

# Results for the First Three Months of 2008

## Flughafen Wien Group

June 2008



## Facts & Activities

**18.8 mill. passengers in 2007**

**Share of transfer traffic in 2007: 31.9%**

### **Vienna Airport plc**

- Privatised in 1992
- Ownership structure since 2001:
  - 20%** City of Vienna
  - 20%** Province of Lower Austria
  - 60%** free float,  
thereof 10% employee trust

**Excellent location as gateway to  
East European countries**

**Full-service airport provider  
(incl. ground handling)**

### **Working environment:**

- 4.087 employees in the  
Flughafen Wien Group

**High dividend yield**

## Highlights 2007

Revenue:	EUR 521.4 mill.	+	12.4%
EBITDA:	EUR 191.0 mill.	+	12.6%
Net profit : <i>after minority interests</i>	EUR 87.7 mill.	+	14.2%
Dividend per share:	EUR 2.50	+	13.6%
Passengers: (above European average of 6.5 %*)		+	11.3%

## Highlights for 1-3/2008

Revenue 1-3/2008:	EUR 128.8 mill.	+	16.2%
EBITDA 1-3/2008:	EUR 46.8 mill.	+	13.3%
EBIT 1-3/2008:	EUR 29.7 mill.	+	19.1%
Net profit 1-3/2008: <i>after minority interest</i>	EUR 20.8 mill.	+	18.1%
Passenger development:		+	16.4%

## Results for 1-3/2008

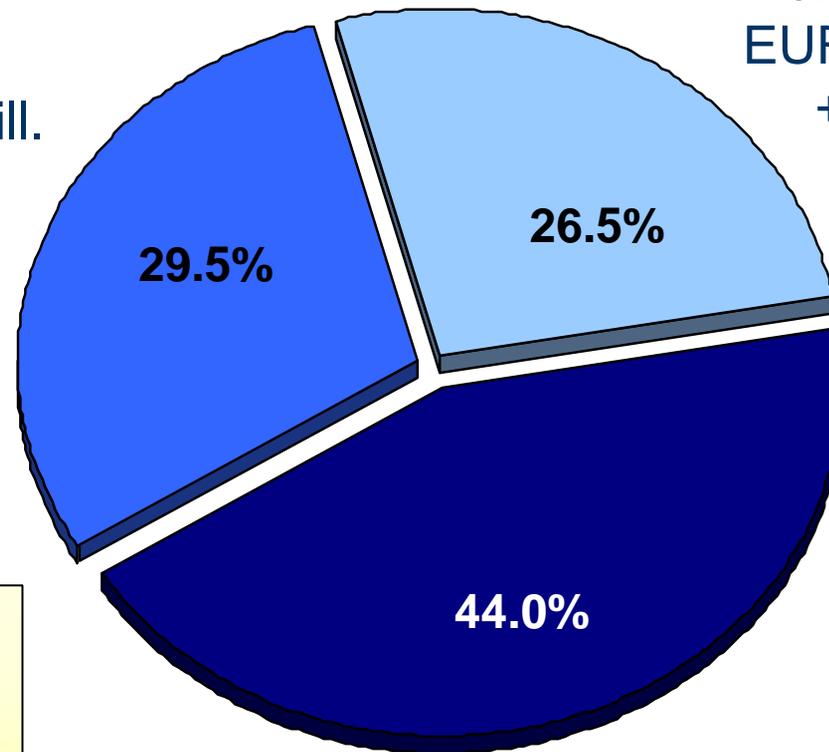
	in EUR mill.	1-3/2008	1-3/2007	Change in %	
Revenue		<b>128.8</b>	110.8	+	16.2
Other operating income		<b>2.3</b>	1.9	+	21.6
Operating income		<b>131.1</b>	112.7	+	16.3
Operating expenses (excl. depr./amort.)		<b>- 84,3</b>	- 71.4	+	18.0
EBITDA		<b>46.8</b>	41.3	+	13.3
Depreciation and amortisation		<b>- 17.1</b>	- 16.3	+	4.6
EBIT		<b>29.7</b>	25.0	+	19.1
Financial results		<b>- 2.7</b>	-1.4	+	71.5
Profit before taxes (EBT)		<b>27,1</b>	23.5	+	15.0
Taxes		<b>-6.3</b>	-5.6	+	11.3
Minority interest		<b>0.0</b>	- 0.3	-	98.5
Net profit after minority interest		<b>20.8</b>	17.6	+	18,1

