

**Australian Infrastructure Fund**

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DATE: 30 January 2003

PAGES: 43

**AUSTRALIAN INFRASTRUCTURE FUND (ASX CODE AIX)****ANNOUNCEMENT HEADING:****PERTH AIRPORT PRESENTATION**

Australian Infrastructure Fund (AIF) today released the presentation made by Graham Muir (Chief Executive Officer) and Louise Herbert (Director Retail & Ground Transport) from Westralia Airports Corporation (the operator of Perth Airport) to the ABN Amro Airports Conference.

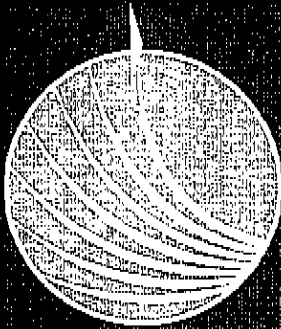
AIX holds a 24.9% interest in Westralia Airports Corporation.

The weighting of the AIF portfolio is 95% transport assets comprising 65% airports, 12% tollroads, 3% rail and 15% ports with the remaining non transport investment in Epic Energy representing 5%.

For further enquiries, please contact:

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Jim Hallam
Company Secretary
Australian Infrastructure Fund



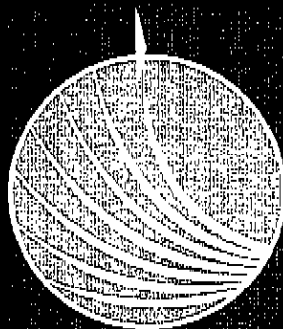
**PERTH
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BUSINESS OVERVIEW

Graham Muir
Chief Executive Officer

Louise Herbert
Director, Retail & Ground Transport

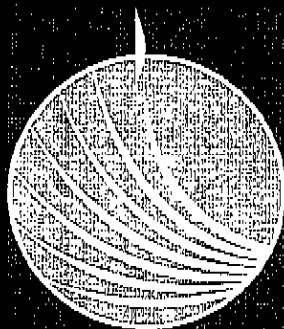
29 January 2003



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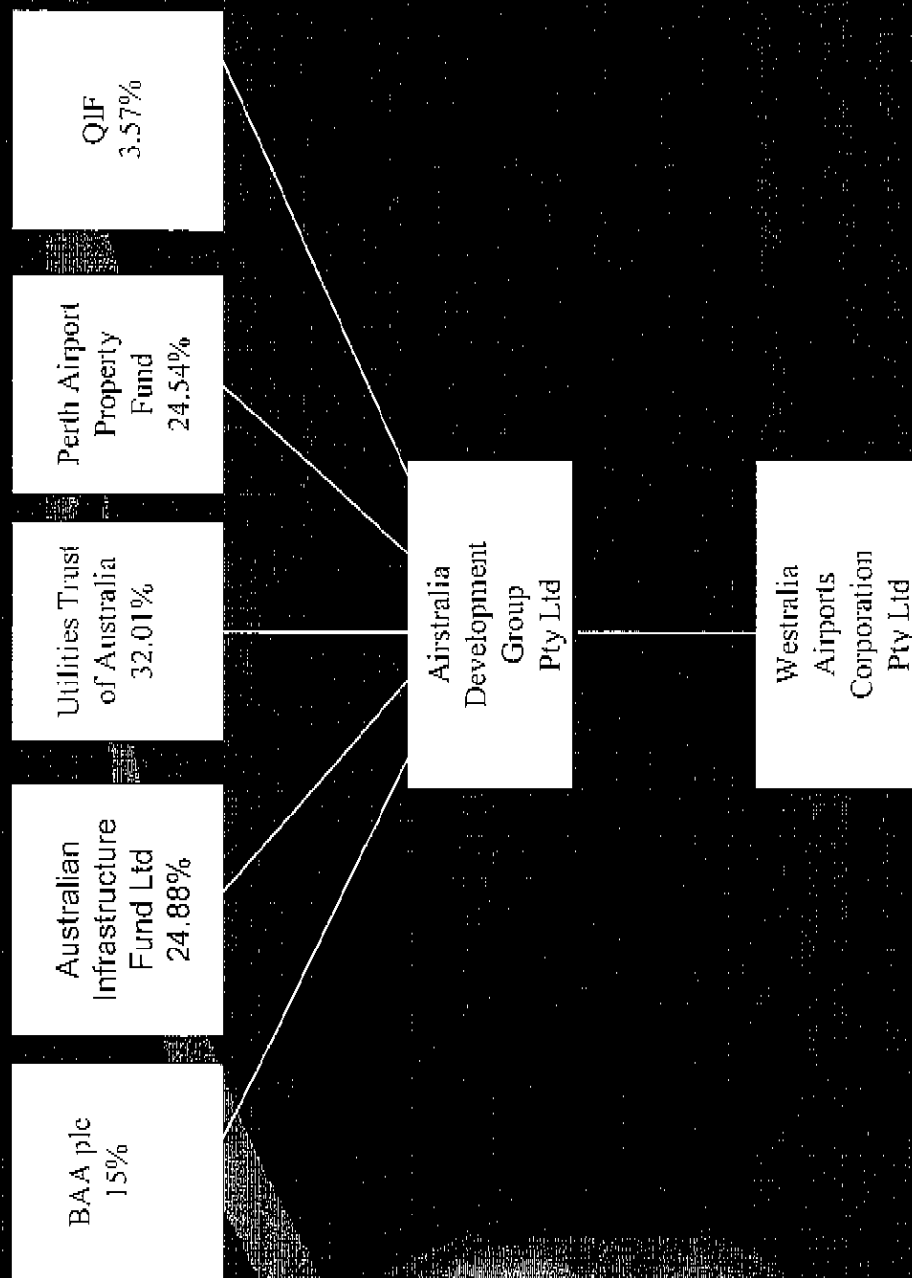
Outline of Presentation

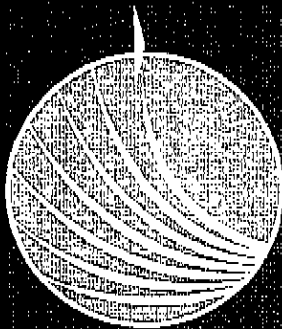
1. Corporate Overview (GM)
2. Airport Business Unit (GM)
3. Property Business Unit (GM)
4. Ground Transport Business Unit (LH)
5. Retail Business Unit (LH)



