



Traffic Results for 2012 and Outlook for 2013

2012: Strong growth in passenger traffic with +5.0%

Vienna Airport sets new record with 22.2 million passengers

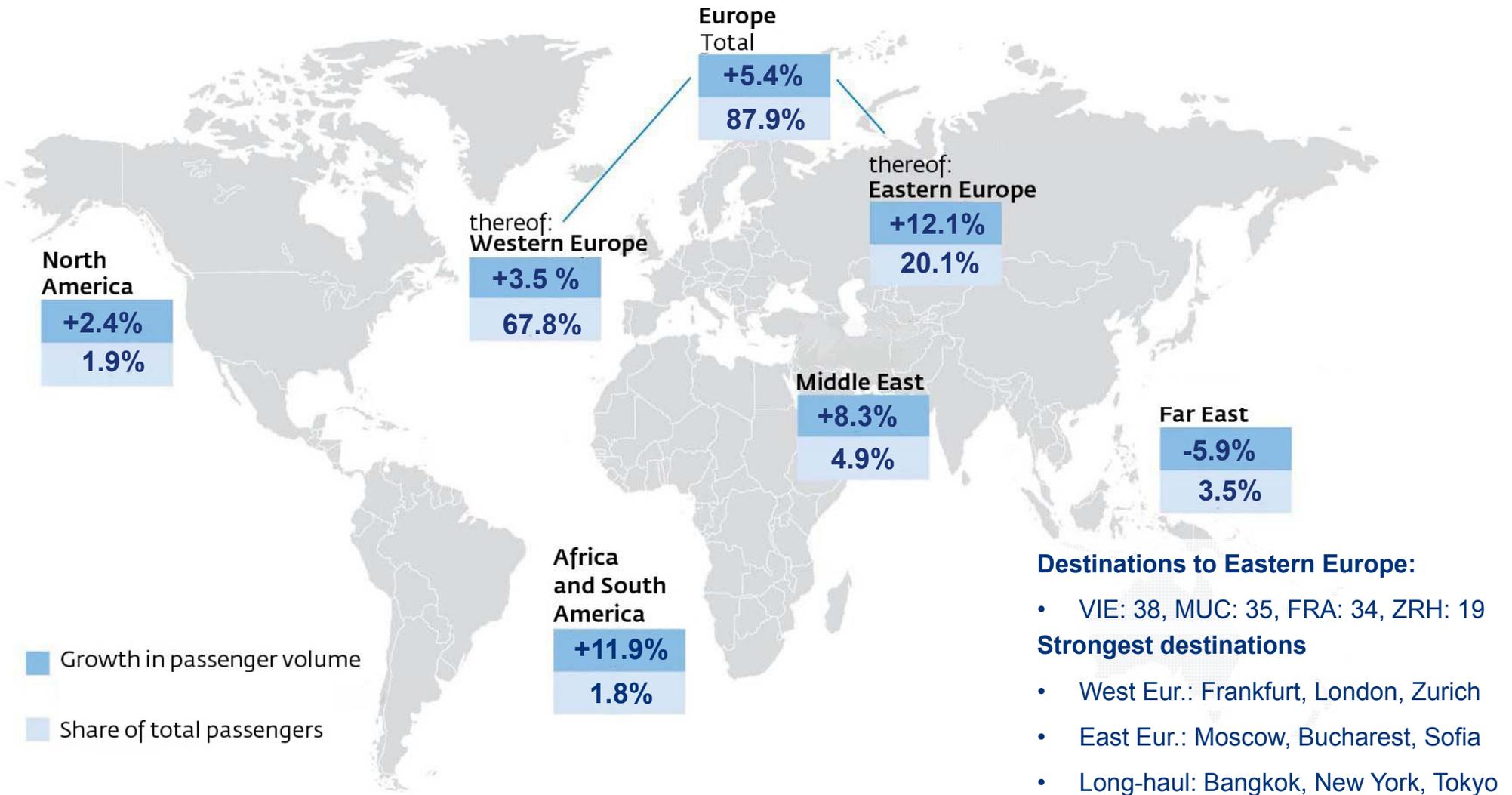
	2012	2011	Δ in %
Passengers (in mill.)	22.2	21.1	+5.0
Transfer passengers (in mill.)	7.1	6.5	+8.1
Local passengers (in mill.)	15.1	14.5	+3.8
Flight movements (in 1,000)	244.7	246.2	-0.6
MTOW (in mill. tonnes)	8.1	8.3	-1.7
Cargo incl. trucking (in 1,000 tonnes)	252.3	277.8	-9.2
Seat occupancy (in %)	73.0	69.6	+3.4%p

- **PAX growth tops the EU average (ACI Jan-Nov 2012: 1.9%)**
- **2012: 71 airlines, 179 destinations in 67 countries**