# Results for 1-3/2008

## Revenue structure

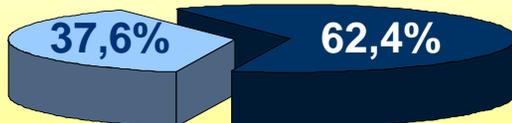
Handling  
 EUR 38,0 mill.  
 + 14.4%

Non - Aviation  
 EUR 34,1 mill.  
 + 14.4%



Airport  
 EUR 56.7 mill.  
 + 18.6%

### Revenue structure excl. Handling



# Results for 1-3/2008

## Segment reporting

in EUR mill.	1-3/2008	1-3/2007	Change in %
<b><u>Airport</u></b>			
Ext. segment revenue	<b>56.7</b>	47.8	+ 18.6
Segment earnings (EBIT)	<b>20.7</b>	18.8	+ 10.4
EBIT margin in %	<b>32.3</b>	34.2	n.a.
<b><u>Handling</u></b>			
Ext. segment revenue	<b>38.0</b>	33.2	+ 14.4
Segment earnings	<b>3.8</b>	1.8	+ 108.6
EBIT margin in %	<b>8.7</b>	4.8	n.a.
<b><u>Non-Aviation</u></b>			
Ext. segment revenue	<b>34,1</b>	29.8	+ 14.4
Segment earnings	<b>11.1</b>	9.5	+ 17.4
EBIT margin in %	<b>22.6</b>	21.7	n.a.

## Investments 2008 – 2012 (excl. purchase of land)

	EUR mill.
Terminals	333
Apron, taxiways	40
Construction on the core zone	65
Security	64
Parking	28
Others	59
<b>TOTAL</b>	<b>589</b>

*3rd runway 2010 – 2012:*

208

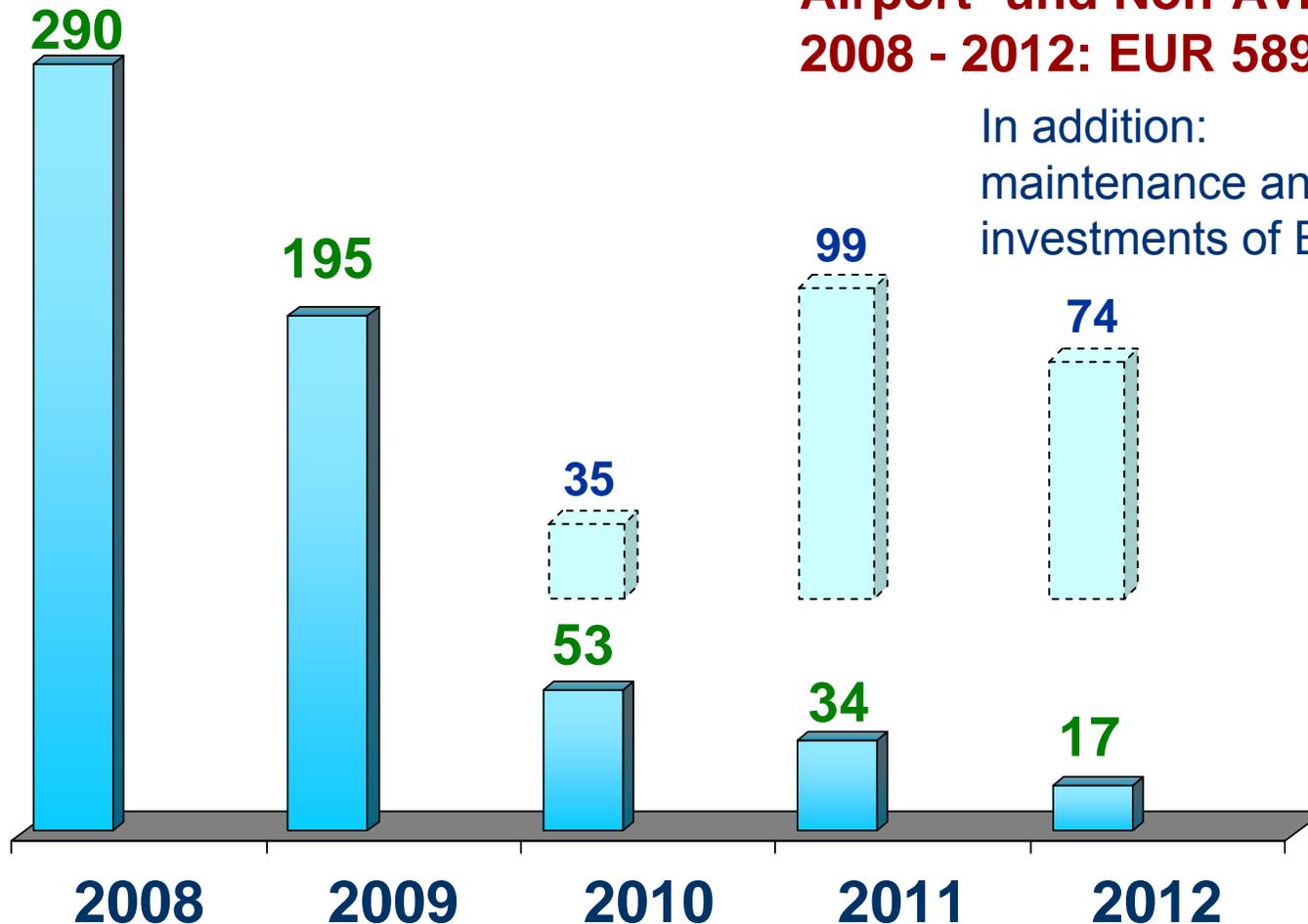
# Investments 2008 – 2012 (excl. purchase of land)