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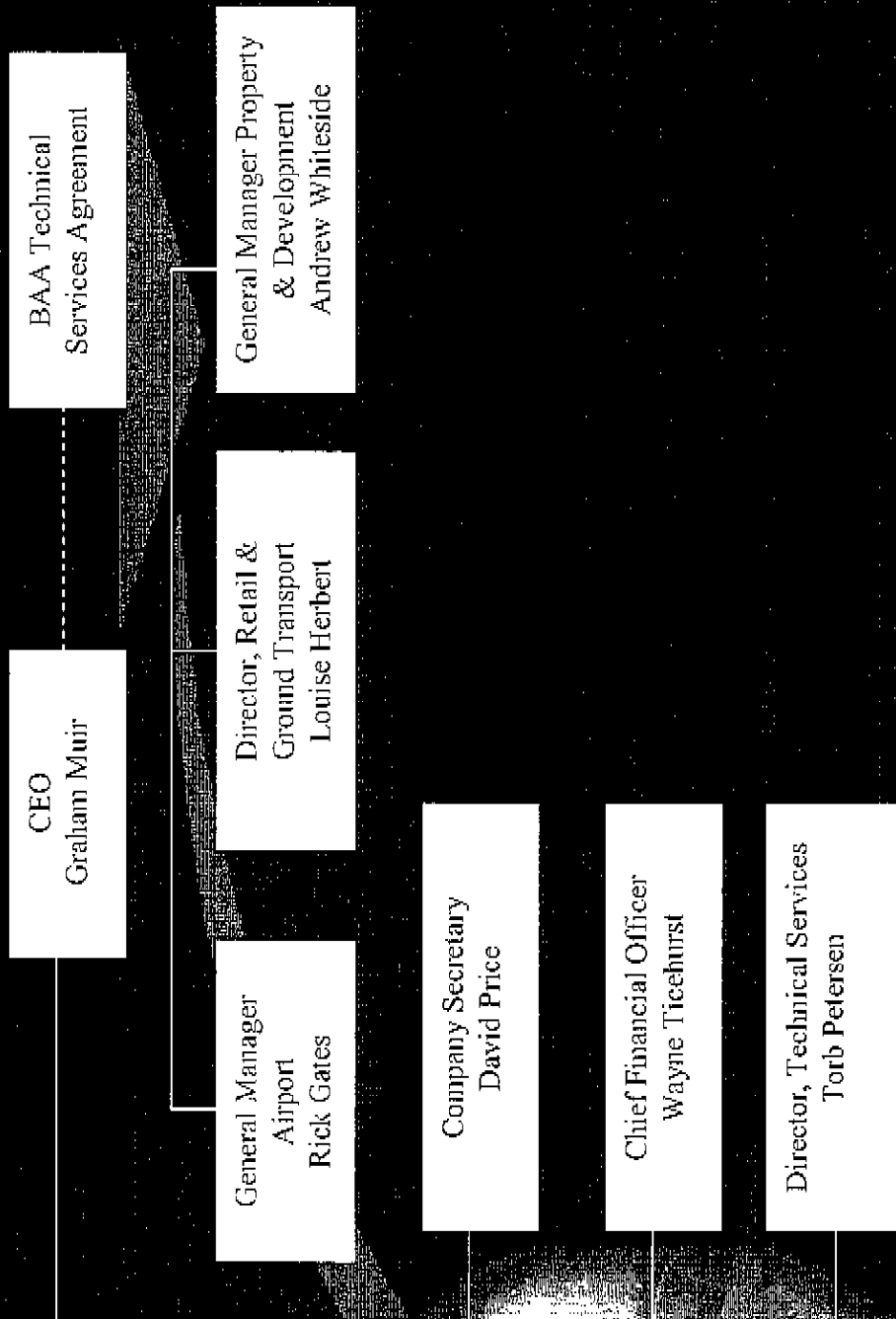
Ownership Structure

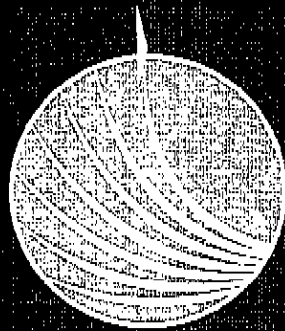




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Management Structure

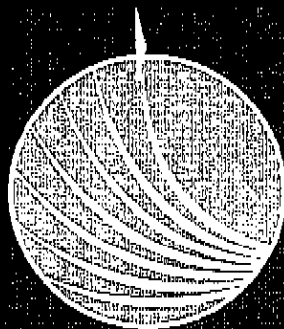




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BAA Value Add

- τ 15% shareholding interest
- τ Two Board seats
- τ Technical Services Agreement:
 - τ advice on development and implementation of business plan
 - τ provision of comprehensive aeronautical traffic forecasts
 - τ assistance on air service development
 - τ secondment of key BAA executives
 - τ advice on masterplan review
 - τ advice on operations management



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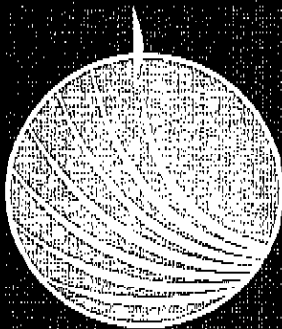
Operating Performance

Profit & Loss Comparison

1997 - 2002

	1997/98	1998/99	1999/00	2000/01	2001/02	2002/03
	\$m	\$m	\$m	\$m	\$m	\$m
Operating Revenue	60.69	65.31	69.11	76.81	76.13	111.16
Operating Expense	23.36	24.33	25.04	27.19	29.50	50.09
EBITDA	37.34	40.97	44.06	49.62	46.63	61.07
Depreciation	7.55	9.09	8.06	8.02	8.39	8.61
Amortisation	7.70	9.14	7.17	7.20	7.34	6.82
Interest	49.01	50.32	51.23	54.82	39.06	38.71
Net Profit	-26.93	-27.58	-22.40	-20.42	-3.17	6.92

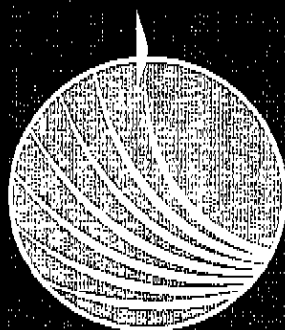
Balance Sheet at 30 June 2002



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Balance Sheet as at 30 June 2002

	30-Jun-02 S'000	30-Jun-01 S'000
Current Assets		
Cash	55	1,849
Deposits Held	304	354
Receivables	10,773	8,999
Inventories	82	74
Other	3,633	1,428
Total Current Assets	14,848	12,708
Non-Current Assets		
Infrastructure, plant and equipment	206,384	209,460
Lease / franchise Fee	408,871	411,221
Other	28,298	30,122
Total Non-Current Assets	643,551	652,803
Total Assets	658,399	665,508
Current Liabilities		
Accounts payable	10,719	14,648
Borrowings	0	0
Provisions	1,873	1,704
Total Current Liabilities	12,591	16,352
Non-Current Liabilities		
Borrowings - Senior Debt	443,389	438,567
Borrowings - Sub Debt	163,250	163,250
Provisions	102	102
Total Non-Current Liabilities	606,741	601,920
Total Liabilities	619,333	618,271
Net Assets	39,067	47,236
Shareholders' Equity		
Share capital	141,565	141,565
Retained losses	-102,498	-94,329
Total Shareholders' Equity	39,067	47,236

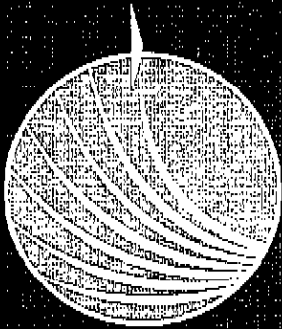


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Forecast Capital Expenditure

Forecast Capital Expenditure Program

A\$ millions	2003F	2004F	2005F	2006F	2007F
Aeronautical expansions	6.9	11.9	4.6	3.4	2.0
Other expansions	4.5	7.1	8.7	0.8	1.1
Major maintenance	2.8	3.9	5.1	1.9	0.9
Commercial developments	3.6	4.4	2.0	-	-
Total Capex & Major Maintenance	17.7	27.2	20.4	6.1	4.0