The leading hub to Eastern Europe with 38 destinations

Development and Share of Passengers by Region

Departing Passengers



Traffic results by airline

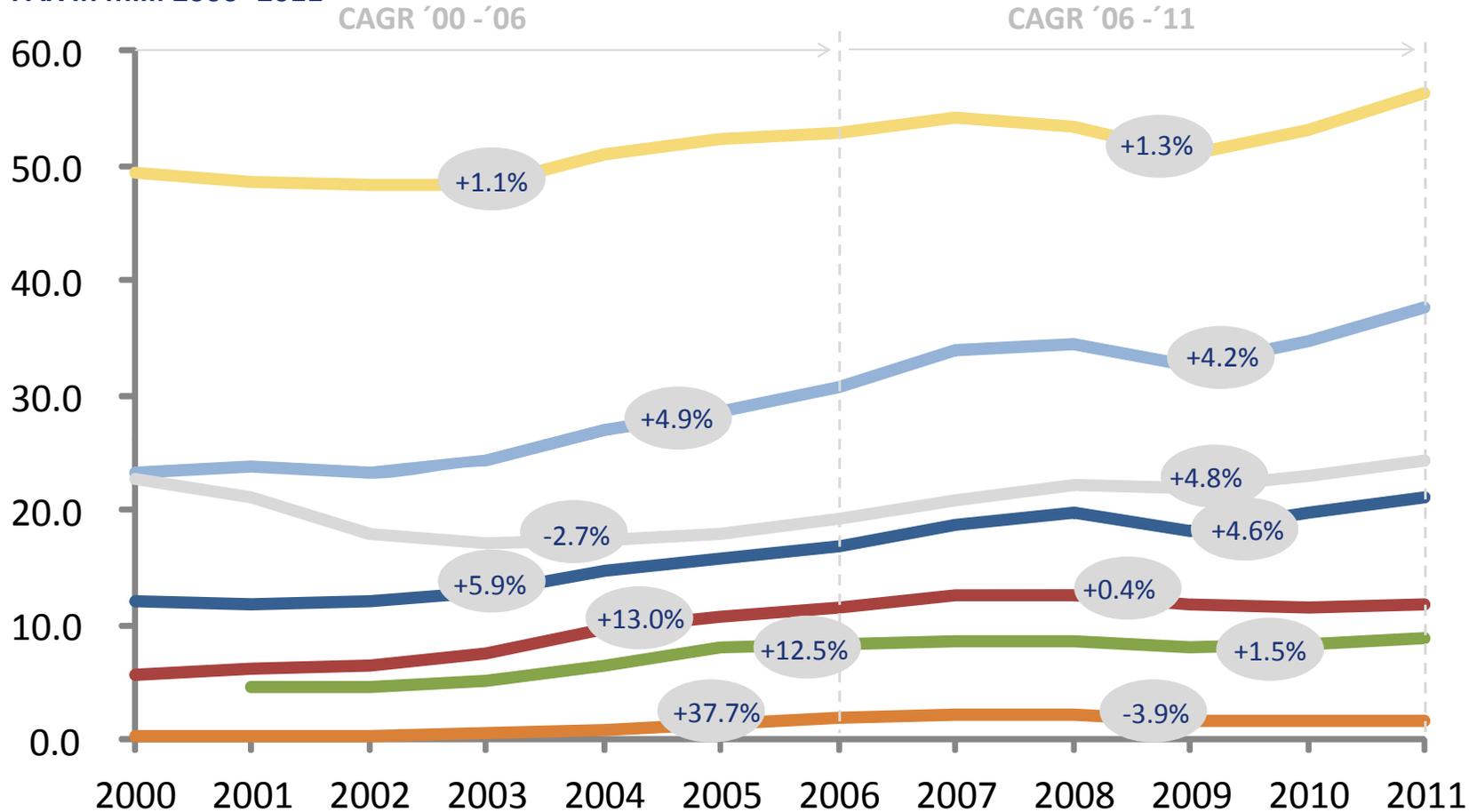
	2012	2011	2012	Δ in %
Passengers (in mill.)	22.2	21.1		+5.0
	Share in %	Share in %	PAX absolute	PAX Δ in %
Austrian	49.5	50.0	10,973,263	+4.0
Lufthansa	5.5	5.2	1,222,283	+12.2
Germanwings	2.2	2.3	495,263	+2.2
Swiss Intl.	1.5	1.6	338,546	+0.9
Total Lufthansa Group¹⁾	60.8	61.7	13,468,925	+3.5
Niki	12.0	11.6	2,670,706	+9.2
Airberlin	6.3	6.5	1,387,728	+1.6
Total Niki & Air Berlin	18.3	18.1	4,058,434	+6.5
British Airways	1.7	1.6	374,392	+11.9
Turkish Airlines	1.7	1.3	367,082	+34.5
Air France	1.5	1.5	335,148	+9.4
Emirates	1.5	1.3	331,899	+19.2
Other	14.6	14.6	3,229,914	+4.5

