Flughafen Wien AG: company profile

- **Vienna Airport**, Europe’s 17th largest airport with 31.7 million PAX in 2019 (#18 in 2022 with 23.7 million PAX), is run by Flughafen Wien AG
- **Lufthansa hub**, home carrier **Austrian Airlines** (approx. 45% market share)
- Strong growth of low-cost carriers in recent years (approx. 30% market share)
- Focus on intra-European routes, important transfer hub to Central/Eastern European destinations (Austrian Airlines serves several SEE destinations exclusively), attractive long-haul routes
- **Large catchment area** (Eastern Austria as well as Czech Republic, Slovakia and Hungary)
- Non-aviation growth thanks to the terminal expansion and development of the “Airport City”

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**PAX Vienna Airport**
- 2019: 31.7 mn
- 2022: 23.7 mn
- 2023e: 26-27 mn

**PAX Flughafen Wien Group** (incl. Malta Airport, Kosice)
- 2019: 39.5 mn
- 2022: 30.1 mn
- 2023e: 32-34 mn

**Revenue**
- 2019: € 858 mn
- 2022: € 693 mn
- 2023e: about € 830 mn

**EBITDA**
- 2019: € 385 mn
- 2022: € 296 mn
- 2023e: >€ 325 mn

**MCAP**: € 3.3 bn
**ISIN**: AT00000VIE62
**Bloomberg**: FLU AV
**Reuters**: VIEV.VI
**Prim. listing**: Vienna Stock Exchange
Investment Case

Flughafen Wien AG share

- Growth
- Profitability
- Attractive dividend policy
- VIE - destination
- Sustainability
Growth
- Trend growth – gradual increase in flight traffic & post-Covid recovery
- Non-aviation – expansion of retail & gastronomy, development of the “Airport City”
- Inflation indexation of fees as a hedge against inflation

Profitability
- Rise in the EBITDA margin: 31-32% in 2010-11 vs. approx. 44-45% in 2018-19
- EBITDA margin clearly above the 40% threshold at 42.7% in 2022
- Ownership of extensive properties and buildings required for operations

Attractive dividend policy
- Completely net debt free, net liquidity of € 149 million in FY 2022
- High cash flow to finance investments
- Rise in the payout ratio announced as of FY 2023

VIE - destination
- Incoming traffic: city tourism and congress hotspot, Vienna as a headquarters city
- Outgoing: prosperous Vienna Region, far-reaching catchment area
- Airline split: Lufthansa hub & low-cost carrier growth

Sustainability
- CO₂-neutral operations of Vienna Airport since the beginning of 2023
- Renewable energies cover up to 40% of total needs
- Net zero target by 2033
Long-term sustainable PAX growth

Trend growth and quick recovery after downturns

Growth of Vienna Airport is stronger than in Europe as a whole

- Sustainably consistent PAX trend growth in 2000-2019
- CAGR 2000-2019 of 4.7%
- About 80-90% of the pre-COVID level should be reached in 2023

1) Source: Airports Council International - Europe (ACI EUROPE)

PAX European airports (millions)

CAGR 2000-2019 4.7%

PAX Vienna Airport (millions)

CAGR 2000-2019 5.3%
# Traffic recovery in 2022 vs. 2019

Passenger volumes in 2022 compared to other LHG hubs

Frankfurt and Zurich characterised by higher long-haul and business shares

Reduction of LCC capacities in Germany

<table>
<thead>
<tr>
<th>Location</th>
<th>Recovery Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vienna</td>
<td>70%</td>
</tr>
<tr>
<td>Brussels</td>
<td>72%</td>
</tr>
<tr>
<td>Zurich</td>
<td>74%</td>
</tr>
<tr>
<td>Frankfurt</td>
<td>68%</td>
</tr>
<tr>
<td>Munich</td>
<td>66%</td>
</tr>
</tbody>
</table>

Vienna Airport shows the most significant recovery

1) Source: Companies, Jan-Dec 2022 vs. Jan – Dec 2019
Leveraging non-aviation potential

