



18 January 2024

Traffic Results 2023 & Outlook for 2024

2023: 2nd best year in Vienna Airport history

Record capacity utilisation of the airlines – VIE sets quality benchmarks

- **Economic rebound effects following Covid-19 continued in 2023 – 2nd best traffic results in Flughafen Wien’s history**
 - 29.5 million passengers in 2023 (+24.7% vs. 2022) – corresponds to 93.3% of the record year 2019
 - High seat load factor of 80.5% - airlines register record capacity utilisation
- **Vienna Airport sets quality benchmarks – high degree of international recognition**
 - 3rd most punctual airline hub in Europe, 5th most punctual airport in Europe and most punctual hub in the Lufthansa Group – airlines and industry organisations honour VIE for its punctuality and handling performance
- **Vienna Airport invests in quality and sustainability**
 - New Southern Expansion: ground-breaking ceremony on 14 February, completion scheduled for 2027, tenant acquisition in progress, 70,000 m² of additional terminal space, centralised security checks, multifaceted shopping, food & beverage and lounge offering
 - Vienna Airport is already CO₂-neutral - next target: net zero by 2033
- **Outlook for 2024: about 30 million passengers expected** – aviation remains a growth sector
- **Financial guidance 2024: Record sales of around € 970 million and net profit of at least € 210 million**

Traffic development in 2023

Growth of Vienna Airport

Traffic development at Vienna Airport ¹	2023	2022	2019	Δ 2022	Δ 2019
Passengers (millions)	29.5	23.7	31.7	24.7%	-6.7%
Local passengers (million)	22.8	17.8	24.3	28.2%	-6.1%
Transfer passengers (millions)	6.6	5.8	7.2	14.3%	-7.9%
Flight movements (in 1,000)	221.1	188.4	266.8	17.3%	-17.1%
Passengers per flight movement	137	129	121	5.6%	12.5%
Seats arrivals & departures (millions)	36.8	30.6	41.1	20.3%	-10.5%
Seat load factor (in percent)	80.5	77.6	77.3	2.8%p.	3.1%p.
Seats per flight movement	170	166	157	1.9%	8.1%
Cargo incl. trucking (in 1,000 tonnes)	245.0	250.6	283.8	-2.2%	-13.7%

1) The total number of passengers includes local, transfer and transit passengers. Adjustment of comparative figures for 2019, 2022

Traffic development in 2023

Flughafen Wien Group: Record high of passengers in Malta and Košice

Group passenger development ¹	2023	2022	2019	Δ 2022	Δ 2019
Vienna Airport (millions)	29.5	23.7	31.7	24.7%	-6.7%
Malta Airport (millions)	7.8	5.9	7.3	33.4%	6.7%
Košice Airport (millions)	0.6	0.5	0.6	15.2%	12.0%
Vienna Airport and its strategic investments (VIE, MLA, KSC)	38.0	30.1	39.5	26.2%	-4.0%

1) The total number of passengers includes local, transfer and transit passengers. Adjustment of comparative figures for 2019, 2022

Market shares of airlines

#1 Austrian increased its market share to 46.9% vs. 43.2% in 2019

LCC share at 29.9%

2023	Share in %	Passengers	PAX Δ% vs. 2022	PAX Δ% vs. 2019
1. Austrian	46,9	13.862.273	24,4	1,4
2. Ryanair/Lauda	20,2	5.954.732	20,4	124,1
3. Wizz Air	6,9	2.031.506	26,9	-2,4
4. Eurowings	2,4	696.928	44,4	-69,4
5. Turkish Airlines	2,4	695.578	21,0	26,4
6. Emirates	1,4	406.730	30,6	-2,1
7. Pegasus Airlines	1,3	388.566	29,7	33,1
8. KLM Royal Dutch Airlines	1,2	365.088	19,7	-3,8
9. SunExpress	1,2	341.883	23,3	33,1
10. Iberia	1,1	337.901	19,9	11,1
11. British Airways	1,1	317.695	24,2	-29,1
12. Air France	1,0	299.533	27,9	-4,7
13. Lufthansa	0,8	248.100	-39,8	-66,0
14. Qatar Airways	0,8	234.248	41,0	2,7
15. EVA Air	0,7	219.985	229,2	13,6
Other	10,6	3.132.440	34,8	-54,3
Total	100,0	29.533.186	24,7	-6,7
thereof Lufthansa Group ¹	51,4	15.183.542	23,3	-12,3
thereof low-cost carriers	29,9	8.821.767	20,5	15,1