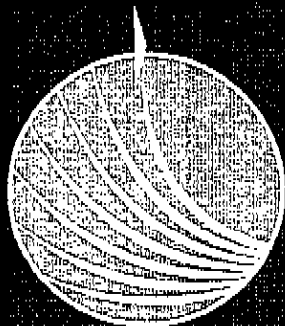


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Capital Restructure Plan

- τ Strengthens balance sheet
- τ Provides financial flexibility and liquidity
- τ Well received by ratings agencies

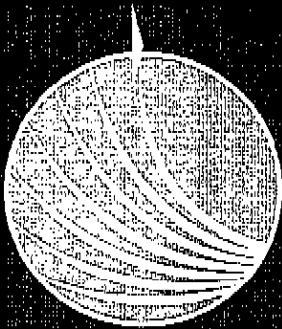




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BUSINESS STRATEGIES





Airport

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τ Value drivers:

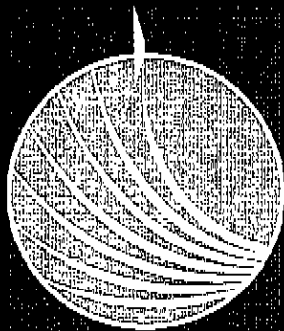
τ passengers

τ tonnes landed (GA)

τ aeronautical charges

τ capex timing

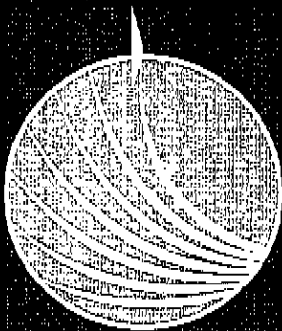




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Airport Business Unit

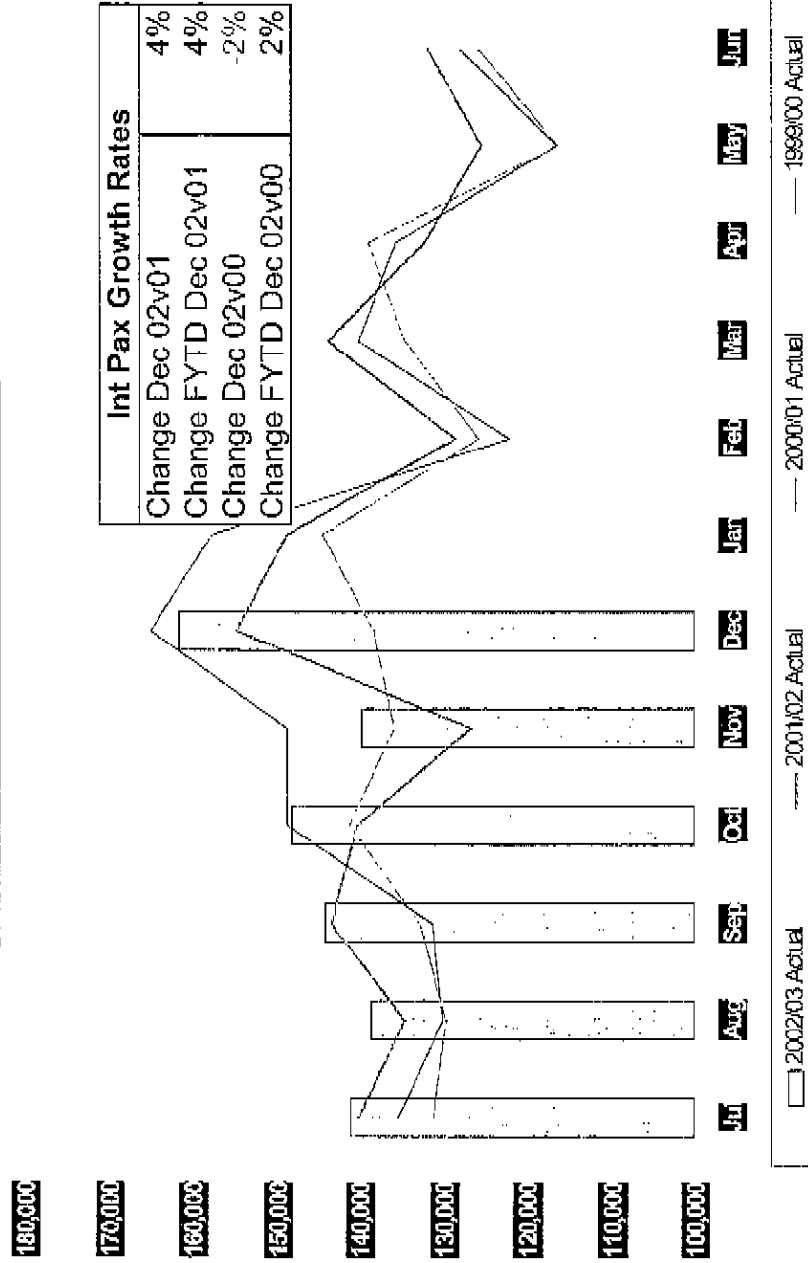
	Airport				
	2000/01	2001/02	Var. on Prior Year	2002/03	Var. on Prior Year
	\$m	\$m		\$m	
BUSINESS UNIT REVENUES	20.96	20.41	-2.7%	37.87	46.1%
BUSINESS UNIT EXPENSES	9.15	10.08	9.2%	14.54	30.7%
BUSINESS UNIT DIRECT EBITDA	11.81	10.33	-14.3%	23.33	55.7%
SERVICE UNIT EXPENSE ALLOCATIONS	3.06	5.26	41.8%	5.58	5.7%
NET EBITDA	8.75	5.07	-72.5%	17.75	71.4%

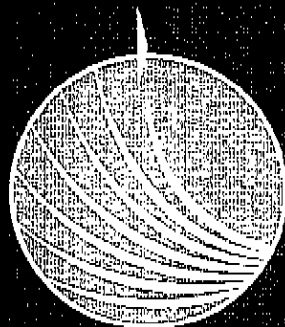


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International Passengers

PASSENGERS - International RPT
(not including domestic-on-carriage or transit)



