

April 2025

Flughafen Wien Investor Presentation



PAX Vienna Airport

2019: 31.66 mn 2024: 31.72 mn

2025e: approx. 32 mn

PAX Flughafen Wien Group

(incl. Malta Airport, Košice)

2019: 39.5 mn 2024: 41.4 mn

2025e: approx. 42 mn

Revenue

2019: € 858 mn 2024: € 1,053 mn

2025e: approx. € 1,080 mn

EBITDA

2019: € 385 mn 2024: € 442 mn

2025e: approx. € 440 mn

MCap: € 4.5 bn
ISIN: AT00000VIE62
Bloomberg: FLU AV
Reuters: VIEV.VI

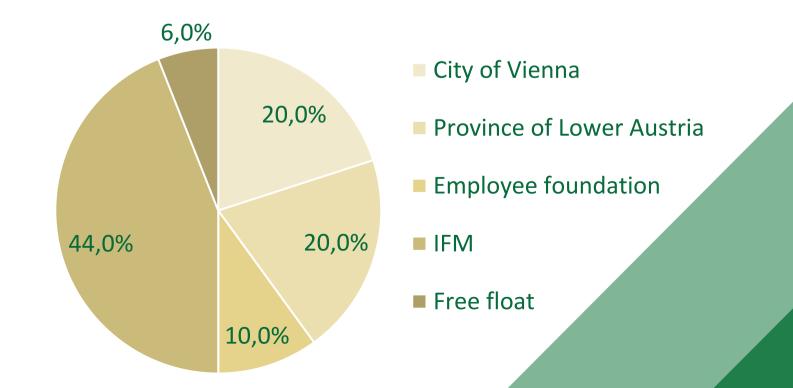
Prim. listing: Vienna Stock

Exchange

Flughafen Wien AG: company profile

- Vienna Airport, Europe's 19th largest airport with 31.72 million PAX in 2024 (31.66 million PAX in 2019)
- Vienna Airport Group consisting of Vienna Airport, Malta Airport and Košice Airport
- Lufthansa hub, home carrier Austrian Airlines (46% 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)

Full-service provider: Airport operations, ground handling, security service, infrastructure provider and commercial activities





Investment Case Vienna Airport share

Growth

Trend growth – gradual increase in flight traffic & post-Covid recovery

Non-aviation – expansion of retail & gastronomy, development of the AirportCity

Profitability

- Rise in the **EBITDA margin** to **clearly above 40%** (2024: 42.0%, 2023: 42.2%)
- Ownership of extensive properties and buildings required for operations

Dividend policy

- Complete elimination of debt, **net liquidity of € 512 million** in FY 2024
- Payout ratio of at least 60%

VIE-destination

- Incoming traffic: city tourism and congress hotspot, Vienna as a headquarters city
- Outgoing: prosperous Vienna Region, far-reaching catchment area

Quality

- Third most punctual European hub in 2024; many awards
- Strengthens the relative position of the home carrier Austrian Airlines within LHG

Sustainability

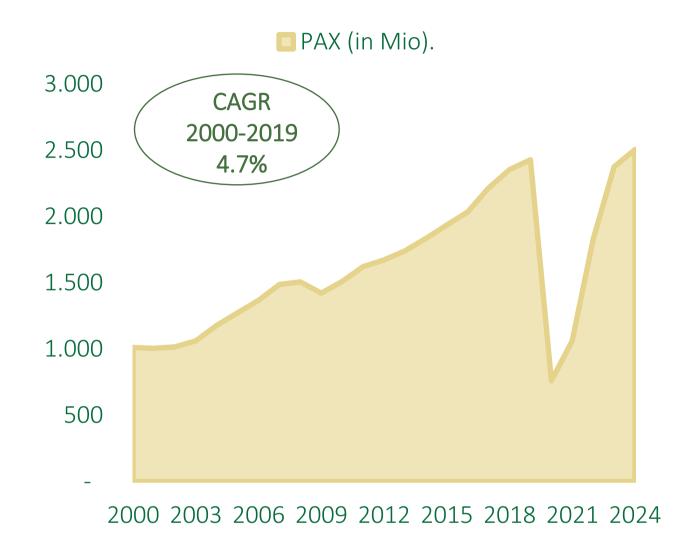
- CO₂-neutral operations of Vienna Airport since the start of 2023
- Own PV systems cover up to 50% of energy consumption at peak performance