¹Lufthansa Group: Austrian, Brussels Airlines, Eurowings, Lufthansa and SWISS

PAX increase to almost all destinations

85% on intra-European routes

2023

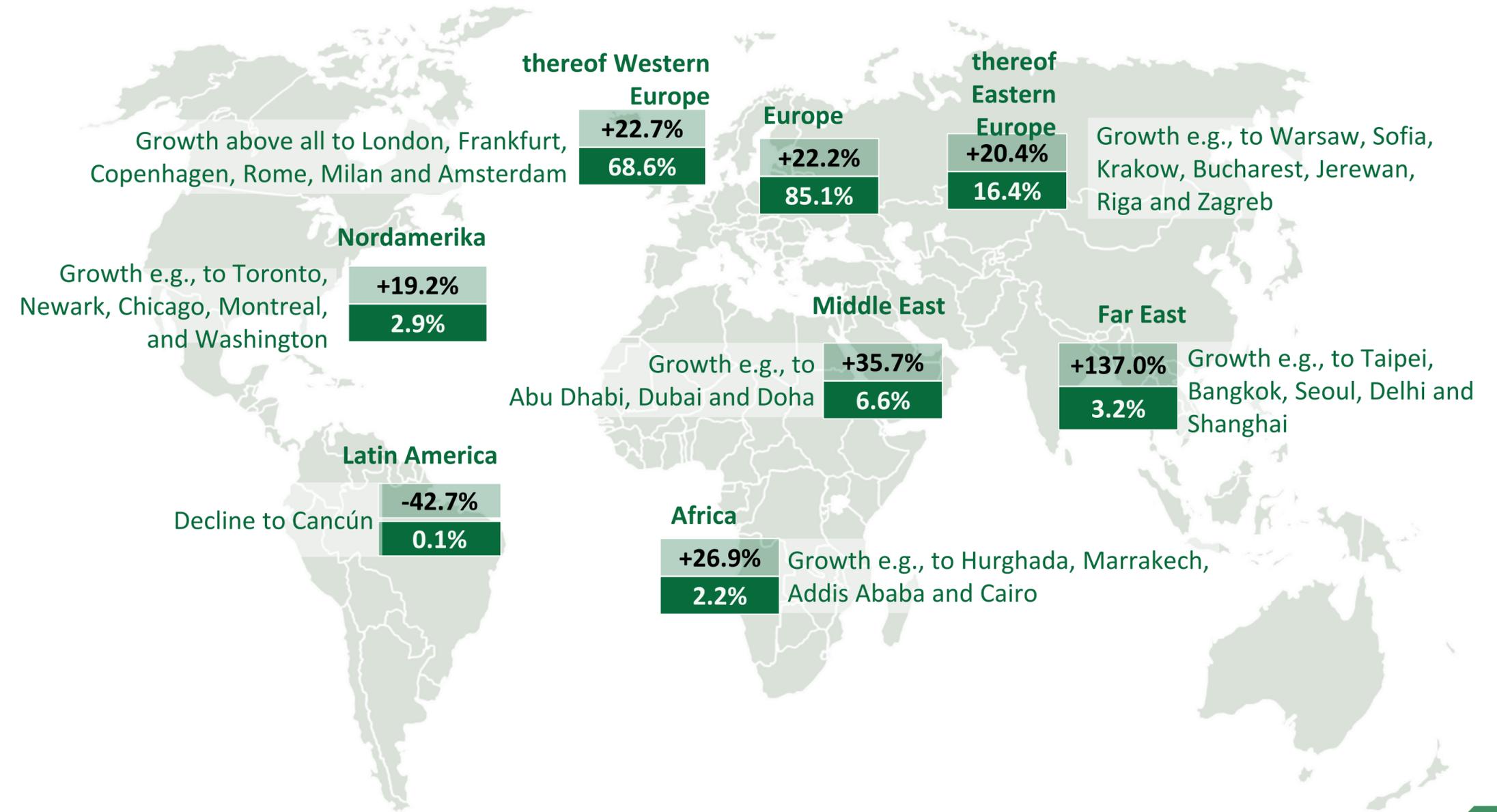
- 65 airlines
- with 203 destinations
- in 65 countries