Terminal 3 Southern Expansion & Airport City

- Enlargement of Terminal 3 by approx. 70,000 m² (“Southern Expansion”)
- Revenue increase based on a considerably expanded shopping and gastronomic experience
- Shopping and catering space up by about 50% to approx. 30,000m²
- Focus on Austrian cuisine as well as national and international premium brands
- Construction to begin in mid-2023, planned opening in 2027
- Enhanced landside retail and restaurant offering
- Strong growth of the “Airport City” due to new business location projects, above all logistics companies, further focus on hotel sector, meeting & conferencing, office and cargo properties
- Office Park 4 was put into operation in 2020, plans for additional office buildings
- “Airport City” as Innovation Hub: Partnership with start-up incubator Plug and Play, focus on "Travel & Hospitality" & "Smart Cities"; “Airport City” as center for start-ups in the “Ostregion” region (area in the South East of Vienna), co-working space
- Go-ahead for Austria’s fifth largest hotel at Vienna Airport, thus expanding its overnight accommodations to 1,400 rooms in the future
Indexation of rates provides good protection against inflation

- **Suspension of the pricing model** (derived from PAX growth and inflation) **up until the end of 2026** due to COVID-19-related distortions

- **Airport fees** are being temporarily **adjusted** by the **average inflation** (calculated from 1 August – 31 July)

- Increases in 2023:

<table>
<thead>
<tr>
<th>Fees</th>
<th>Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passenger fees</td>
<td>+5.8%</td>
</tr>
<tr>
<td>Landing and infrastructure fees</td>
<td>+5.8%</td>
</tr>
</tbody>
</table>

- An earlier return to the existing pricing model is foreseen if the three-year average of traffic volumes (passengers, MTOW, fuel quantities) exceeds those of the period 2016-2019
Substantial improvement in profitability thanks to sustainable measures

- Increase of the EBITDA margin from 32.5% in 2011 to 44.9% in 2019
- Insourcing of third-party services, not filling vacant positions, process optimisation, energy saving measures, etc.
- Increase of non-aviation revenue is supportive
- EBITDA margin clearly above the 40% threshold, at 42.7% in 2022
Ownership of property and buildings contributes to a higher enterprise value

- Flughafen Wien AG is the owner of all properties (about 1,080 hectares), the buildings enabling airport operations as well as the main car parks, business premises and office buildings.
- No concession fees in contrast to many other privatised airports.
- Development of the landbank (“Airport City”) to enhance enterprise value.
- High demand for logistics spaces and industrial plots, eastward urban development possibility for Vienna.
Completely net debt free
Flughafen Wien AG with a net liquidity of € 149 million

- Supports the attractive ability of the company to distribute dividends
- Increase of the payout ratio announced as of the FY 2023 (60% up until now)
- No interest rate risk
- Equity ratio of 65.1%
- Operating cash flow of € 338 million in 2022 and € 373 million in 2019
Incoming traffic to the destination of Vienna
Tourism hotspot and congress city

- Vienna ranks among Europe’s top 10 tourism cities (8th in 2019 and 2022)\(^1\)
- **7.9 million arrivals** and 17.6 million overnight stays in 2019
- 71% of 2019 level reached in 2022 (especially Q1 22 still impacted by COVID-19 restrictions)
- The number of overnight stays in January 2023 surpassed the comparable figure for Jan. 2019
- 83% of the guests\(^1\) are **foreign guests** (DE, US, IT, UK, ES, CN)
- Vienna is consistently rated to be one of the world’s most liveable cities; no. 1 in 2022 for the third time in the EIU ranking, for the tenth time in the Mercer study
- Average **annual growth** of **5.6%** (CAGR 2006-2019: 5.3%) of visitors arriving in the city
- **Vienna is a congress and convention destination** and is one of the most popular event venues across the globe (6th in 2019, 2nd in 2018)

1) Source: wien.info, 2019
Incoming traffic to the destination of Vienna
International organisations and headquarters

- Vienna is the **location of more than 40 international organisations**, about 130 bilateral and numerous other multilateral diplomatic missions.