Sustainable, long-term PAX growth

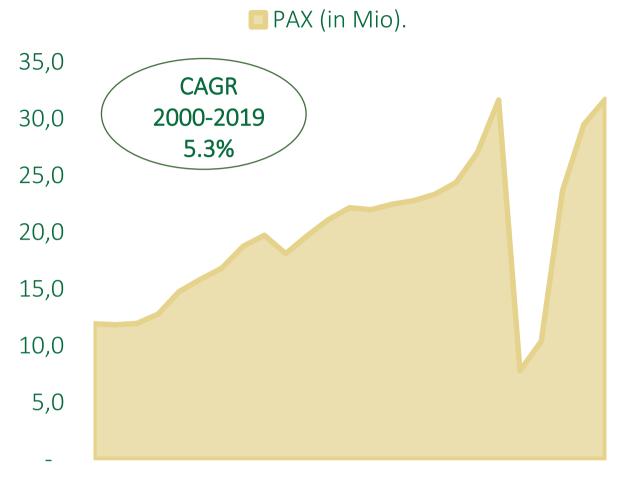
Trend growth and quick recovery after downturns

PAX European airports (millions)¹



- Constant and sustainable PAX
 trend growth in 2000-2019
- CAGR 2000-2019 of 4.7%
- Rapid recovery after downturns
 (e.g., 9/11, recession 2008/09, Covid-19)
- In 2024 the pre-Covid level has been topped by 1.8%

PAX Vienna Airport (millions)



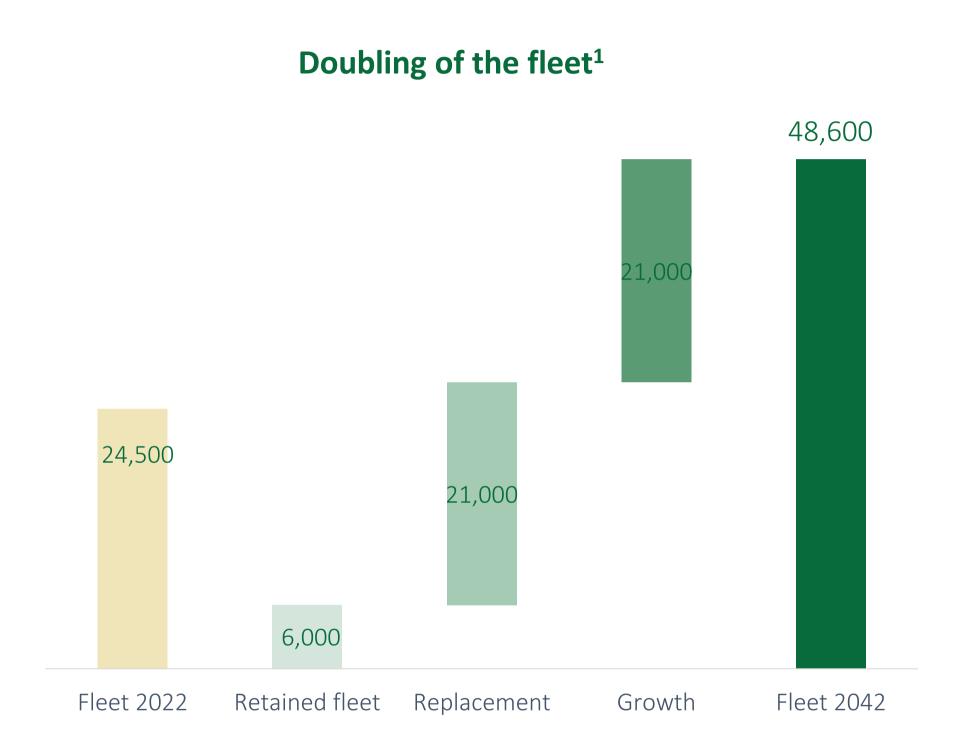
2000 2003 2006 2009 2012 2015 2018 2021 2024

- PAX growth at Vienna Airport was above the European average in the years
 2000-2019
- Attractiveness of Vienna as a destination, prosperous catchment area, growth of low-cost carriers
- Sharper increase in local passenger traffic vs. transfer traffic