New

- Azerbaijan Airlines

Resumption of flight service

- Air India



Passenger development vs. the prior-year period
Market share

Departing passengers, 2023 development compared to 2022 and share of total passenger volume in 2023

Performance of the TOP countries in 2023 vs. the record year of 2019

Top 10 countries in 2023

	1-12/2019	1-12/2023	Δ 2019	Δ% 2019
1. Germany	5,542,106	3,965,592	-1,576,514	-28.4
2. Spain	2,405,275	2,673,424	+268,149	+11.1
3. Italy	1,999,857	2,464,484	+464,627	+23.2
4. Turkey	1,136,874	1,497,580	+360,706	+31.7
5. UK	1,670,786	1,445,980	-224,806	-13.5
6. Greece	1,020,574	1,405,561	+384,987	+37.7
7. France	1,484,985	1,287,564	-197,421	-13.3
8. Switzerland	1,514,835	969,823	-545,012	-36.0
9. Netherlands	1,041,101	826,968	-214,133	-20.6
10. Poland	542,260	685,859	143,599	+26.5

- The country with the highest number of passengers is Germany, which also shows the biggest loss vs. 2019
- Germany decided to increase its air transport levy in 2024
- Starting on 1 May 2024, the levy ranges from € 15.53 to € 70.83 depending on the flight route (€ 12 in Austria, € 30 for distance <350 km)

Top 3 winners – change vs. 2019

	1-12/2019	1-12/2023	Δ 2019	Δ% 2019
1. Italy	1,999,857	2,464,484	+464,627	+23.2
2. Greece	1,020,574	1,405,561	+384,987	+37.7
3. Turkey	1,136,874	1,497,580	+360,706	+31.7

Top 3 losers – change vs. 2019

	1-12/2019	1-12/2023	Δ 2019	Δ% 2019
1. Germany	5,542,106	3,965,592	-1,576,514	-28.4
2. Ukraine	745,166	0	-745,166	-100.0
3. Russian Fed.	717,201	0	-717,201	-100.0

The total number of passengers includes local, transfer and transit passengers.

The most popular destinations in 2023

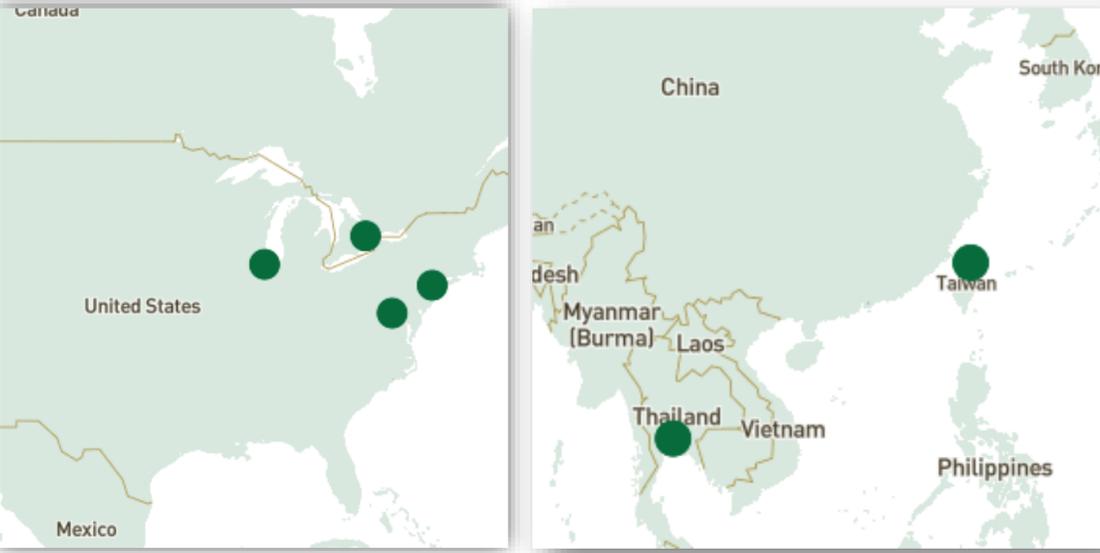
Short-haul Mediterranean destinations are very popular