in EUR mill.

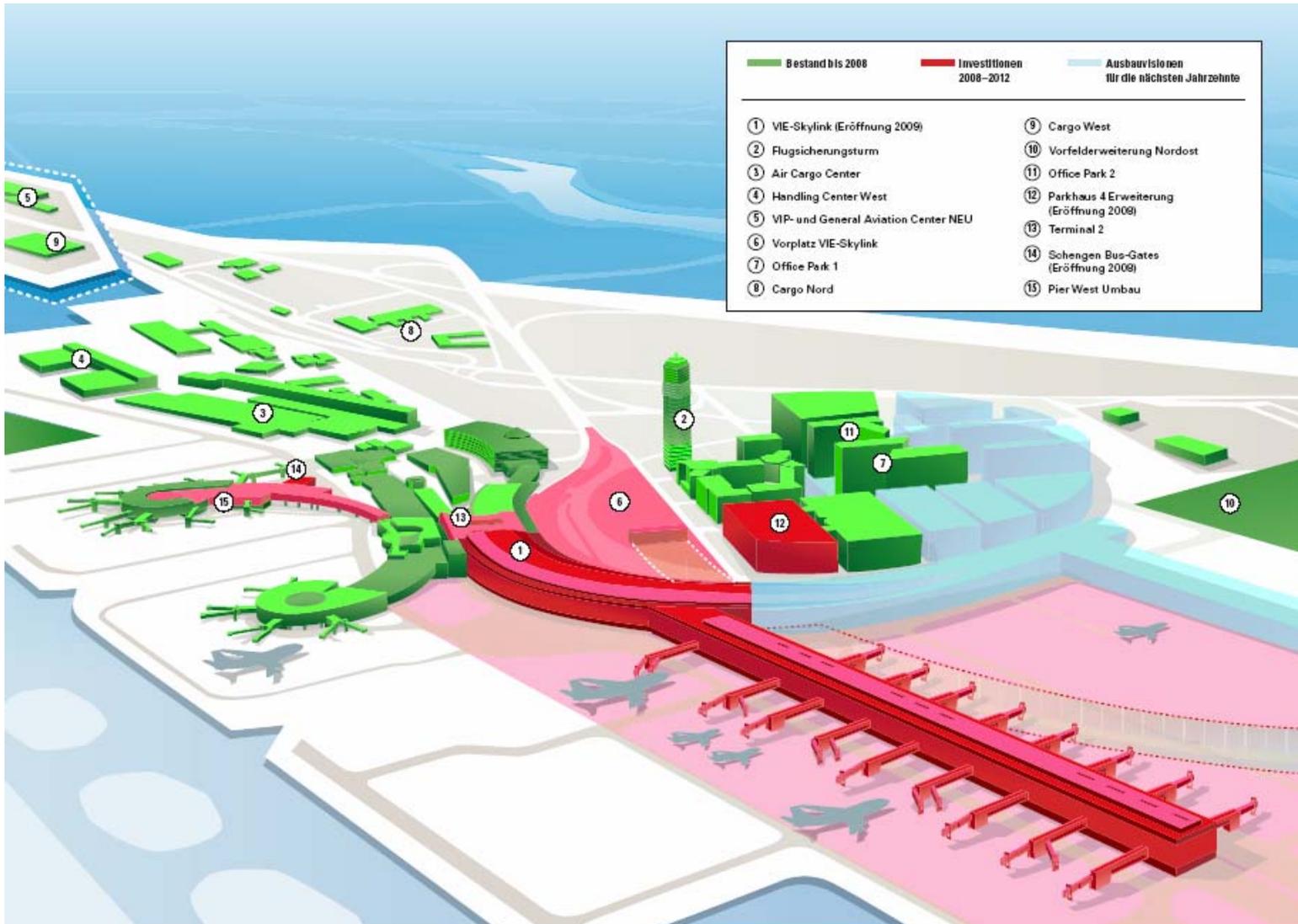
**Airport- und Non-Aviation Investments  
2008 - 2012: EUR 589.2 mill.**