Long-term studies by Airbus & Boeing

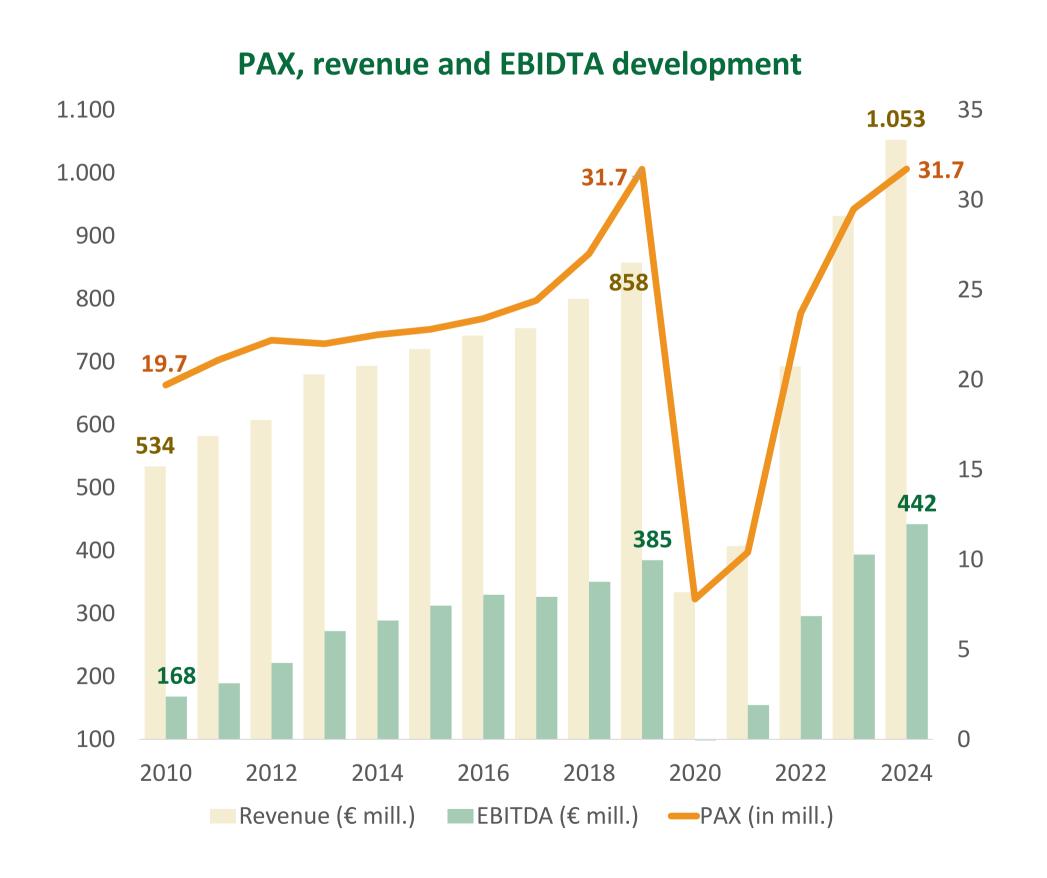
forecast sustainable, longer-term passenger growth (horizon 2042)



- Global aircraft fleet should double by 2042 to approx. 48,600 aircraft (about +3.5% p.a.), whereby half of the aircraft delivered represent replacements or expansion investments
- Fleet expansion will be accompanied by rising passenger volumes (globally growing middle class), investments in modern aircraft, growth of low-cost carriers and increasing demand for air cargo
- The Asia/Pacific region accounts for more than
 40% of global demand (thereof approx. half from China), Europe about 20%
- Significant expansion of airport infrastructure in
 China and India



Aviation remains a growth sector Travelling is very popular despite the poor economic situation



- Complete recovery from Covid-19 slump
- Revenue and EBITDA clearly above the pre-crisis level
- Positive business development based on passenger and traffic growth as well as rising non-aviation income
- Despite effects of environmental requirements (CO₂ pricing, taxes and duties, SAF blending) pushing up prices, medium and long-term growth of global and European flight traffic continues to be generally expected



Leveraging non-aviation potential

Terminal 3 Southern Expansion







- Enlargement of Terminal 3 by approx. 70,000 m² ("Southern Expansion")
- Passengers await an enhanced quality of their time at the airport featuring greater comfort, service and a significant expansion of their shopping and gastronomical experience
- Increased sales thanks to significantly expanded shopping and catering experience
 - → Shopping & catering space increases by approx. 50% to around 30,000 m²
 - → Tenant acquisition already in full swing
 - → Focus on Austrian catering as well as strong national and international premium brands
- New centralised security checks, new and spacious lounge areas, additional gate areas
- Modern ambience, more comfort thanks to more options for people to stay
- Convenient connection between Terminals 3 and 2 (behind the security check)
- Investment volume of € 420 million, intensive construction phase is already underway
- planned opening in 2027



The AirportCity is growing quickly Boom in business location projects – Expansion of Office Park 4