Two Asian long-haul destinations in the top 3 – further recovery of the market expected

North American destinations continue to be attractive travel spots

Long-haul destinations

- | | |
|-------------|---------------------|
| 1. Bangkok | 4. Toronto |
| 2. New York | 5. Chicago |
| 3. Taipeh | 6. Washington, D.C. |



Ranking by departing passengers in 2023

Summer vacation destinations

- | | |
|--------------|------------------|
| 1. Antalya | 6. Larnaka |
| 2. Mallorca | 7. Naples |
| 3. Barcelona | 8. Nice |
| 4. Crete | 9. Malaga |
| 5. Venice | 10. Thessaloniki |



Ranking by total number of passengers in July and August 2023

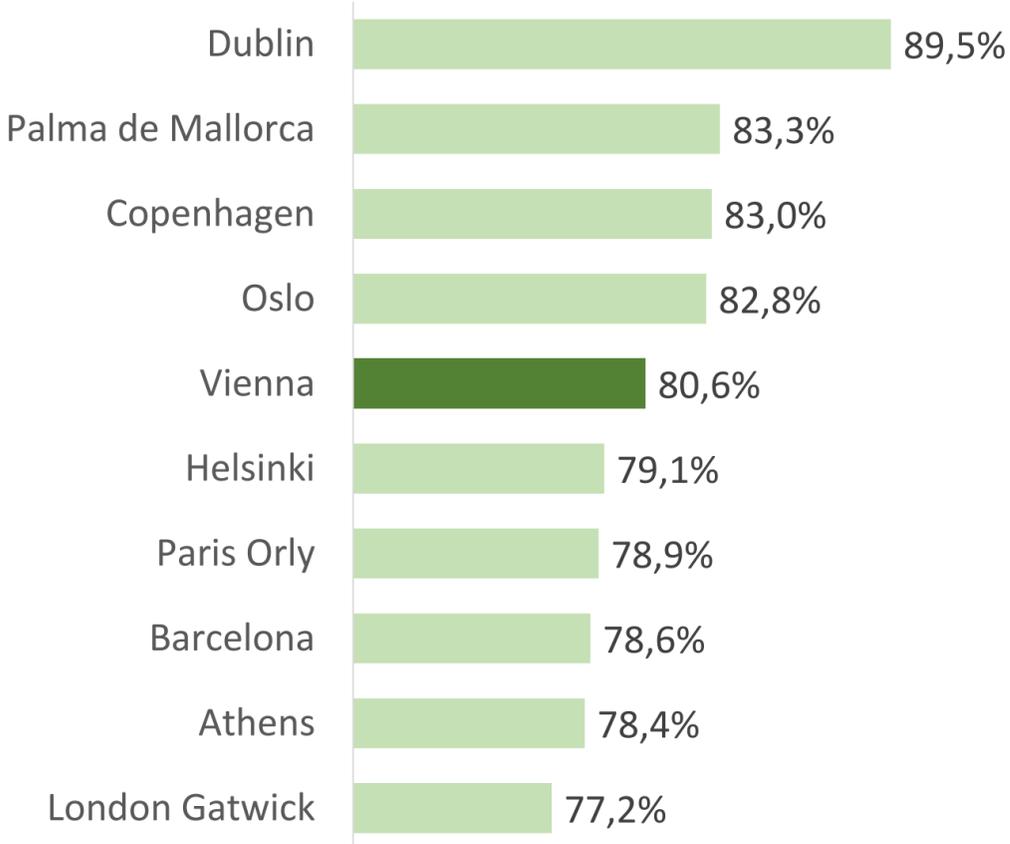
Ongoing good punctuality rate

Sustained top performance in the Lufthansa Group, clearly ahead of Munich, Zurich and Frankfurt