In addition:  
maintenance and replacement  
investments of EUR 30 – 35 mill. p.a.

 Additional for  
3rd runway



# Investments 2008 – 2012 (excl. purchase of land)



## Traffic 1-3/2008

### Passengers:

4,296,149 (+ 16.4 %)

### Transfer passengers:

1,315,282 (- 0.5 %)

### Movements:

63,413 (+ 12.3 %)

### MTOW ( in tonnes):

1,829,843 (+ 15.9 %)

### Cargo incl. trucking (in tonnes):

67,048 (+ 6.5 %)



## Traffic 1-3/2008

### Highlights for the first three months of 2008

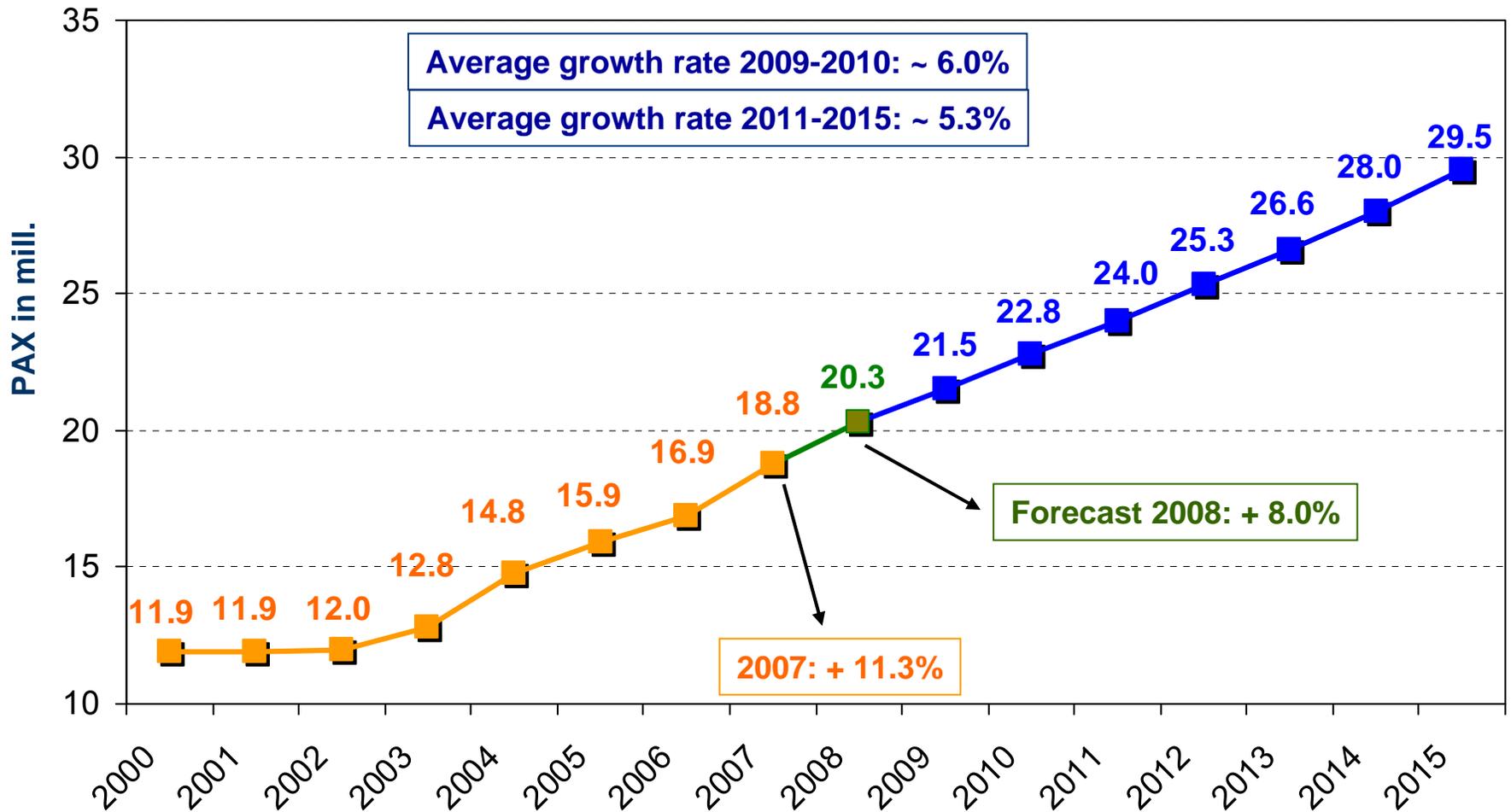
<b>Growth in traffic at VIE</b>	<b>+16.4%</b>
Traffic to Middle East	<b>+15.4%</b>
Traffic to Eastern Europe	<b>+ 28.7%</b>
Passengers handled by low-cost carriers	<b>+80.2%</b>
Low-cost carriers as a % of total passengers	<b>23.5%</b>