- Regional **headquarters destination for esp. Central and Eastern Europe** for approx. 225 international firms

**Number of international headquarters in Vienna**

1) Source: wien.gv.at
2) Source: wien.gv.at, statista.com, wko.at, investinaustria.at; 2022
Catchment area

The catchment area encompasses both one of Europe’s most prosperous and fastest-growing regions. The economic catch-up process in nearby Central & Eastern European countries also leads to a growing willingness to travel.
Outgoing traffic

Prosperous Vienna Region and Central & Eastern European (CEE) growth potential

- Vienna and the surrounding area ranks among Europe’s most prosperous regions
- Supports outgoing leisure travel on short-haul and long-haul routes
- Emphasizes Vienna’s role as a business destination

Growth potential in CEE

<table>
<thead>
<tr>
<th>Country</th>
<th>Real GDP per capita in EUR, 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Austria</td>
<td>38,360</td>
</tr>
<tr>
<td>Germany</td>
<td>35,860</td>
</tr>
<tr>
<td>EU 27</td>
<td>27,880</td>
</tr>
<tr>
<td>Czech Republic</td>
<td>18,470</td>
</tr>
<tr>
<td>Slovakia</td>
<td>15,920</td>
</tr>
<tr>
<td>Hungary</td>
<td>14,360</td>
</tr>
</tbody>
</table>

1) Source: Eurostat, 2019, compared to EU average
2) Source: Eurostat, economy-finance.ec.europa.eu

- Southern Czech Republic, Western Slovakia and Western Hungary have the highest economic strength in CEE
- High wage growth
- Gateway to CEE: Electronics, automotive, pharmaceuticals and chemical industries in the catchment area
Sustainability as a basis for successful and responsible business operations

- Vienna Airport has been operating in a CO$_2$ neutral manner since January 2023
- Doubling of photovoltaic capacities to 45 hectares and approx. 100,000 solar panels will cover up to 40% of the electricity needs of the entire airport site in the future
- Thanks to eight photovoltaic facilities, electric mobility, CO$_2$ neutral geothermal energy and district heat and many other measures, the airport saves about 60,000 tonnes of CO$_2$ annually compared to 2011
- Reduction KWh/traffic unit by 37% between 2011 and 2019
- Target: net zero CO$_2$ emissions by 2033
- Noise-dependent landing fees: bonus-malus system and staggered rates (cost-neutral)
- Sustainable aviation fuel (SAF) as a medium- to long-term gamechanger in the aviation industry
<table>
<thead>
<tr>
<th>Rank</th>
<th>Airline</th>
<th>Share in %</th>
<th>Passengers</th>
<th>PAX Δ% vs 2021</th>
<th>PAX Δ% vs. 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Austrian</td>
<td>47.1</td>
<td>11,144,093</td>
<td>123.1</td>
<td>18.5</td>
</tr>
<tr>
<td>2</td>
<td>Ryanair/Lauda</td>
<td>20.9</td>
<td>4,946,744</td>
<td>152.8</td>
<td>86.2</td>
</tr>
<tr>
<td>3</td>
<td>Wizz Air</td>
<td>6.8</td>
<td>1,600,351</td>
<td>77.1</td>
<td>-23.1</td>
</tr>
<tr>
<td>4</td>
<td>Turkish Airlines</td>
<td>2.4</td>
<td>574,977</td>
<td>80.7</td>
<td>4.5</td>
</tr>
<tr>
<td>5</td>
<td>Eurowings</td>
<td>2.0</td>
<td>482,731</td>
<td>156.5</td>
<td>-78.8</td>
</tr>
<tr>
<td>6</td>
<td>Lufthansa</td>
<td>1.7</td>
<td>412,371</td>
<td>178.5</td>
<td>-43.5</td>
</tr>
<tr>
<td>7</td>
<td>Emirates</td>
<td>1.3</td>
<td>311,360</td>
<td>108.3</td>
<td>-25.1</td>
</tr>
<tr>
<td>8</td>
<td>KLM Royal Dutch Airlines</td>
<td>1.3</td>
<td>305,033</td>
<td>77.6</td>
<td>-19.6</td>
</tr>
<tr>
<td>9</td>
<td>Pegasus Airlines</td>
<td>1.3</td>
<td>299,579</td>
<td>93.3</td>
<td>2.7</td>
</tr>
<tr>
<td>10</td>
<td>Iberia</td>
<td>1.2</td>
<td>281,753</td>
<td>193.3</td>
<td>-7.3</td>
</tr>
<tr>
<td>11</td>
<td>SunExpress</td>
<td>1.2</td>
<td>277,336</td>
<td>119.3</td>
<td>7.9</td>
</tr>
<tr>
<td>12</td>
<td>British Airways</td>
<td>1.1</td>
<td>255,713</td>
<td>500</td>
<td>-42.9</td>
</tr>
<tr>
<td>13</td>
<td>Air France</td>
<td>1.0</td>
<td>234,231</td>
<td>193.7</td>
<td>-25.5</td>
</tr>
<tr>
<td>14</td>
<td>Qatar Airways</td>
<td>0.7</td>
<td>166,137</td>
<td>180.1</td>
<td>-27.2</td>
</tr>
<tr>
<td>15</td>
<td>Brussels Airlines</td>
<td>0.7</td>
<td>155,646</td>
<td>185.5</td>
<td>-18.6</td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td>9.4</td>
<td>2,234,168</td>
<td>127.9</td>
<td>-67.4</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>100.0</td>
<td>23,682,133</td>
<td>127.6</td>
<td>-25.2</td>
</tr>
<tr>
<td>thereof Lufthansa Group</td>
<td>52.0</td>
<td>12,311,095</td>
<td>123.4</td>
<td>-28.9</td>
<td></td>
</tr>
<tr>
<td>thereof low-cost carriers</td>
<td>30.9</td>
<td>7,322,493</td>
<td>127.1</td>
<td>-4.4</td>
<td></td>
</tr>
</tbody>
</table>