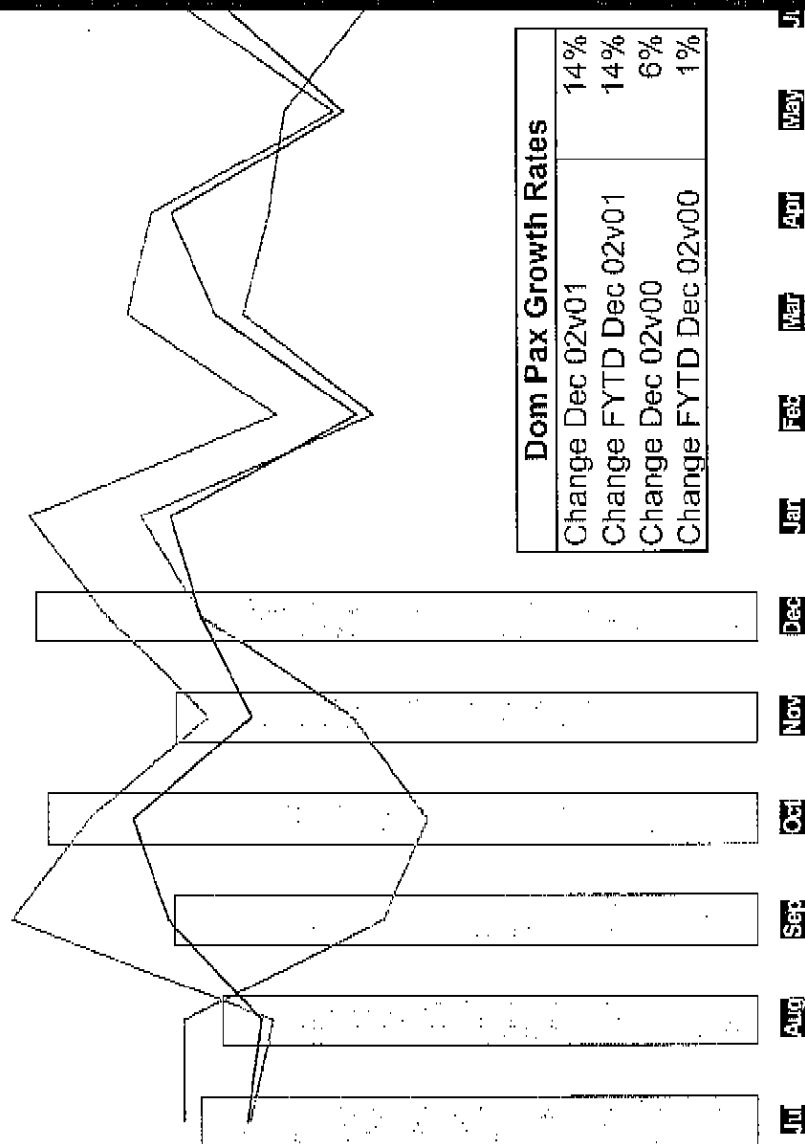


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Domestic Passengers

PASSENGERS - Domestic & Regional RPT

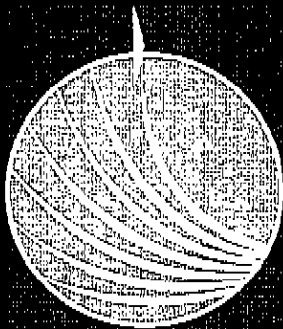
350,000
330,000
310,000
290,000
270,000
250,000
230,000
210,000
190,000
170,000
150,000



Dom Pax Growth Rates

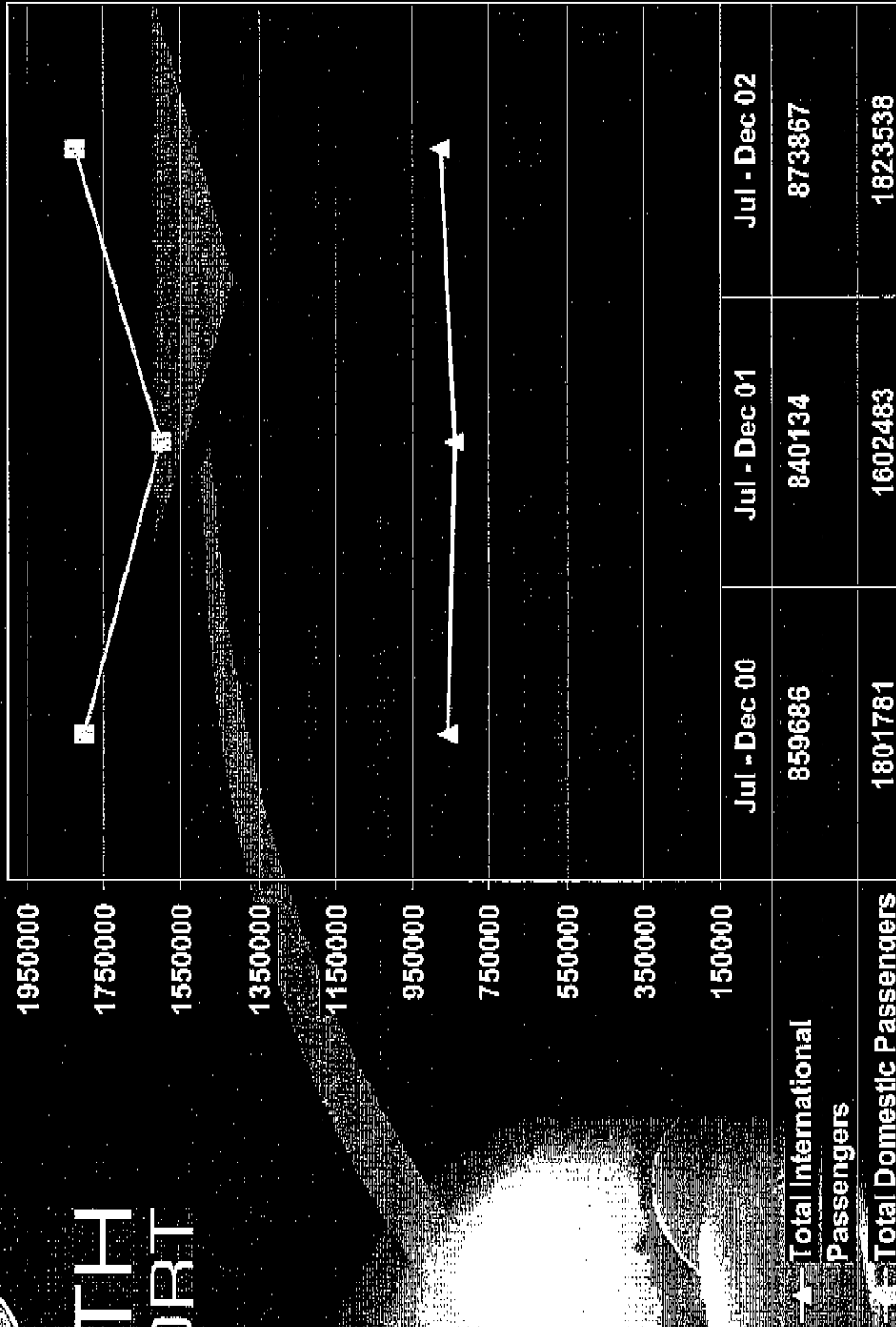
Change Dec 02v01	14%
Change FYTD Dec 02v01	14%
Change Dec 02v00	6%
Change FYTD Dec 02v00	1%

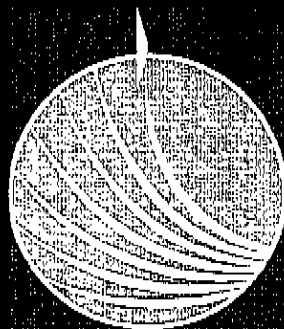
☐ 2002/03 Actual ☐ 2001/02 Actual ☐ 1999/00 Actual
 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun



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Total Passengers Domestic and International





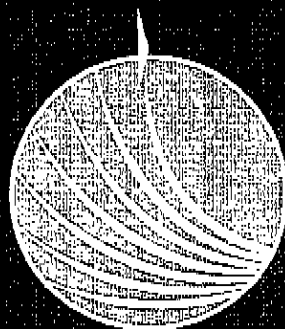
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Total Passengers – Domestic and International

Jul - Dec 00	Jul - Dec 01	Jul - Dec 02	Change 02 v 01	%Change	Change 02 v 00	% Change
859686	840134	873867	33733	4%	14181	2%
1801781	1602483	1823538	221055	14%	21757	1%

Total
Domestic
Passengers

Total
International
Passengers

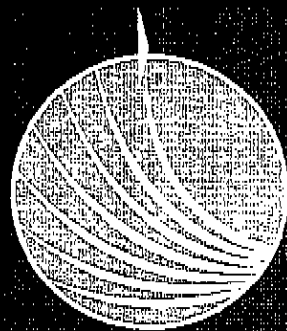


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Top Ten International Arrivals by Nationality