1) Including Brussels Airlines, SunExpress, British Midland and Air Dolomiti

Passenger growth tops comparable airports

PAX 2012: FRA +1.9%, MUC +1.6%, ZHR +1.9%, VIE +5.0%

PAX in mill. 2000- 2011



PAX 2011 in mill.
CAGR '00-11 in %

PAX:56.4 CAGR: +1.2%	FRA
PAX:37.8 CAGR: +4.6%	MUC
PAX: 24.3 CAGR: +0.6%	ZRH
PAX: 21.1 CAGR: +5.3%	VIE
PAX: 11.8 CAGR: +7.1%	PRG
PAX: 8.9 CAGR: +6.9%	BUD
PAX: 1.6 CAGR: +1.2%	BTS

Source: VIE: in-house; Peer Group: homepages

Forecast for 2013: slight increase in number of passengers

Passengers	+1 to +2%
Flight movements	-1.5 to -2.5%
Maximum take-off weight (MTOW)	+/- 0%

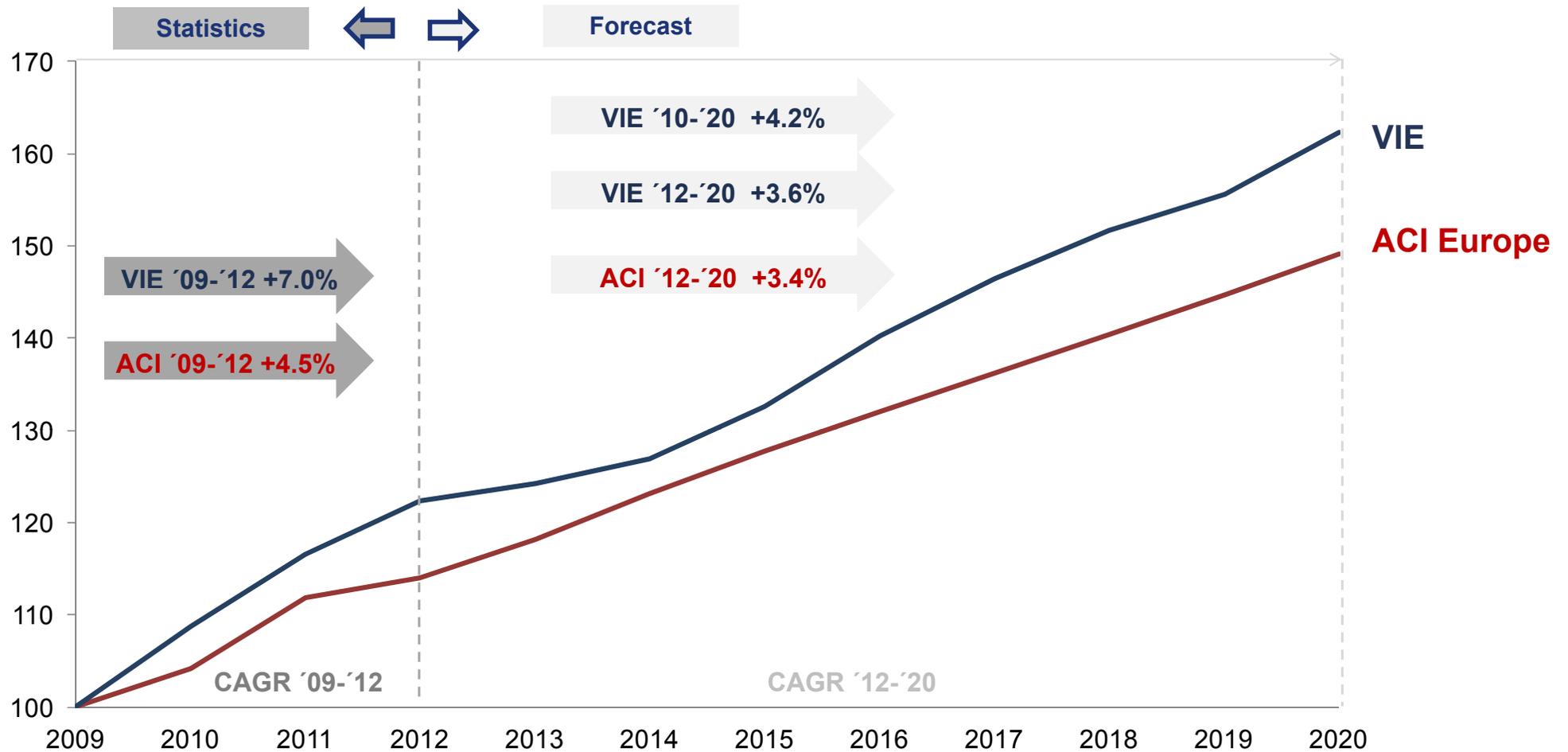
Assumptions:

- Increase in size of aircraft (more seats per movement)
- Seat occupancy remains stable at 2012 level
- Austrian: increase in productivity and capacity utilisation
 - Fleet restructuring to be completed in 2013
- Niki: increase in capacity (replacement of Embraer by A319)
 - Hub to Greece instead of destinations in Eastern Europe

Aviation will remain a growth market over the long-term

Traffic development VIE vs. ACI Europe 2009-2020

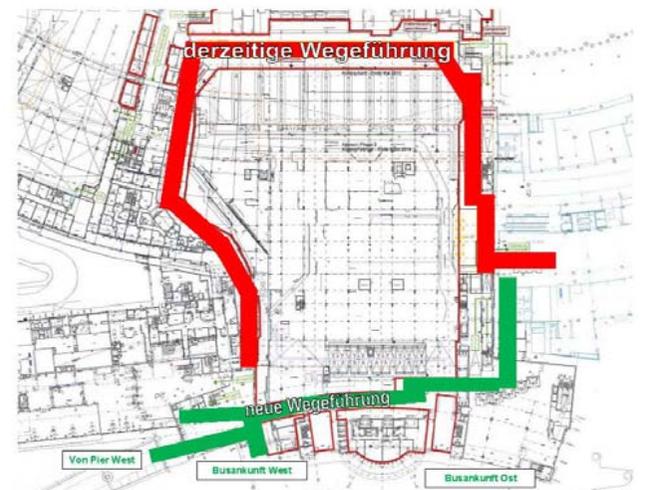
PAX indexed



Source: ACI: ACI: ACI EUROPE Airport Traffic Report and Global Traffic Forecast 2012-2031; VIE: in-house

Good progress with infrastructure modernisation

- Check-in 1 in operation since 9.1.2013 – approx. 33,000 passengers already handled
- Greater comfort for NIKI and airberlin passengers as well as other airlines
- Check-in 1 is a benchmark for barrier-free access
- Reduction in passenger routes from B- and C-Gates to arrivals hall to new shorter distance (450 metres!) by spring 2013
- Successive modernisation of older buildings
- Extensive cooperation for Check-in 3 with associations for disabled persons
- Operations suspended in Check-in 2 – decision in first half of 2013



All major corporate targets met in 2012

Optimistic outlook on 2013

- SUBSTANTIAL IMPROVEMENT IN PRODUCTIVITY
One-half of target met for 20% increase in productivity
- Increase in share price – investors' confidence returns
- Sustainable reduction realised in other administrative operating expenses and personnel costs
- Continuation of debt reduction – costs for Check-in 3 (Skylink) clearly below € 750 million
- Professionalised project management – recommendations by Austrian Auditor General's office implemented; appointment of new construction and real estate management
- Location marketing and real estate strategy will be a focal point in 2013

Investors' confidence returns:

Year-on-year comparison shows +60% in share price over lowest level



Financial targets for 2013: optimistic outlook

	Guidance 2012	Financial targets for 2013
Revenue	> € 600 mill.	Increase, higher than € 625 mill.
EBITDA	> € 200 mill.	Clear improvement, higher than € 230 mill.
Net profit	> € 60 mill.	At 2012 level, higher than € 65 mill.
Net debt	< 3.5x EBITDA € 751.7 mill.	Substantial decline, less than/equal to 2.9x EBITDA (below € 680 mill.)
CAPEX	€ 100 mill.	Stable at approx. € 115 mill.

Location marketing and real estate strategy as a focal point for 2013

- ON THE WAY TO THE AIRPORT CITY: Medium-term earnings improvement through optimisation of large real estate portfolio. No sale of property within airport limits or car parks
- NEW: real estate manager appointed as of February 2013 to ensure optimal marketing
- Investments started to improve energy efficiency
- Development of budget hotel to expand hotel offering
- Optimisation of conference offering and cargo facilities
- Possible sale of Cargo-North under favourable market conditions
- Construction of new maintenance hangar
- Development with partner or sale – Business Park Fischamend
- Medium-term renovation/expansion of office offering as required by demand

A large commercial airplane is parked on a tarmac. The aircraft's wing, engine, and landing gear are visible. In the background, there is an airport terminal building with a glass facade and a prominent air traffic control tower. The sky is clear and blue.

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