1) Lufthansa Group: Austrian Airlines, Brussels Airlines, Eurowings, Lufthansa and Swiss
Focus on European destinations

European cities and flight interface to CEE destinations (Austrian exclusively serves several SEE destinations)

Attractive long-haul routes

2022: 69 airlines with 22 destinations in 65 countries
Vienna Airport is Europe’s second most punctual hub¹

<table>
<thead>
<tr>
<th>Airport</th>
<th>Punctuality</th>
</tr>
</thead>
<tbody>
<tr>
<td>Madrid</td>
<td>84,8%</td>
</tr>
<tr>
<td>Vienna</td>
<td>84,8%</td>
</tr>
<tr>
<td>Copenhagen</td>
<td>84,6%</td>
</tr>
<tr>
<td>Rom</td>
<td>82,8%</td>
</tr>
<tr>
<td>Helsinki</td>
<td>81,5%</td>
</tr>
<tr>
<td>Munich</td>
<td>79,5%</td>
</tr>
<tr>
<td>Istanbul Internat.</td>
<td>77,6%</td>
</tr>
<tr>
<td>Amsterdam</td>
<td>77,1%</td>
</tr>
<tr>
<td>Oslo</td>
<td>76,4%</td>
</tr>
<tr>
<td>Zurich</td>
<td>72,6%</td>
</tr>
<tr>
<td>Milan</td>
<td>70,9%</td>
</tr>
<tr>
<td>Frankfurt</td>
<td>64,8%</td>
</tr>
<tr>
<td>Paris CDG</td>
<td>64,4%</td>
</tr>
<tr>
<td>London Heathrow</td>
<td>62,8%</td>
</tr>
<tr>
<td>Brussels</td>
<td>60,0%</td>
</tr>
<tr>
<td>Lisbon</td>
<td>58,1%</td>
</tr>
</tbody>
</table>

¹) EU and European hub airports >20 million PAX in 2019, January 2023, Source: OAG
Cargo – VIE a modern cargo hub

Excellent location & special service solutions

- **Strong customer base** - especially automotive and electronics industry, plant engineering in Austria and CEE
- Dense and reliable **carrier network to European hubs and CEE** (incl. Poland, Baltics, Balkans)
- Regular **cargo flight connections** and **long-haul flights** (mainly Asia, North America, Middle East)
- **Air cargo center**: central warehouse with dedicated special storage guarantees short handling times, connected handling center and forwarders’ warehouse; cargo warehouse handling, document handling
- **Pharmaceutical handling center**: seamless cool chain (incl. cool trailer transport on the apron), guaranteed high quality through GDP compliance; pharmaceutical handling +64.4% in 2022
- Payload Asia magazine honours VIE with the “Ground Handler of the Year 2022” award in Europe
Aviation comeback in 2022
Upturn continues in 2023