For period Jul - Dec 2002

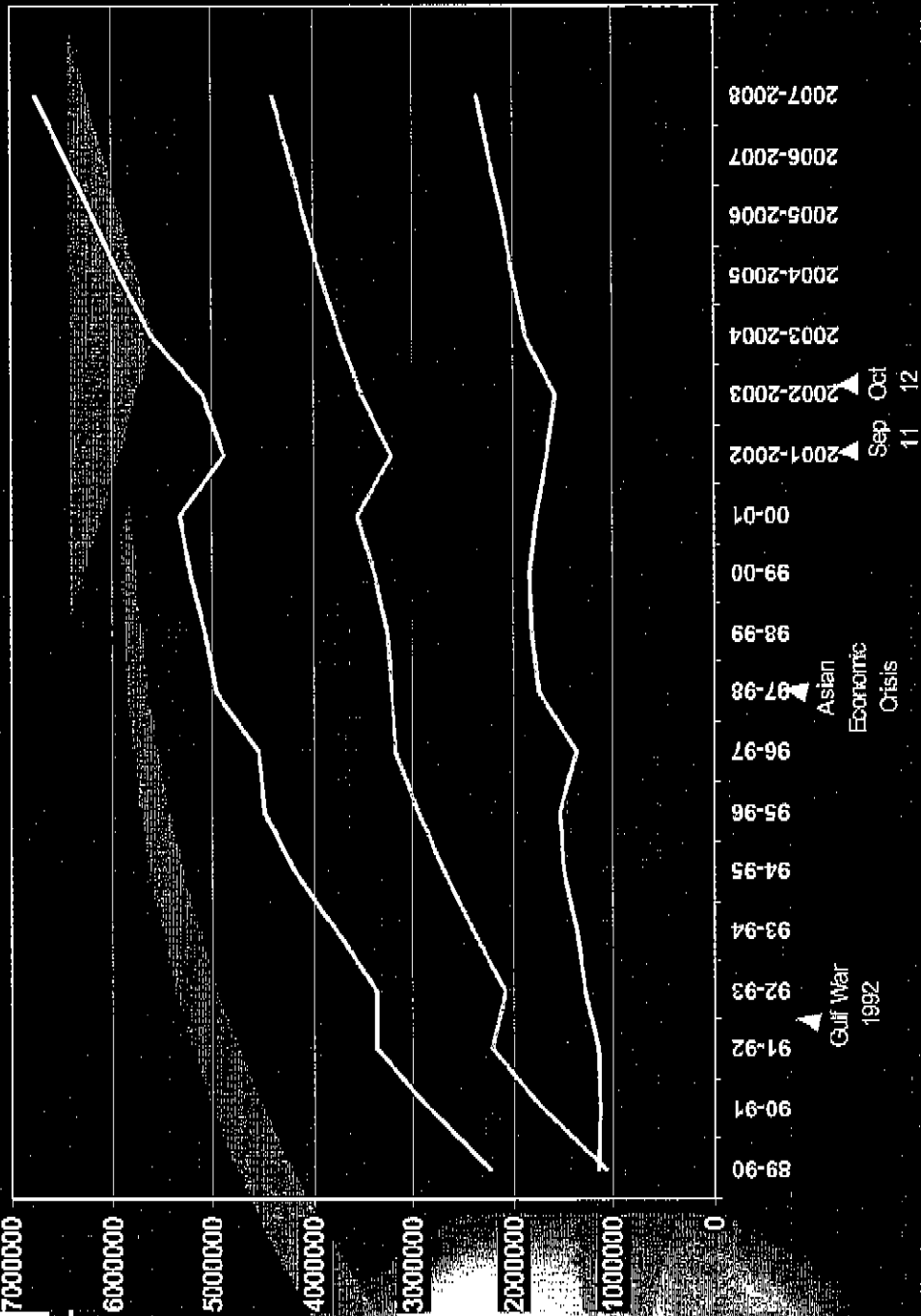
Arrivals Pax by Nationality	Jul - Dec 00	Jul - Dec 01	Jul - Dec 02	Change 02 v 01	% Change	Change 02 v 00	% Change
Australia	185263	179250	176543	-2,707	-2%	-8,720	-5%
UK	74219	76039	83446	7,407	10%	9,227	12%
USA	30271	27970	30101	2,131	8%	-170	-1%
Malaysia	25843	23159	26697	3,538	15%	854	3%
Japan	24760	22772	26039	3,267	14%	1,279	5%
New Zealand	16562	15735	17387	1,652	10%	825	5%
Thailand	14369	15679	14562	-1,117	-7%	193	1%
South Africa	10270	11698	10172	-1,526	-13%	-98	-1%
Germany	8979	9604	10133	529	6%	1,154	13%
Italy	5824	5494	5962	468	9%	138	2%
India	4854	4191	5361	1,170	28%	507	10%

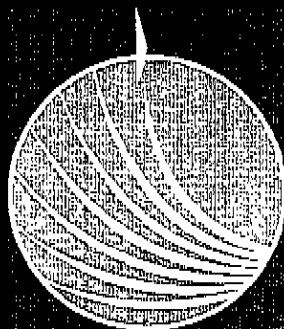


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Passenger forecasts by BAA to 2008

— International Pax — Domestic Pax — Total Pax



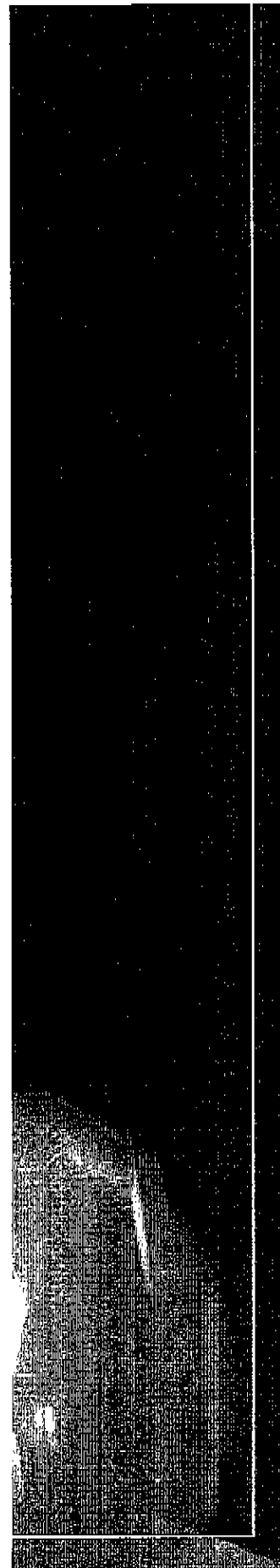


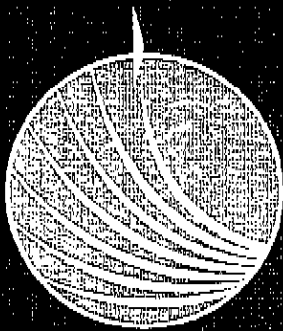
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Aeronautical Charges Uplift

Revised Aeronautical Charge Structure

Charge	Base 2002	Charges 2002	Base 2003	Charges 2003
International - ITB	Pax	\$3.88	Pax	\$5.00
International - BLF	MTOW	\$2.02	Pax	\$3.60
Domestic - BLF	MTOW	\$5.73	Pax	\$3.60
General aviation / Freight	MTOW	\$4.88	MTOW	\$6.57

