern more sensitive than London Midland (1% = 3% eps)
- Significant cost savings to mitigate the above sensitivity
- Southeastern has revenue support from 1 April 2010 if required

## Financial highlights:

*Go-Ahead*

- H1 earnings slightly above expectations ✓
- Dividend maintained ✓
- Cash flow remains strong ✓
- Financing secure ✓
- Key risks manageable ✓

In good financial shape



**KEITH LUDEMAN**  
Group Chief Executive  
19 February 2009



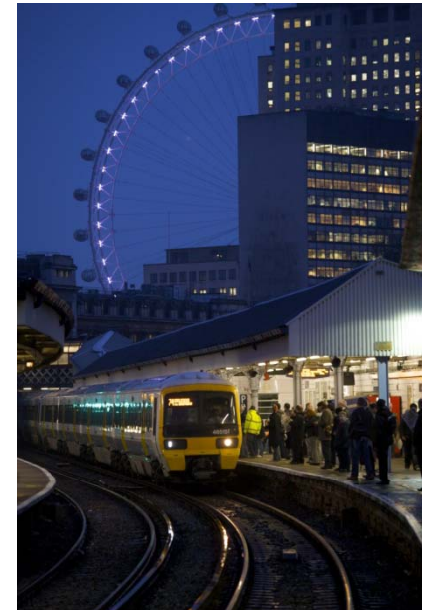
***Go-Ahead***

- Expect H2 results broadly in line with underlying H1 results
- Regulated price increases: 5 January 2009: +8% Southeastern, +6% Southern and London Midland
- Season ticket renewals
- Passenger revenue: continuation of the first half trend
- Bad weather impact
- **Southern**
  - 60% profit share to Sept 09
  - Ongoing management action
  - Current economic outlook reflected in bid for new franchise
  - New service on West Coast Mainline to Milton Keynes from 23 February 2009
  - Bid for new South Central franchise submitted 18 February 2009

## H2 2008/09 Outlook: Rail (2)

*Go-Ahead*

- **Southeastern**
  - 70% commuter
  - Modelled H2 passenger reduction scenarios
  - Ongoing management action
  - Revenue support from 1 April 2010 if required
  - Good progress preparing for High Speed service
- **London Midland**
  - Improved West Coast timetable, new rolling stock, new services
  - Ongoing management action
  - Relatively stable subsidy profile
- All franchises involved in energy reduction, productivity improvement
- Research on new opportunities



## H2 2008/09 Outlook: Bus

*Go-Ahead*

- Bus Division expected to be resilient in H2
- Over two thirds of revenue from TfL/Concessionary Fares/Local Authority contracts
- Further revenue growth in regulated and deregulated
- Ongoing cost control initiatives:
  - Wages and salaries
  - Productivity/economies in progress
  - Fuel 100% hedged for year to June 2009 (43ppl) and to Jun 2010 (47ppl)
  - Energy consumption initiatives
  - Procurement
- Bad weather impact
- Capital expenditure on fleet
- Research on new opportunities



### **Ground Handling**

- Difficult market conditions expected to continue
- Bad weather impact
- Ongoing restructuring will help to mitigate
- Priorities: Service quality and cost control, new business

### **Cargo**

- Continued decline in volumes expected
- Continued cost reduction to help mitigate
- Well placed to benefit from additional capacity and growth at Heathrow
- Virgin contract

### **Meteor**

- BAA London Heathrow contract opportunity/risk
- Other business sectors resilient



- Bus: expected to remain robust in the second half
- Rail: further revenue growth, albeit at lower rate of increase
- Aviation services: remain challenging
- Maintain our strong balance sheet, cash flows and progressive dividend policy
- Retaining the Southern franchise is a priority – Bid submitted!
- Remain confident of the underlying strengths of our business and our full year expectation