Strong growth in 2022 following two tough crisis years
- More than doubling of prior-year passenger traffic at Vienna Airport with 23.7 million passengers and in the Flughafen Wien Group (incl. Malta and Kosice) with 30.1 million passengers

Passenger volume will increase even more in 2023 – promising summer flight schedule
- Airlines and flight connections are returning, long-haul traffic is expanding, the summer flight schedule is promising

Vienna Airport is well equipped to handle passenger growth
- Restart with strong passenger upswing in 2022 managed well and smoothly for the most part
- Ongoing new hires: about 350 new employees in the terminal, security checkpoints and ground handling until the summer of 2023

Numerous new restaurant openings and expansion of non-aviation potential thanks to the Southern Expansion
- Additional restaurant offering as of Easter 2023
- 50% more retail and catering space to the Southern Expansion project for Terminal 3
## Traffic development in 2022

### Growth of the Flughafen Wien Group

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2021</th>
<th>2019</th>
<th>Δ% 2021</th>
<th>Δ% 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vienna Airport (millions)</td>
<td>23.7</td>
<td>10.4</td>
<td>31.7</td>
<td>+127.6</td>
<td>-25.2</td>
</tr>
<tr>
<td>Malta Airport (millions)</td>
<td>5.9</td>
<td>2.5</td>
<td>7.3</td>
<td>+130.3</td>
<td>-20.0</td>
</tr>
<tr>
<td>Košice Airport (millions)</td>
<td>0.5</td>
<td>0.2</td>
<td>0.6</td>
<td>+224.1</td>
<td>-2.8</td>
</tr>
<tr>
<td>Vienna Airport and its strategic investments (VIE, MLA, KSC)</td>
<td>30.1</td>
<td>13.1</td>
<td>39.5</td>
<td>+129.3</td>
<td>-23.9</td>
</tr>
</tbody>
</table>

### Share of passengers in the Group

<table>
<thead>
<tr>
<th></th>
<th>VIE</th>
<th>MLA</th>
<th>KSC</th>
</tr>
</thead>
<tbody>
<tr>
<td>2022</td>
<td>79%</td>
<td>19%</td>
<td>2%</td>
</tr>
</tbody>
</table>

1) Total number of passengers includes local, transfer and transit passengers. Adjustment of comparative figures for 2019, 2021
2022: Group net profit rose to € 128 million¹

Recovery of flight traffic and higher productivity

<table>
<thead>
<tr>
<th>€ million</th>
<th>2022</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>692.7</td>
<td>407.0</td>
</tr>
<tr>
<td>Earnings before interest, tax, depreciation and amortisation (EBITDA)</td>
<td>295.9</td>
<td>154.4</td>
</tr>
<tr>
<td>Earnings before interest and taxes (EBIT)</td>
<td>167.2</td>
<td>20.0</td>
</tr>
<tr>
<td>Financial results</td>
<td>-9.3</td>
<td>-10.4</td>
</tr>
<tr>
<td>Earnings before tax (EBT)</td>
<td>157.9</td>
<td>9.5</td>
</tr>
<tr>
<td>Net profit for the period</td>
<td>128.1</td>
<td>6.6</td>
</tr>
<tr>
<td>Net profit after non-controlling interests</td>
<td>107.9</td>
<td>3.7</td>
</tr>
</tbody>
</table>

- Revenue up 70% to € 693 million, driven by growth in passenger traffic and flight movement. Corresponding rise in center management and hospitality income and parking fees.

- EBITDA close to double the previous year: disproportionately low rise of operating expenses related to sustainable effects from productivity enhancement measures.