- The Vienna Airport site with 23,000 employees continues to be the biggest employer in the Eastern Region of Austria
- Ongoing strong interest in office and operating premises in the AirportCity
- Expansion of Office Park 4 by 17,000 m²
- TUI Austria is relocating its corporate headquarters to the AirportCity
- Austria's largest logistics park covering 80,000 m² to commence operations
- New "Vienna House Easy" hotel with 510 rooms to open in autumn
- 'VIE Space Hub' as a home base for the Austrian space industry:
 high-tech company Enpulsion expands production at AirportCity,
 3 more space technology companies confirmed to settle here



Tariff regulations Competitive tariff and incentive system

- Price cap of the adjustments to charges and the methodology of the adjustments are regulated by the
 Airport Charges Act (FEG)
- Temporary suspension of the tariff formula (function of PAX growth and inflation) due to Covid-19 related distortions since 2020 (until 2026), adjustment of airport charges by average inflation (calculated from 1 August 31 July)
- Increases in passenger, landing and infrastructure charges of 4.6% in 2025
- An earlier return to the existing tariff formula is envisaged if the 3-year average traffic volume (passengers, MTOW, fuel volume) exceeds that of the 2016-2019 period
- Formula for determining airport charges

Maximum authorized change = -0.35 x 3-year average traffic growth + inflation (Period under review 1 August - 31 July)

- **Incentives**: destination, volume, long-haul, transfer-security, cargo incentives



Ownership of property and buildings

Contributes to a higher enterprise value

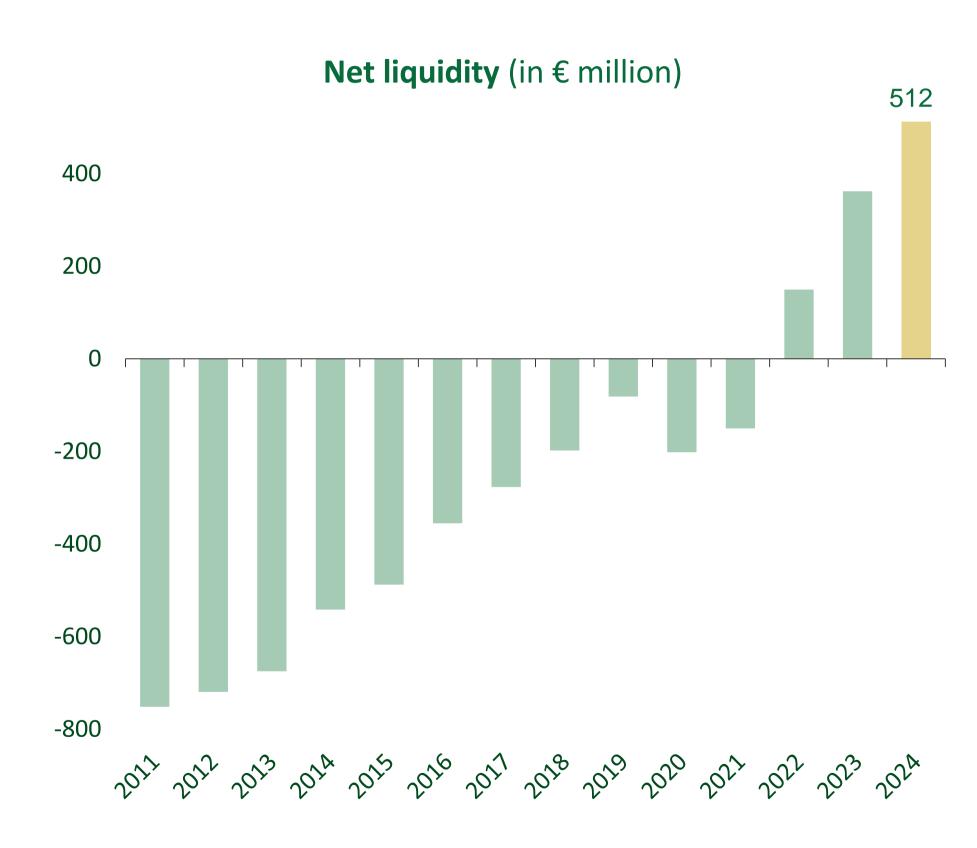


- Flughafen Wien AG is the owner of all properties (about 1,080 hectares), the buildings enabling airport operations as well as the main car parks, business premises and office buildings
- No concession fees in contrast to many other privatised airports
- Development of the landbank (AirportCity) to enhance enterprise value
- High demand for logistics spaces and industrial plots, eastward urban development possibility for Vienna