## Traffic 1- 5/2008

	1-4/2008	May 2008	1-5/2008	Forecast 2008
<b>Passengers</b>	5,973,345	1,840,859	7,814,204	
Change in %	+ 14.4	+ 13,2	+ 14.2	8%
<b>MTOW (in tonnes)</b>	2,474,631	687,052	3,161,683	
Change in %	+ 14.0	+ 8.8	+ 12.9	6%
<b>Flight movements</b>	86,039	23,446	109,485	
Change in %	+ 11.8	+ 5.9	+ 10.5	6%
<b>Cargo incl. trucking (in tonnes)</b>	88,633	20,968	109,601	
Change in %	+ 3.2	- 7.2	+ 1,0	

# Long-Term Forecast

Number of passengers at Vienna International Airport 2000 - 2015



# Strategy

## Airport Segment

- Goal: growth of 1% above European average

## Handling Segment

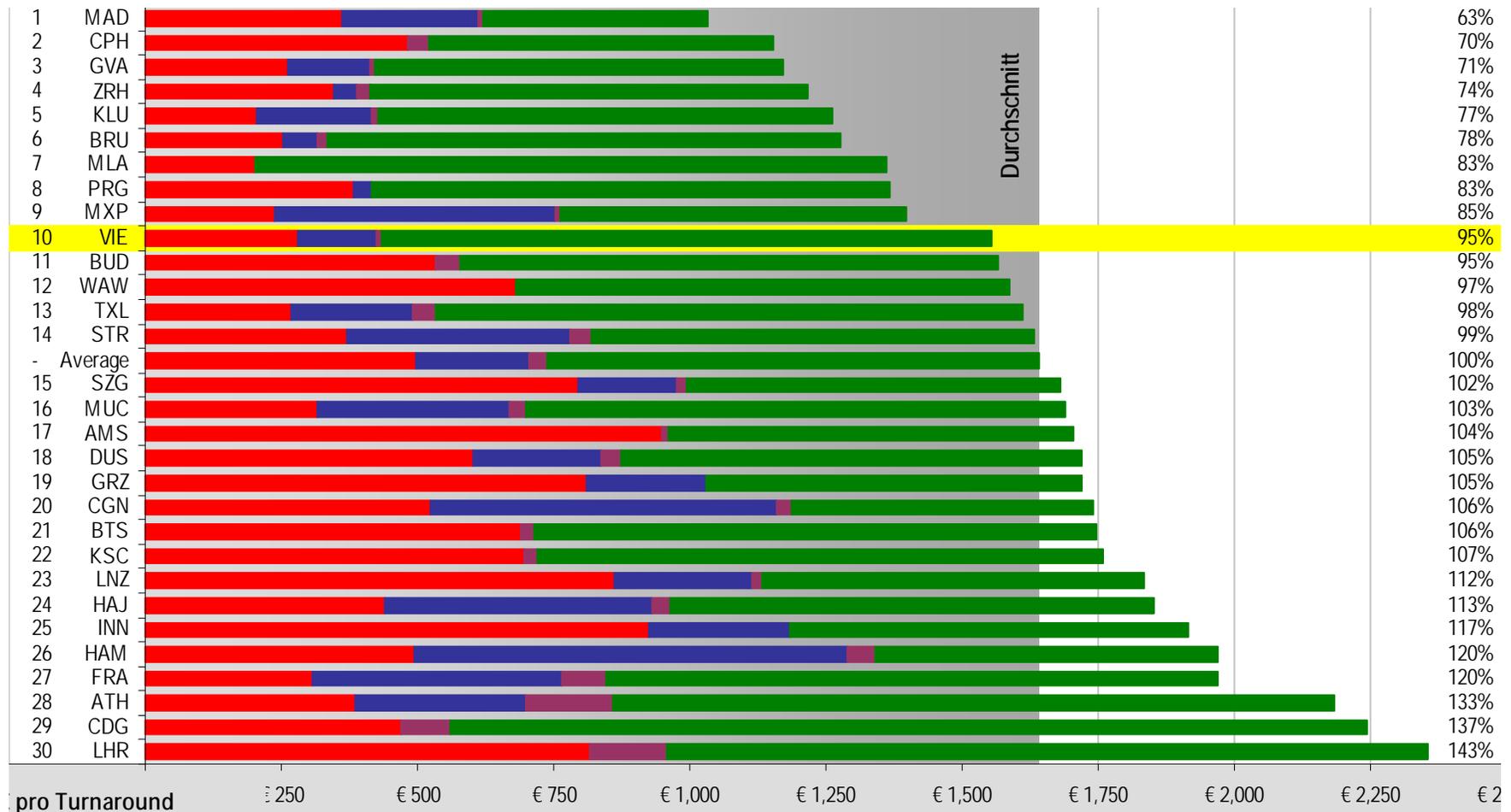
- Goal: safeguard market share and quality standards

## Non-Aviation Segment

- Goal: significant increase in shops and gastronomy
- Real estate development

# Tariffs in Comparison\* \*Flights to all regions - all airlines - excl. security

## Continuation of incentive programme



Note: VIE growth and transfer incentives were deducted from the landing tariff because these measures benefit the airlines.

Legend: ■ Landing tariff    ■ Infrastructure tariff    ■ Parking tariff    ■ Passenger tariff

# Tariffs 2008

## Major changes as of 1.1.2008

- 0.09% decrease in the landing charge, parking fee and airside infrastructure charge
- 1.04% decrease in the passenger service charge and landside infrastructure charge

# Strategy

## Handling Segment

- **Contracts were concluded in 2007, among others, with following customers:**
  - Air Berlin
  - NIKI
  - SkyEurope
  - Easy Jet
  - Korean Air
  - Delta Air Lines
  - Saudi Arabian Airlines
  
- **In January 2008 contracts were concluded with:**
  - Lufthansa
  - Germanwings
  
- **Market share 2007: 89.0 %**
  
- **Punctuality**

Number **ONE** among European airports with comparable shares of transfers  
(Source: Association of European Airlines - AEA)