¹ Preliminary annual results for 2022: the final results for the year will be published in the Annual Report and Annual Financial Report of Flughafen Wien AG.
Very healthy balance sheet structure

Net liquidity, equity ratio of 65%

<table>
<thead>
<tr>
<th>€ million</th>
<th>2022</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net liquidity (2021: net debt)</td>
<td>149.4</td>
<td>-150.4</td>
</tr>
<tr>
<td>Cash flow from operating activities</td>
<td>337.6</td>
<td>105.8</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>33.1</td>
<td>66.9</td>
</tr>
<tr>
<td>CAPEX(^1)</td>
<td>53.6</td>
<td>51.6</td>
</tr>
<tr>
<td>Equity</td>
<td>1,448.5</td>
<td>1,314.5</td>
</tr>
<tr>
<td>Equity ratio</td>
<td>65.1%</td>
<td>63.4%</td>
</tr>
</tbody>
</table>

- **Net liquidity** of € 149 million due to ongoing payment of borrowed capital as well as cash generation
- **Strong cash flow from operating activities** equalling € 338 million (2021: € 106 million)
- Extremely robust **equity ratio** of **65.1%**

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1) CAPEX excluding financial assets and business combinations
Airport

Close to two-fold rise of revenue and EBITDA

- **Significant revenue increase** of nearly 90% to € 321 million – mainly driven by the strong recovery of passenger traffic (passenger-related fees +111%) and increase in flight movements (aircraft-related fees +73%)

- 2022 was still extensively *impacted by COVID-19 restrictions*. The strong recovery first set in during the course of Q2. About 90% of pre-crisis passenger volumes were reached in the summer months

- Traffic-related rise in expenses; **EBITDA up 83%** to € 127 million

<table>
<thead>
<tr>
<th></th>
<th>€ million</th>
<th>2022</th>
<th>2021</th>
<th>Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>External revenue</td>
<td></td>
<td>321.0</td>
<td>169.5</td>
<td>89.3%</td>
</tr>
<tr>
<td>EBITDA</td>
<td></td>
<td>127.2</td>
<td>69.3</td>
<td>83.5%</td>
</tr>
<tr>
<td>EBIT</td>
<td></td>
<td>49.4</td>
<td>-11.1</td>
<td>n.a.</td>
</tr>
</tbody>
</table>

Airport revenue distribution FY 2022

- Aircraft-related fees +73.2%
- Passenger-related fees +111%
- Infrastructure-related fees & services +39%
Handling & Security Services

Ground handling driven by flight movements

- Increase in flight movements and MTOW led to a sharp rise in ground handling revenue by 57% to € 81 million
- Cargo handling income was slightly below the prior-year level (€ 26 million vs. € 28 million)
- Lower other income due to reduction of COVID-19 support
- Market share of VIE handling at a very high level of 87%
- All under one roof: Vienna Airport carries out essential services such as ramp handling or security checks itself or through its own subsidiaries

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2021</th>
<th>Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>External revenue</td>
<td>124.9</td>
<td>94.4</td>
<td>32.3%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>5.0</td>
<td>3.6</td>
<td>39.6%</td>
</tr>
<tr>
<td>EBIT</td>
<td>-3.5</td>
<td>-5.8</td>
<td>39.2%</td>
</tr>
</tbody>
</table>

Handling and Security Services revenue distribution FY 2022
Retail & Properties
Substantial revenue increase, strong earnings improvement

- Passenger rebound led to a doubling of Center Management & Hospitality income (€ 67 million) and parking fees (€ 43 million)
- Positive effects from the renovation of Terminal 2 and expansion of shopping & catering as well as lounge areas
- Additional income from property sales
- Operations-related rise in expense items

<table>
<thead>
<tr>
<th></th>
<th>€ million</th>
<th>2022</th>
<th>2021</th>
<th>Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>External revenue</td>
<td>138.8</td>
<td>82.4</td>
<td></td>
<td>68.6%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>81.4</td>
<td>48.0</td>
<td></td>
<td>69.7%</td>
</tr>
<tr>
<td>EBIT</td>
<td>64.2</td>
<td>28.4</td>
<td></td>
<td>126.4%</td>
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</tbody>
</table>

Retail & Properties revenue distribution FY 2022

- Parking +103%
- Rental +7%
- Center Management & Hospitality, +97%
Malta
“Sun & sea” destination as a focal point of people’s desire to travel

- Strong **130% passenger growth** to almost 6 million travellers
- **Holiday destination** (“sun and sea”)
- Substantial revenue growth driven by **passenger growth** and increase of income from **retail outlets, rentals and parking**
- **Higher personnel expenses** because of the decline in COVID-19 wage subsidies, traffic-related rise in operating expenses
- **Far-reaching investment programme** to expand the retail, business and hotel offering, improved terminal and apron areas and runway renovation