Elimination of debt

Leads to a positive financial result

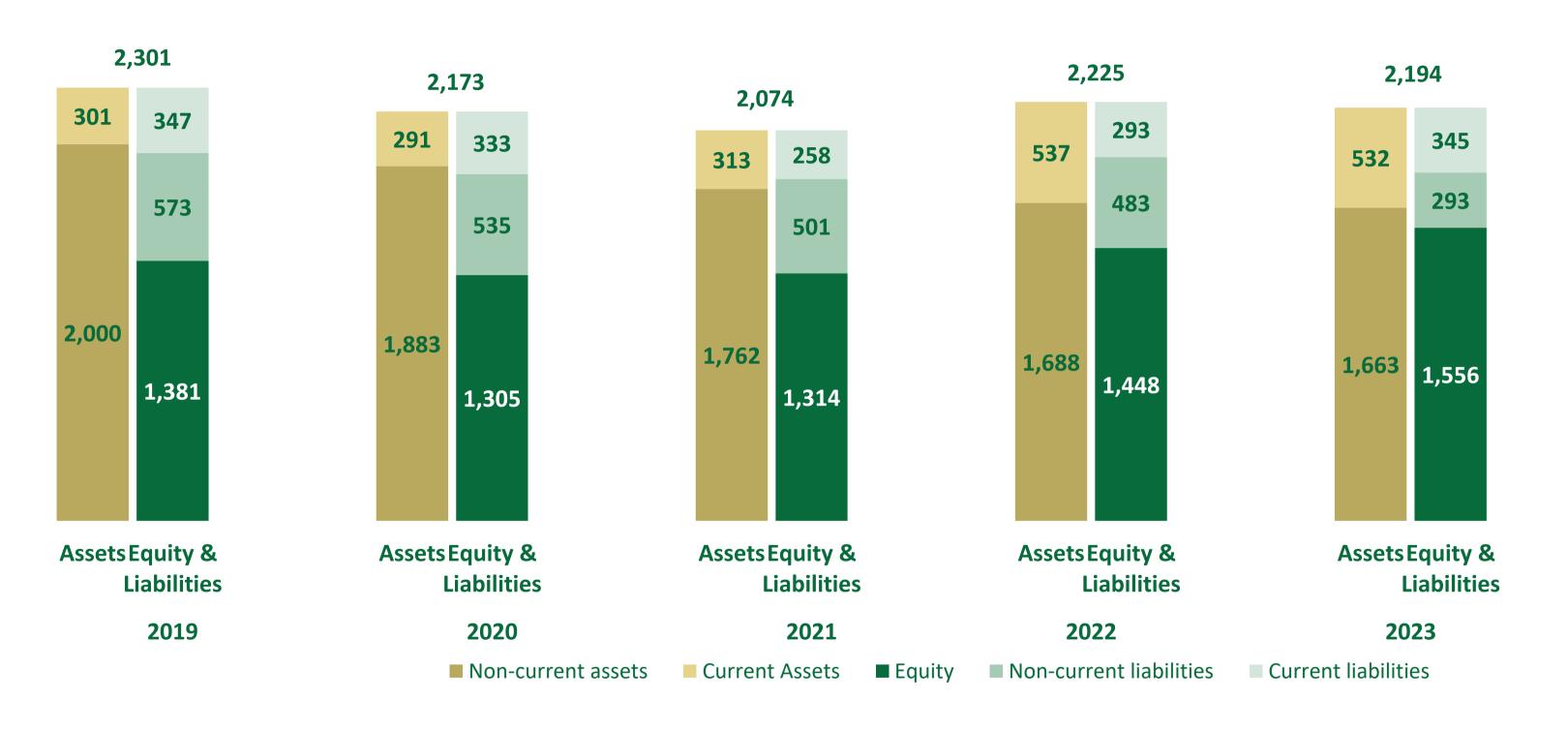


- Net liquidity at € 512 million in 2024
 (FY 23: € 362 million)
- Comfortable financial leeway for investments and attractive dividends
- Payout ratio of "at least 60%"
- High equity ratio of around 70%
- Repayment of EIB loan in Q4/23
- Clearly improved financial result due to higher interest income (increased level of investments)