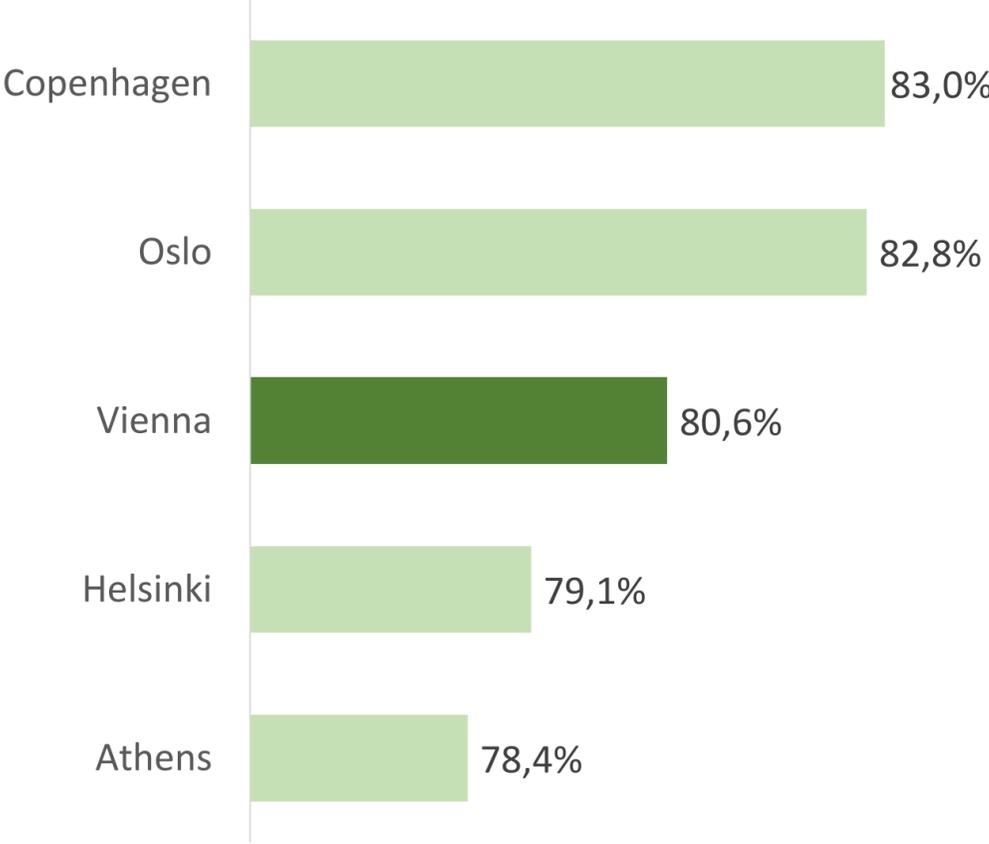
Supports the position of Austrian Airlines

Promotes the attractiveness of Vienna as an airline destination

All European airports >20 mn PAX – Nov. 2023



Hub airports – Nov. 2023



- **Everything under one roof:** Vienna Airport carries out key services itself such as ramp handling or via its own subsidiaries such as ramp handling or security checks

Source: OAG Punctuality Benchmark – European Airports (>20 million PAX)

High quality: Airlines impressed with Vienna Airport

Airlines honour VIE in recognition of its high-quality service and handling

Qatar Airways grants VIE the highest possible platinum status for its ground handling performance

Top rating for punctuality, passenger satisfaction, check-in and baggage handling

Vienna ranked second among all handling partners in the entire Qatar Airways network

– China Airlines gives “Best Partner” award to Vienna Airport

Best handling services in the China Airlines network

– Air France/KLM grants “Customer Experience Award 2023” to VIENNA Lounge

VIENNA Lounge - best medium/long-haul lounge 2023 in the Air France/KLM network

– Vienna Airport ranked 11th among the world’s best airports according to Skytrax (2022: 19th)

– Cirium: Vienna Airport ranked 11th globally with 221 direct flight connections



High service quality in winter

Vienna Airport is well prepared: over 500 employees on winter duty



- Vienna Airport well positioned for winter & de-icing services
- **High handling quality even in winter**
Over 1,500 lorry loads of snow on the 1st heavy winter day
Winter service & de-icing quality successfully demonstrated
- **Over 500 employees on duty**
440 employees available day and night for winter services
80 employees for aircraft de-icing
- **2.6 million m² of apron area** being kept free of snow and ice
- **75 specialised vehicles in use**, runway clearing with 17 vehicles
- **Aircraft de-icing with up to four de-icing vehicles simultaneously**
14 de-icing vehicles in total
Biodegradable de-icing agent