# Q&A

19 February 2009



*Go-Ahead*

# Appendices

19 February 2009



***Go-Ahead***



## Appendix I Amortisation:

*Go-Ahead*

£'m	H1 '09	H1 '08	Variance
Rail goodwill	(1.2)	(1.2)	-
Non rail intangibles	(0.7)	(0.6)	(0.1)
Rail intangibles	(3.5)	(2.5)	(1.0)
Software	(0.6)	(0.6)	-
<b>Amortisation</b>	<b>(6.0)</b>	<b>(4.9)</b>	<b>(1.1)</b>

## Appendix 2

### Minority Interest calculation:

*Go-Ahead*

£'m	H1 '09
Rail operating profit*	34.9
Add back group costs**	(0.7)
Net finance revenue	8.1
Rail amortisation	(4.9)
Profit before taxation	37.4
Tax ***	(15.0)
Profit after taxation	22.4
Minority interest (35%)	7.8

\* before amortisation and exceptional items

\*\* certain group costs, including some head office costs, are allocated to the rail division for segmental reporting but are not deducted when calculating minority interest

\*\*\* includes £4.0m of exceptional tax relating to IBA's

## Appendix 3a: Adjusted earnings per share calculation

*Go-Ahead*

£'m	H1 '09	H1 '08	Variance
(Loss)/profit for the year	(10.6)	33.5	(44.1)
Less minority interests	(7.8)	(8.1)	0.3
Profit attributable to equity holders of the parent	(18.4)	25.4	(43.8)
Add back:			
Exceptional items after tax and minority interest**	48.9	6.4	(42.5)
Amortisation after tax and minority interest**	3.3	2.9	0.4
Adjusted earnings*	<b>33.8</b>	<b>34.7</b>	<b>(0.9)</b>
Weighted average number of shares in issue (m)	42.9	44.3	(1.4)
Adjusted earnings per share (pence)	78.7	78.4	0.3

\* before amortisation and exceptional items

\*\* refer appendix 3b

## Appendix 3b: Adjusted earnings per share calculation

*Go-Ahead*

£'m	H1 '09	H1 '08
Exceptional items before tax	(49.8)	(8.2)
Exceptional tax and tax on exceptional items	0.9	1.8
Exceptional items after tax	(48.9)	(6.4)
Minority interest on exceptional items	-	-
Exceptional items after tax and minority interest	<b>(48.9)</b>	<b>(6.4)</b>
Amortisation	(6.0)	(4.9)
Tax on amortisation	1.3	0.9
Minority interest on amortisation*	1.4	1.1
Amortisation after tax and minority interest	<b>(3.3)</b>	<b>(2.9)</b>

\* Calculated as rail amortisation of £4.9m (H1 '08: £3.9m), less tax on rail amortisation of £1.0m (H1 '08: £0.8m) equals £3.9m (H1 '08 : £5.7m) at 35% equals £1.4m (H1 '08 : £1.1m)

## Appendix 4

### Summary cashflow:

*Go-Ahead*

Summary cashflow (£'m)	H1 '09	H1 '08	Variance
EBITDA	90.1	88.6	1.5
Working capital / other	(10.2)	(2.5)	(7.7)
<b>Cash flow generated from operations</b>	<b>79.9</b>	<b>86.1</b>	<b>(6.2)</b>
Tax paid	(0.3)	(10.1)	9.8
Net interest paid	(5.9)	(6.2)	0.3
Net capital investment	(25.8)	(27.3)	1.5
<b>Free cashflow</b>	<b>47.9</b>	<b>42.5</b>	<b>5.4</b>
Franchise transfer and rolling stock prepayment	-	5.6	(5.6)
Net acquisitions (incl. acquired debt) less disposals	-	(5.1)	5.1
Dividends paid	(33.2)	(25.5)	(7.7)
Share buybacks, less share issues	0.6	(65.0)	65.6
<b>(Increase) / decrease in net debt</b>	<b>15.3</b>	<b>(47.5)</b>	<b>62.8</b>
Opening (net debt)	(197.8)	(144.5)	
Closing (net debt)	(182.5)	(192.0)	