Strong balance sheet structure

Perceptible increase in equity

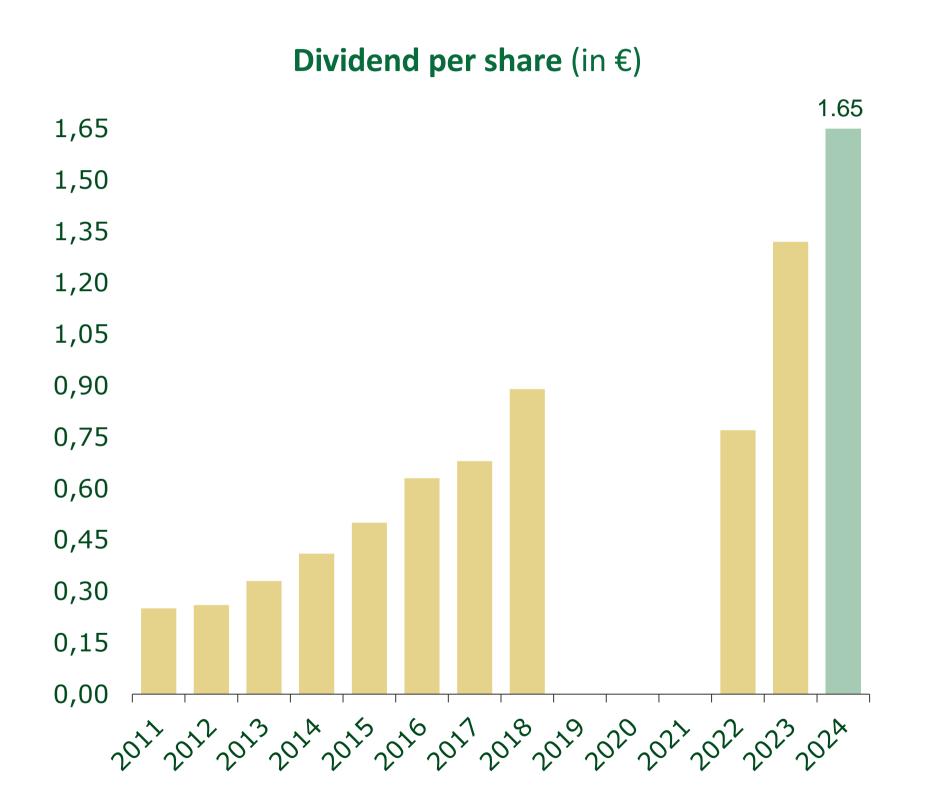


- 2,400 413 683 320 1,718 1,667 **Assets Equity &** Liabilities 2024
- Increase in current assets due to increase in net liquidity (investments, for the most part time deposits)
- € 286 million in **additional equity** since 2019 (€ 246 million attributable to the parent company)



Dividend increase to € 1.65 per share in 2024

Shareholders and employees participate in the company's success



- Dividend proposal of € 1.65 per share for 2024,
 (€ 1.32 in 2023), corresponds to around two thirds of the net profit
- Total dividend distribution in the amount of € 138.4 million
- Dividend proposal represents a dividend yield of 3.2%¹
- Flughafen Wien AG employees also benefit from the good business development via the employee foundation (holds 10% of FWAG shares)



Incoming traffic to the destination of Vienna

Tourism hotspot and congress city





- **8.2 million arrivals in 2024,** +10% compared to 2023
- 18.9 million overnight stays in 2024
 - → +9% compared to 2023 and around 7% above the comparable period in 2019
 - → Airplane preferred means of travel (39% of all travelers)



- Annual growth of guest arrivals in the period 2006-2019 of 5.3% p.a. (CAGR)
- Vienna is consistently ranked among the world's most livable cities
 - → #1 for the 4th time by The Economist, #2 by Mercer
- Vienna is a congress metropolis and is one of the world's most popular event locations
 - → 183 congresses in 2024, 2nd place in the UIA congress ranking and 3rd place at ICCA
 - → Vienna is particularly popular for medical congresses







Incoming traffic to the destination of Vienna

International organisations and headquarters

More than 50 international organizations, about 140 embassies and 199 multilateral representations¹ are located in Vienna