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2021</th>
<th>Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>External revenue</td>
<td>88.0</td>
<td>47.4</td>
<td>85.6%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>55.1</td>
<td>24.5</td>
<td>125.1%</td>
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<tr>
<td>EBIT</td>
<td>41.5</td>
<td>11.0</td>
<td>277.8%</td>
</tr>
</tbody>
</table>

Malta revenue distribution FY 2022

- Airport +110%
- Retail & Properties +51%
- Other +74%
Traffic forecast for 2023
Continuation of growth trend

Flughafen Wien AG:

<table>
<thead>
<tr>
<th>Year</th>
<th>Passengers</th>
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</thead>
<tbody>
<tr>
<td>2019</td>
<td>31.7 million</td>
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<tr>
<td>2021</td>
<td>10.4 million</td>
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<tr>
<td>2022</td>
<td>23.7 million</td>
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Forecast 2023: 26-27 million

Flughafen Wien Group:

<table>
<thead>
<tr>
<th>Year</th>
<th>Passengers</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>39.5 million</td>
</tr>
<tr>
<td>2021</td>
<td>13.1 million</td>
</tr>
<tr>
<td>2022</td>
<td>30.1 million</td>
</tr>
</tbody>
</table>

Forecast 2023: 32-34 million

- **Strong passenger volumes in January & February 2023**: +93% vs. 2022, 89% compared to 2019
- **Further normalisation** of flight traffic in the **first half-year** 2023 vs. 2022, slight growth expected in H2 2023
- **Growth in airlines, destinations and frequencies**
- **About 90% of the pre-pandemic** passenger **volume** anticipated at the **height of the summer season**
Financial guidance

2023 financial year

Revenue $830 million
EBITDA $325 million
Group net profit $150 million
Capex $135 million

All planned investments can be financed from the cash flow

1) Profit before minorities
New restaurant highlights for travellers
Starting Easter 2023

- Panorama Restaurant Zugvogel will open in a **new design** and with an open kitchen
- DO & CO to open a new **food court** at the C Gates with an onyx and delicatessen bar
- Panorama bar of Figlmüller at the C Gates
- New **food/beverage offerings** in the arrival hall – concept change **leads to higher profits**
- Premium supermarket **Billa Corso** / Internationally established brand **Burger King** / First location in Vienna of **Costa Coffee**
- Retail openings:
  - Relay (shopping plaza and G Gates)
  - Senses of Austria (shopping plaza)
  - Welcome Business (G Gates)
  - Welcome Retail (G Gates)
  - Capi Electronics (G Gates)
2023 summer flight schedule
Increased capacities at Easter and in the summer

- **Positive outlook** for the upcoming summer flight schedule
- About 50 airlines expected to operate flights at **Easter** and 60 in the summer **holiday season**
- 150 **destinations** at **Easter** and up to 190 destinations in **67 countries** in the **summer**
- **Seat capacities** likely to be offered: about 80% of 2019 level at **Easter** and approx. 90% of 2019 in the **summer**
- Extensive flight offerings in **Europe** and the **Mediterranean** region
- **Long-haul routes**: Market recovery is perceptible – also to Asia: 18 destinations already in the flight schedule
Airline highlights
2023 summer flight schedule

- **Austrian Airlines**: 120 destinations and numerous frequency increases, new in the summer season: Porto, Marseille, Billund, Tivat, Palermo, Vilnius und Tromsø
- **Ryanair**: 75 destinations, stationing of 19 aircraft and flight service launched to Copenhagen, Helsinki and Tuzla
- **Wizz Air**: 37 destinations and 6 stationed aircraft as of mid-June, flights launched to Bilbao, Kuwait City and Hurghada
- **Air Cairo** operates a new route with flights to Marsa Alam
- **New starting in May**: Azerbaijan Airlines offers flights to VIE for the first time
- **Air India** resumes flights to Delhi
- **Existing offering will be further expanded** e.g., by Air Canada, China Airlines, Ethiopian Airlines and Korean Air

1) Status: February 2023; press releases of the respective airlines
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