Airline comebacks and resumption of flight service

Expanded destination offering at Vienna Airport in 2023

- Air India back since February with flights to Delhi
- Azerbaijan Airlines has been flying from Vienna to Baku since May
- Ethiopian Airlines has also been offering flights to Copenhagen alongside Addis Ababa since May
- Jet2.com is back with flight service to Birmingham and Manchester

Outlook

- Fleet modernisation and expansion at Austrian Airlines
10 state-of-the-art Boeing 787 Dreamliner aircraft in operation by 2028
- Long-haul routes: further recovery to Asian destinations is expected



AZERBAIJAN
AIRLINES



Jet2.com

Austrian



Airport Malta

Very good year in 2023, investments in the future



- Significant **traffic growth** in 2023 – up **33.4% year-on-year**, passenger volume in every single month was higher than the comparable 2019 level
- Share of passengers in the Flughafen Wien Group rose to **20.6%** (2019: 18.5%)
- **Extensive investment programme**
Construction of Apron X and Skyparks 2, terminal expansion (enlargement of security/border controls and the VIP offering), renovation of apron and runways, installation of a 3.3 MWp PV facility as the 5th PV plant at Malta Airport and other energy efficiency measures (e.g., conversion to LED lighting)
Duration: 6 years, investment volume of about € 250 million
- **Refounding of the Maltese flag carrier KM Malta Airlines**
The new airline will launch flight operations on 31 March 2024, deploying 8 A320 aircraft. Air Malta will operate until 30 March. Bookings are possible without interruption

Airport Košice

600,000+ passengers for the first time in 2023, new flight connections in 2024



- Best year in the airport’s history featuring approx. 620,000 passengers, rise of 15.2% in 2023 vs. the previous year
- Passenger volume in 2023 up 12.0% compared to 2019 (higher every month vs. 2019)
- New charter flight record (197,000 Pax) and for a single month (103,204 Pax in August 2023, more than 100,000 in any month for the very first time)
- Strong growth of Ryanair and Austrian Airlines, significantly higher seat load factor
- New flight connections to Zurich as of March 2024 (3x/week) and Zadar (2x/week, seasonal route April – September)
- High demand for logistics space accompanies large investment by Volvo (development of an e-vehicle plant by 2026 nearby)
- 2024 – “100 years of flying in Košice”

Traffic forecast for 2024

Flughafen Wien AG:



Flughafen Wien Group:



Outlook for 2024

- Stronger growth in Q1/2024 due to the base effect
- 2024 is a **leap year** and thus has one additional day to operate flights
- Airline announcements on site show **positive tendencies**
- A level similar to the record year of 2019 is expected in midsummer



Business development & financial guidance for 2024

Outlook reflects strong sales & earnings improvement

Investment drive with Capex of over € 200 million

- Optimistic financial outlook for 2024
 - best profit for the period so far of at least € 210 million
 - EBITDA of over € 390 million
 - Sales of around € 970 million
- Company is debt-free - EIB loan repaid early at the end of 2023
- Flughafen Wien launches investment drive and invests over € 200 million in 2024
- New all-time high for the share price in October 2023, price increase of 57% in 2023
- Growth in all areas creates 700 additional jobs at the airport site

Financial guidance 2024 shows significant improvements of all financial ratios

		Guidance 2024	(current guidance 2023)
Revenue	⇒	approx. € 970 million	above € 830 million
EBITDA	⇒	above € 390 million	above € 325 million
Net profit for the period¹	⇒	at least € 210 million	above € 150 million
Capex	⇒	above € 200 million	approx. € 100 million

- Strong financial power enables financing of increasing investments from cash flow

1) Before non-controlling interests

FWAG share: price increase of 57% in 2023, new all-time high, market cap exceeds € 4 billion

New all-time high of the Flughafen Wien share at € 52.0 at the beginning of October 2023

Share price increase of 57% in 2023

Market capitalisation exceeds € 4 billion



Share price performance: 1.1.2012 - 16.1.2024

Financial highlights Q1-3/2023

Strong rise in earnings and complete elimination of debt

**Earnings
Q1-3/2023
> Q1-3/2019**

- Substantial earnings rise in Q1-3/2023 compared to the previous year (EBITDA +30%, net profit for the period +60%)
- Improved revenue and earnings indicators in Q1-3/2023 vs. Q1-3/2019
- Higher revenue as a consequence of **strong growth in passenger traffic and flight movements, indexation of fees** and a **positive financial result** were responsible for the very good development.