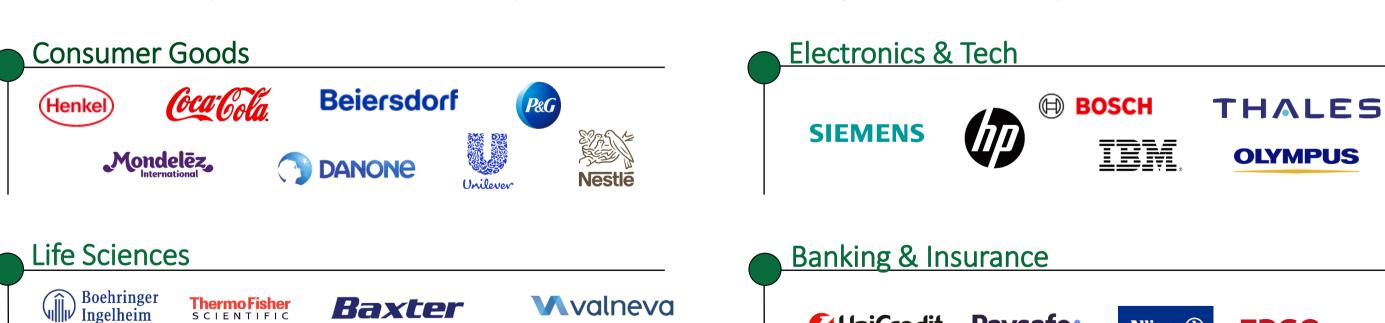


■IQVIA U NOVARTIS



OLYMPUS

Vienna is the regional headquarters destination of over 200 multinational companies², primarily for Central and Eastern Europe; the three most important countries of origin are Germany, USA and Switzerland