# Strategy

## Non – Aviation Segment

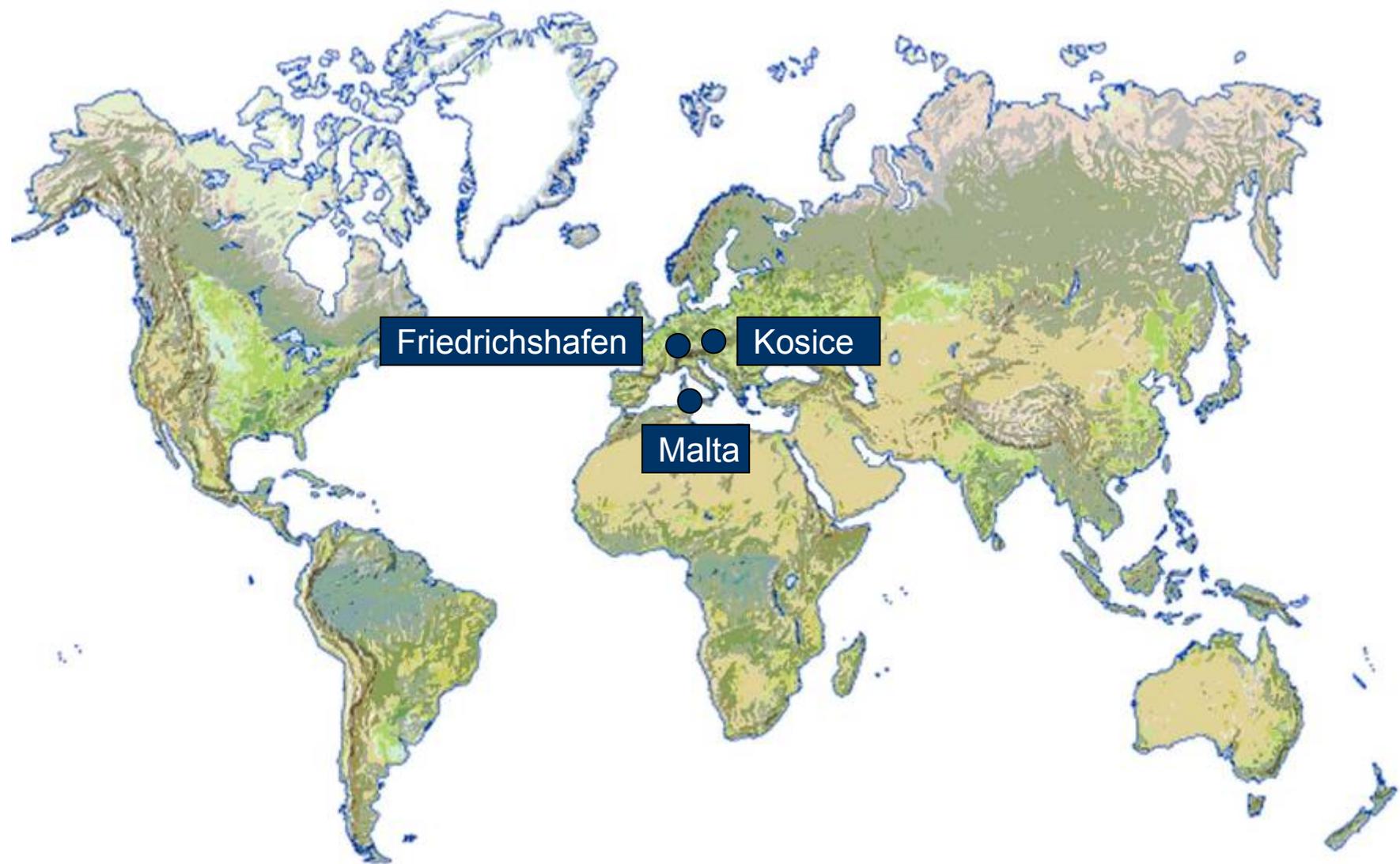
### Terminal extension - Skylink :

- Substantial increase in gastronomy and shop space beginning in 2009
- Start of tender process for 52 retail shops

	Existing space in 2007	Reduction in space from 2009 onwards	Additional space Skylink	Space 2009	Additional space in T2 and PWest	Space from 2010 onwards
Shopping / Gastronomy	11,000 m <sup>2</sup>	- 1,500 m <sup>2</sup>	9,600 m <sup>2</sup>	19,100 m <sup>2</sup>	2,500 m <sup>2</sup>	21,600 m <sup>2</sup>

- Office Park 2 – completion in July 2007
- Office Park 3 – acquisition of VIE World Trade Center in 2007

# International Investments



# International Investments

## Kosice Airport

Second largest airport in Slovakia

66% stake held by TwoOne Consortium  
since 25 October 2006

Location near borders of:

Poland - Ukraine - Hungary - Slovakia

443,448 passengers in 2007 (+29%)

Investment programme: ~EUR 11 mill.



# International Investments

## Malta Airport

### Owners

– Government of Malta:	20.0%
– Private investors:	29.9%
– VIE through 100% subsidiary	10.1%
– MMLC (thereof VIE: 57,1%)	40.0%

2,970,830 passengers in 2007 (+10.4%)



# International Investments

## Friedrichshafen Airport

Flughafen Wien AG is the largest single shareholder with stake of 25.15%

Located near borders of:  
Germany - Austria - Switzerland

655,689 passengers in 2007 (- 0.3%)



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