**Complete
elimination of
debt**

- **Net liquidity of € 299 million in Q3/2023** vs. € 149 million in debt at the end of 2022 thanks to strong cash generation
- Comfortable **financial leeway** for investments and attractive dividends
- **Improved financial result** due to increased level of investment and higher interest rates in Q1-3/2023
- **Redemption of outstanding EIB loans** (€ 200 million) in Q4/2023

- Flughafen Wien AG will report on the **preliminary business results for the 2023 financial year** on **28 February 2024**.

Significant cost pressure

Indexation of fees provides protection against inflation

- Major cost increases for materials, personnel, energy and third-party services; in addition to **operational and traffic-related rises**, the **increase in the general price level** is clearly perceptible
- Rise in personnel expenses as an influencing factor: higher salaries mandated by collective wage agreements in 2023: 1 January (+5.6%) and 1 May (+11.8%)
- Indexation of fees offers protection against inflation
 - ➔ Temporary **suspension of the pricing model** (derived from PAX growth and inflation) until 2026 due to Covid-19-related distortions since 2020
 - ➔ **Adjustment of airport fees by the average inflation rate** (calculated from 1 August – 31 July)
- Increases in 2024:

Passenger fees	+9.7%
Landing & infrastructure fees	+9.7%

Gradual greening of European air traffic

National action plan urgently needed

- EU law obliges us to **increase the addition of alternative jet fuel** from as early as next year
- Quantities required for Austria:
 - from 2025: 20,000 tonnes/year
 - from 2030: 50,000 tonnes/year
 - from 2035: 200,000 tonnes/year
- **No sufficient production in sight** at present
- **National action plan** to promote the production of alternative jet fuels **urgently needed**
 - ➔ Location initiative **to promote production facilities in Austria** (biogenic feedstocks)
 - ➔ **Earmarking the revenue from the flight tax** for CO₂ reduction by promoting the use of Sustainable Aviation Fuels (SAFs)
 - ➔ **Research funding** to improve processes

AirportCity: Record level of business location projects

20 new companies add 700 new jobs



- Boom in business location projects: 20 new companies will add 700 new jobs at the airport hub (Enpulsion, Atlas Copco, Quehenberger, AT Plus, Boutique Aviation, AT Intermodal, ACS Logistics, Murrelectronik, Kalmar, FMS Solution etc.)
- Future Zone East near Fischamend: 1,800 new jobs already created in the region (including new business location projects)
- Construction of the Helios Logistics Park is progressing – Austria’s largest logistics park covering 80,000 m² to open in autumn 2024
- Enpulsion starts a production facility for micro-satellite propulsion systems in the AirportCity
- Launch of construction for a new hotel with 510 rooms in the spring of 2024 expansion of accommodation capacities to 1,400 rooms in the future
-  Austria’s strongest real estate brand for the 4th time: the AirportCity wins the European Real Estate Brand Award.

Large fast e-charging station for the airport region

To open shortly



- CO₂-neutral airport operations since January 2023
- Photovoltaic facilities, e-mobility, CO₂-neutral geothermal energy/district heat, new technologies and countless other measures to improve energy efficiency have enabled the airport to steadily reduce CO₂ emissions: savings of 60,000 tonnes of CO₂ p.a. since 2011; more than a 40% reduction of energy consumption per traffic unit
- Photovoltaic expansion to about 45 MWp promotes the reliability of the energy supply and reduces dependency on energy costs - thus covering about 50% of total electricity requirements of the entire airport hub
- New in 2024: **large electric filling station** for passengers with quick charging stations - charging capacity of 185 KW per charging station – charging completed in 15 minutes
-  ACI 2nd place ranking in the category “Eco-Innovation”

Financial calendar 2024

- 18 January: Traffic Results 2023 and Outlook 2024
- 28 February: Preliminary Results for the Full Year 2023
- 16 May: Q1/2024 Results
- 5 June: Annual General Meeting
- 10 June: Ex-dividend Date
- 20 August: H1/2024 Results
- 14 November: Q1-3/2024 Results

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