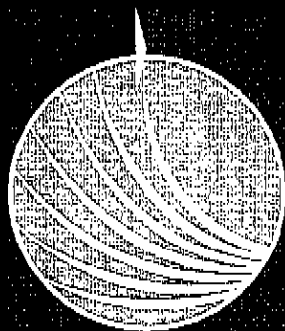




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Growth Opportunities

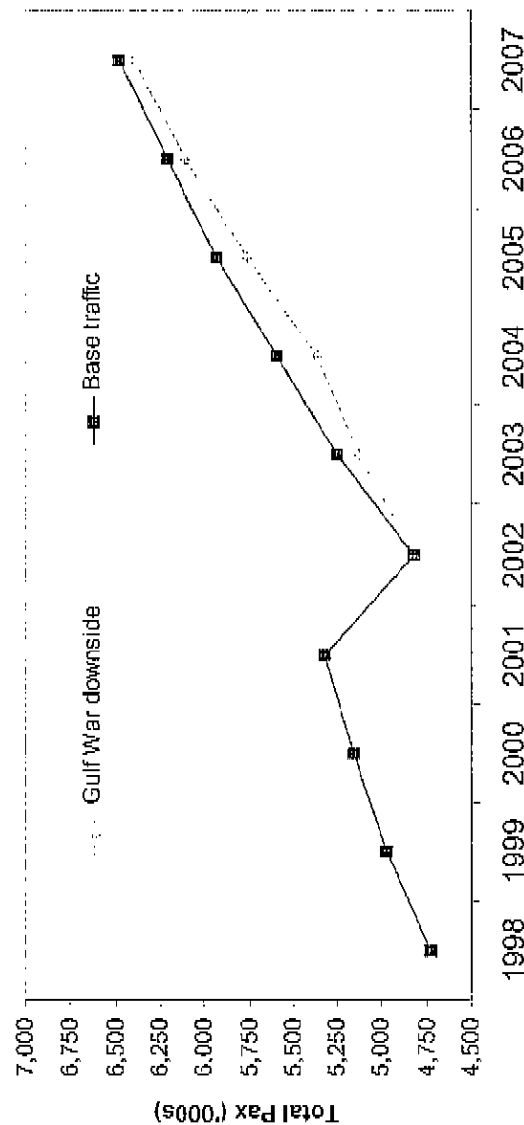
- τ Air Paradise – four flights per week to Bali
- τ Emirates – daily to Dubai
- τ Virgin Blue expansion
- τ Qantas expansion
- τ New services/connections to non SE Asia destinations

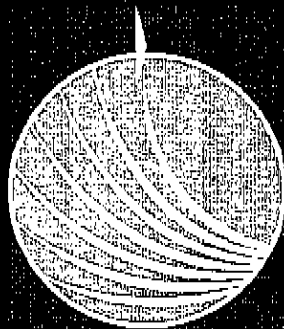


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Gulf War Downside Traffic Projections (BAA Analysis)

Gulf War Downside Traffic Projections





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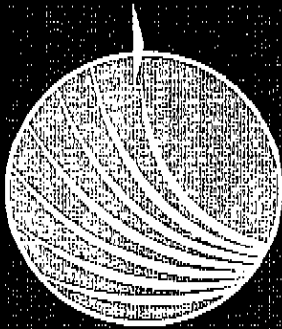
Property Business Unit

	Property & Development				
	2000/01	2001/02	Var. on Prior Year	2002/03	Var. on Prior Year
	\$m	\$m		\$m	
BUSINESS UNIT REVENUES	22.31	23.39	4.6%	37.67	37.9%
BUSINESS UNIT EXPENSES	4.10	6.53	37.2%	21.84	70.1%
BUSINESS UNIT DIRECT EBITDA	18.22	16.86	-8.0%	15.83	-6.5%
SERVICE UNIT EXPENSE ALLOCATIONS	2.43	3.71	34.6%	3.94	5.8%
NET EBITDA	15.79	13.15	-20.0%	11.90	-10.6%



PERTH INTERNATIONAL AIRPORT
AIRPORT MASTER PLAN 1999 - DEVELOPMENT PRECINCTS





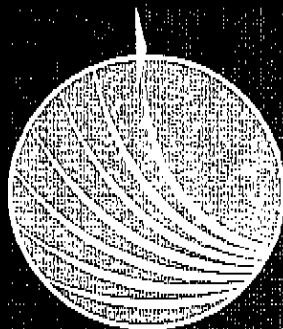
Development Projects

PERTH AIRPORT τ 60,000sqm offices and warehouses
τ \$45 million total costs

τ Tenants include:

- τ Cummins Engine Company
- τ Western Power
- τ Australia Post
- τ Star Track Express
- τ WDM International
- τ Fowles Car Auction

Several major developments under negotiation
Establishment of PIAPT

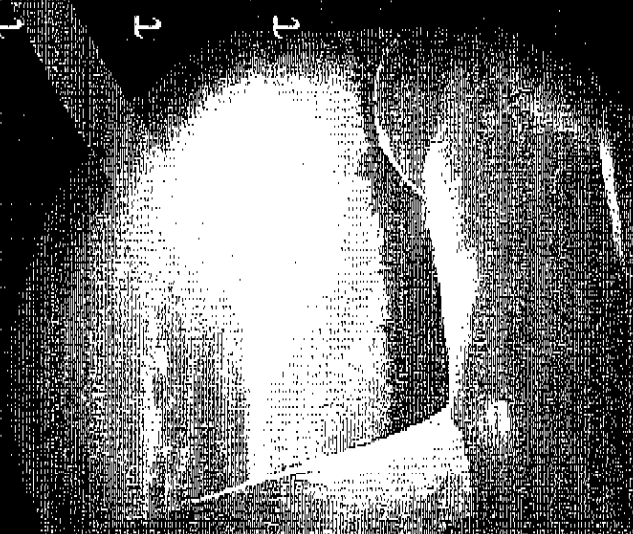


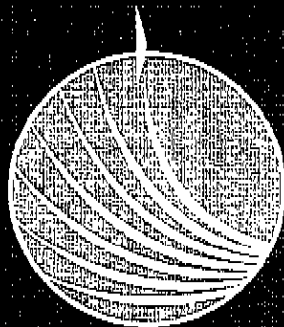
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Ground Transport

Value drivers:

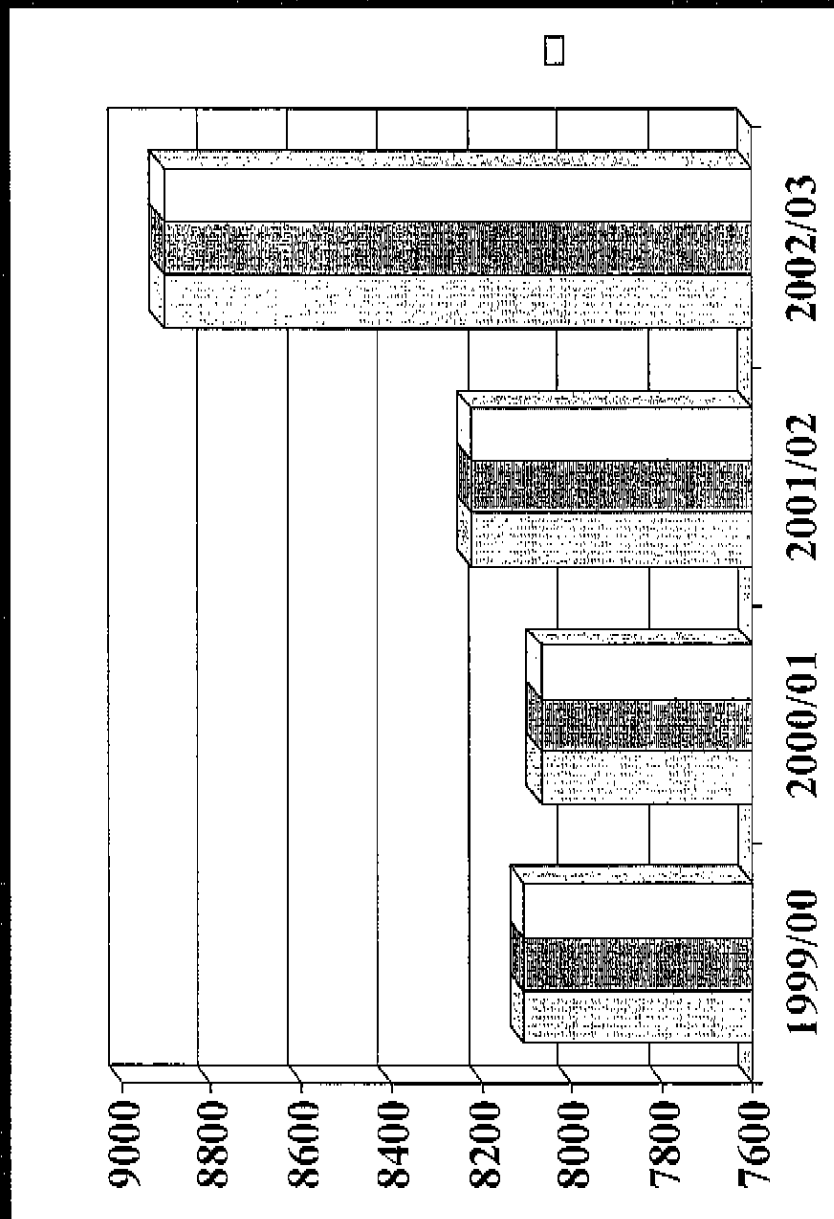
- τ Passengers
- τ Penetration/dwell time
- τ Car park rates

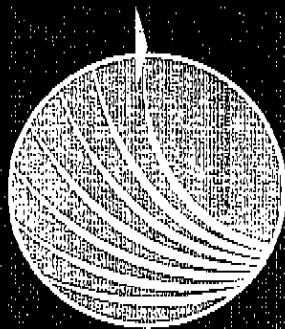




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Public Parking Revenue (\$K)





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Car Parking Profile

Domestic - short stay:

94% of customers generate 65% of revenues

Domestic - over 1 day:

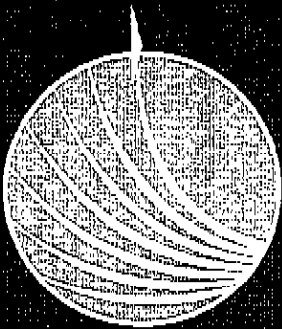
6% of customers generate 35% of revenues

International - short stay:

99% of customers generate 91% of revenues

International - over 1 day:

1% of customers generate 9% of revenues



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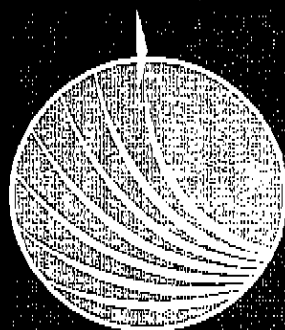
Parking Strategy

τ Price

τ Product development

τ Marketing

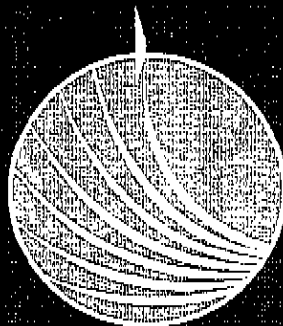
τ Addressing competition



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Long Stay Pricing

Days	Previous (\$)	October 2001 (\$)	% change	ITB (\$)
1	16.50	16	-3	16
2	33	32	-3	32
3	49.50	48	-3	34
4	60.50	50	-17	36
5	66	52	-21	38
6	66	54	-18	40
7	66	56	-15	42
2 weeks	143	70	-51	56
3 weeks	220	84	-62	70



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2002/03 Focus: Product Development

Domestic:

Fast-track Business Parking



Price Movement



Revenue growth

International:

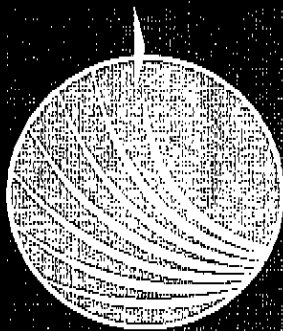
Holiday Parking



Volume



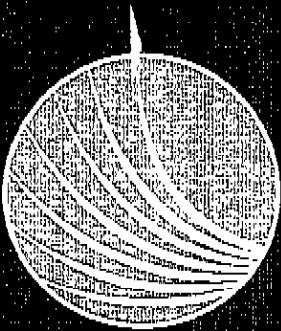
Revenue growth



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Retail Business Unit

	Retail				
	2000/01	2001/02	Var. on Prior Year	2002/03	Var. on Prior Year
	\$m	\$m		\$m	
BUSINESS UNIT REVENUES	16.50	20.05	17.7%	21.91	8.5%
BUSINESS UNIT EXPENSES	0.11	0.43	75.2%	0.35	-23.0%
BUSINESS UNIT DIRECT EBITDA	16.40	19.62	16.4%	21.56	9.0%
SERVICE UNIT EXPENSE ALLOCATIONS	1.01	1.37	25.8%	1.53	11.0%
NET EBITDA	15.38	18.25	15.7%	20.03	8.9%

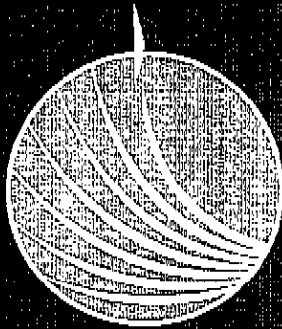


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Retail Business Unit

Value drivers:

- τ Passengers
- τ Retail space
- τ Contract management
- τ Quality retailers

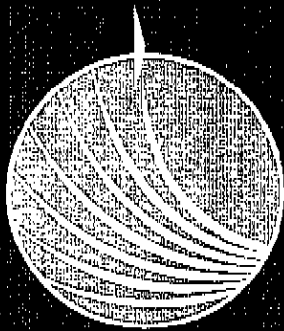


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Retail Strategy

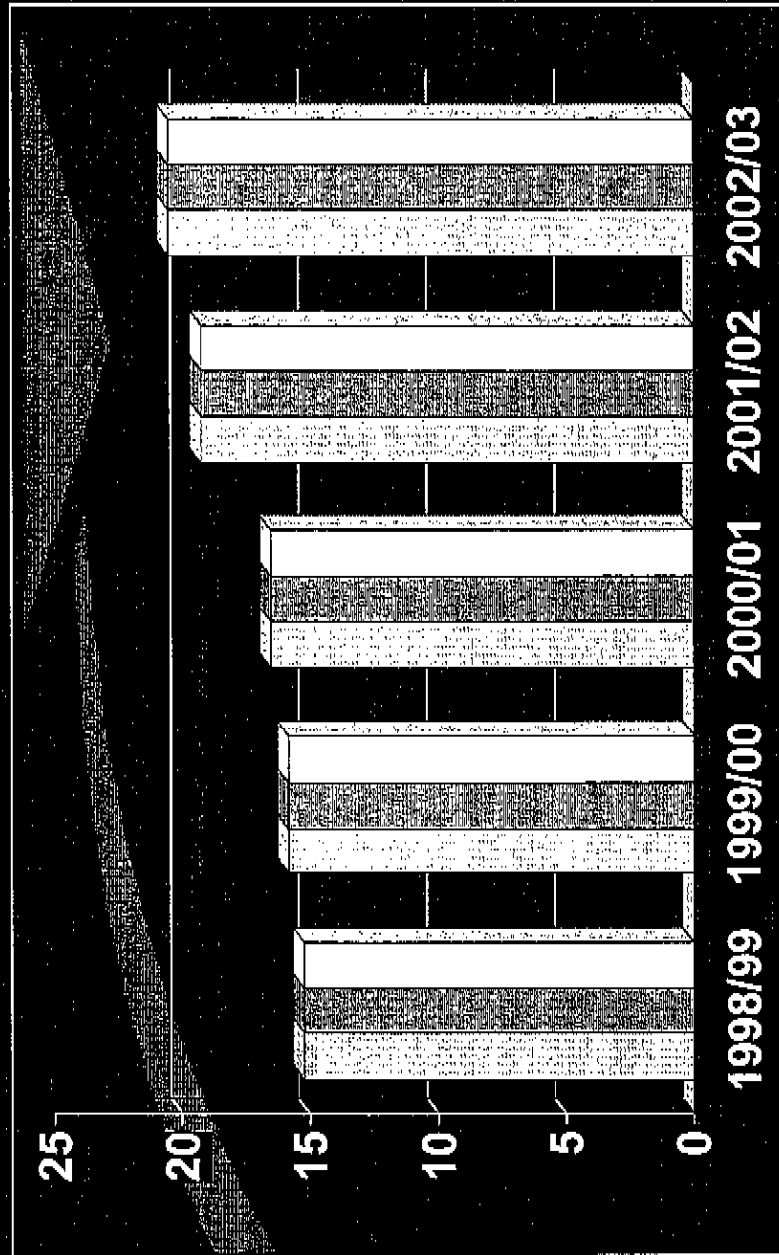
To deliver sustainable real growth in retail income through a customer focussed strategy based on key elements of:

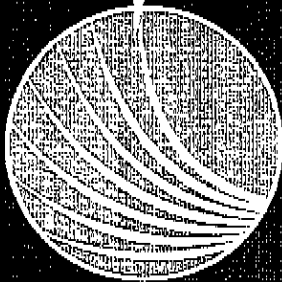
- τ Branding
- τ Value For Money
- τ Quality Retail Environment/Space
- τ Choice/Competition
- τ Range
- τ Service



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Retail Income (\$M) 98/99 - 02/03

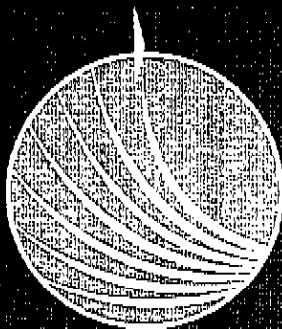




Business Plan Focus for 02/03

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- τ Completion of first floor landside retail development
- τ Landside arrivals concourse project
- τ Measuring and influencing performance through supplier relationship management
- τ Marketing key value messages
- τ Addressing business risk



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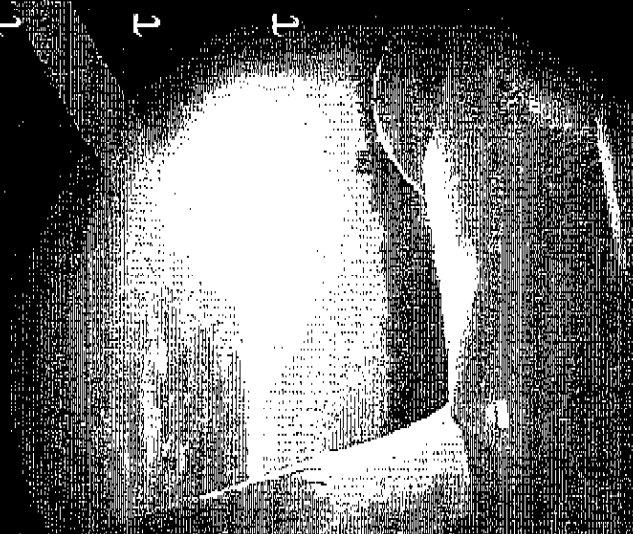
Performance: 6 Months to December 2002

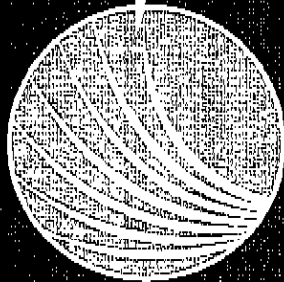
τ Income: \$10.5M +9%

τ Sales: \$46.5M +4%

τ Income/IDP: \$25.31 +5%

τ Sales/IDP: \$111.84 -0.5%



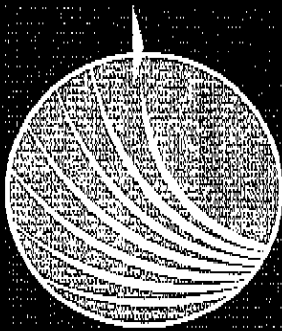


Retail Space/Quality Environment

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The landside retail development establishes the blue-print for retail expansion as passenger numbers increase

- τ Five new shops
- τ Additional m² for news/books Brands (Red Rooster, Dome, Tie Rack, Rosendorff's, Virgin music...)
- τ Street pricing
- τ Quality fit-out
- τ Increased choice/competition



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Supplier Relationships

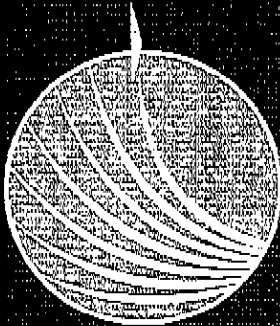
The business partnership
approach

Customer focus

QSM

Focus on sales performance

Joint 'ownership' of the
business



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Marketing

Key messages:

τ Value/price reassurance

τ Savings

τ Range

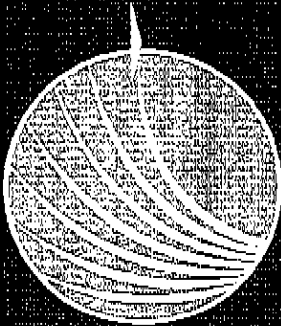
τ Availability



τ Customer confidence



τ Increased sales

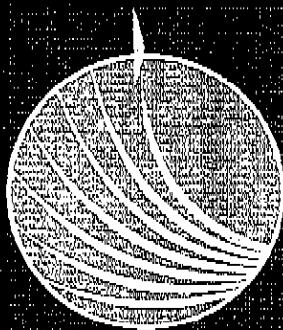


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Business Risk

Abolition of duty free tobacco sales

Response: lobbying action
(WHO/National Tobacco Strategy),
extension of arrivals allowance
shift towards specialist tax free
retail.



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Conclusion:

“Given the continued challenges to passenger growth, there is an ever increasing need to unlock more from every passenger that flies from our terminals. By identifying market segments and developing products which address their needs, we increase choice, add value, and provide greater opportunities to maximise spend”