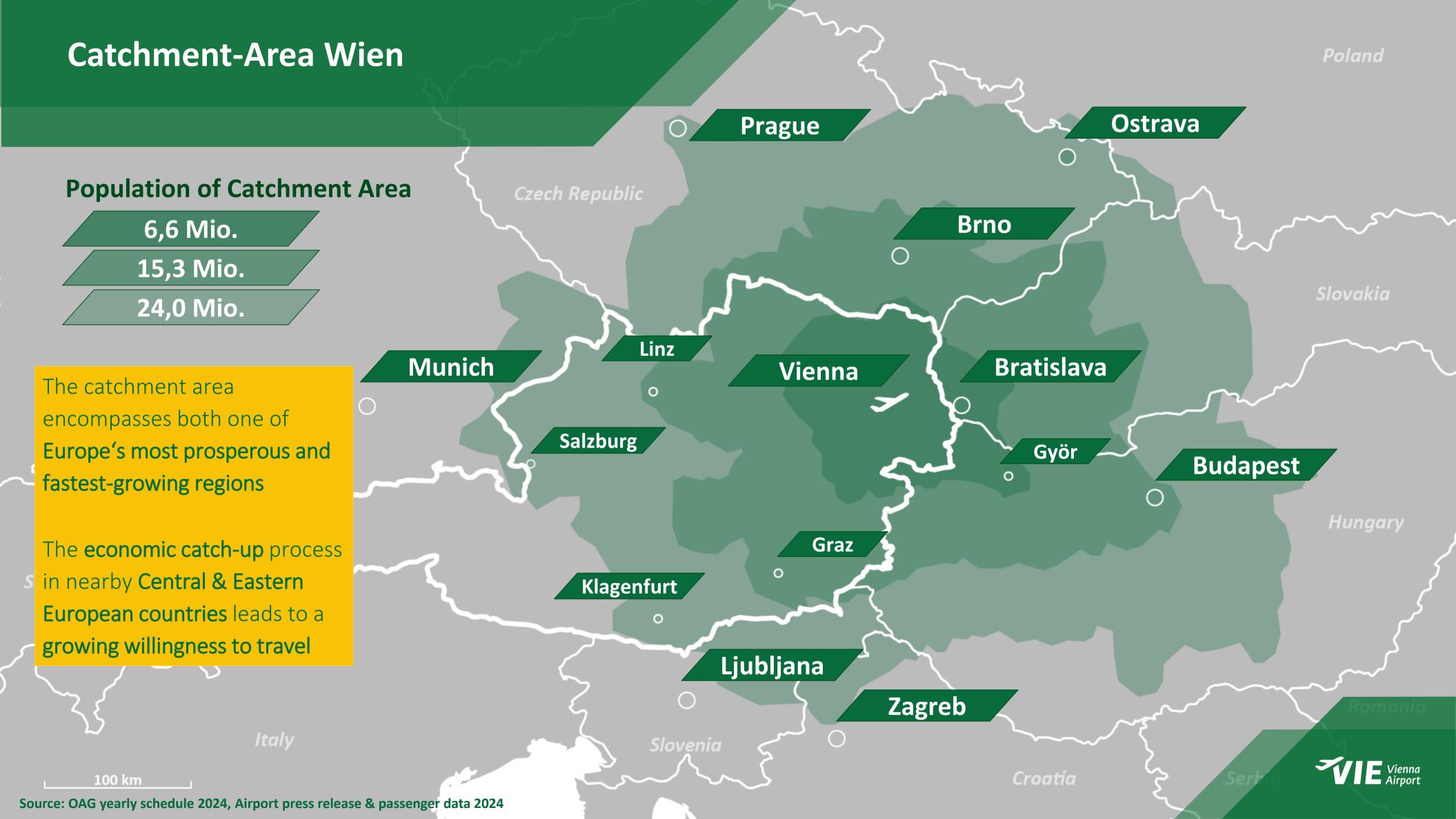


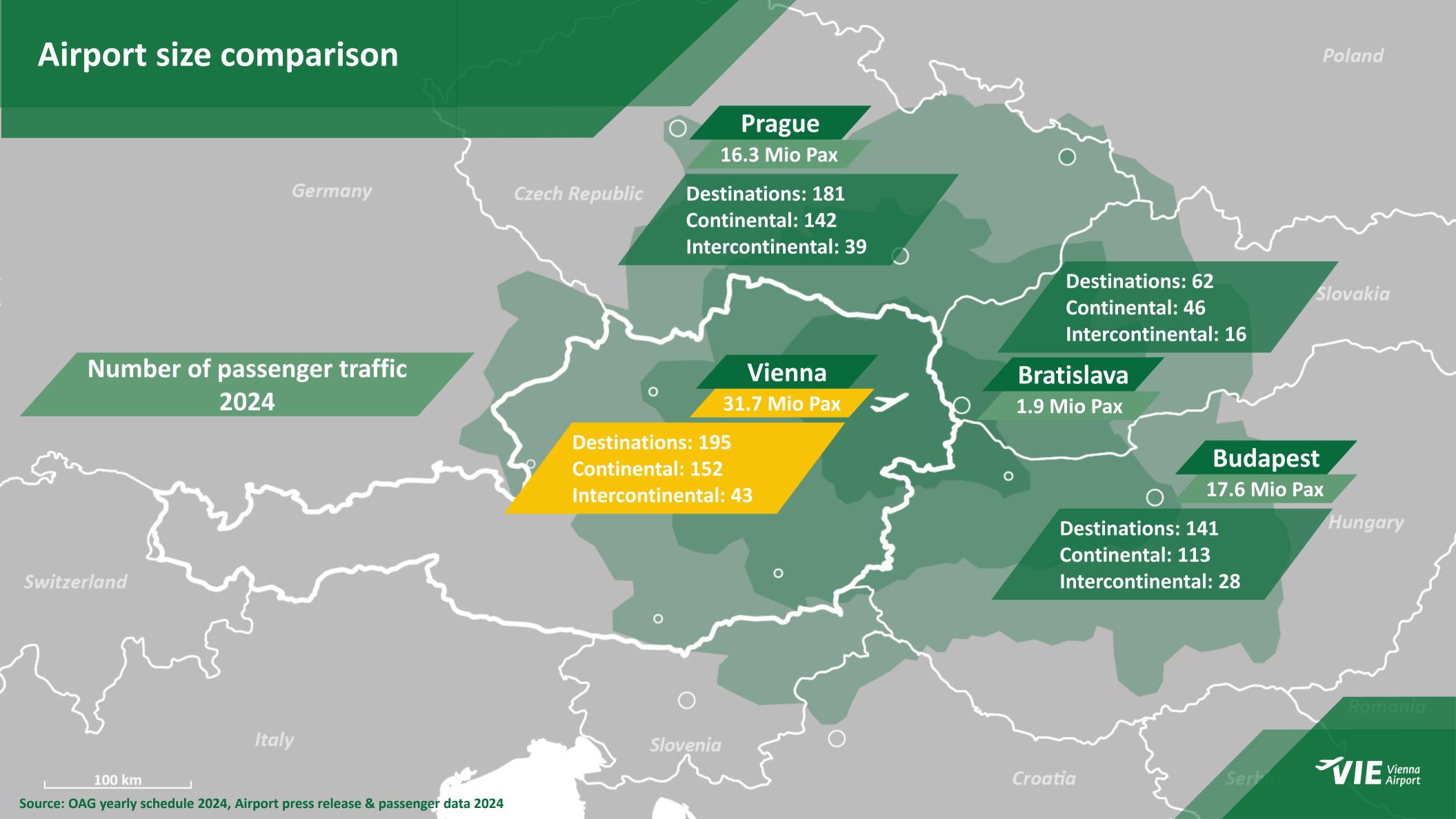
Pfizer



¹⁾ Source: wien.gv.at

²⁾ Source: investaustria.at



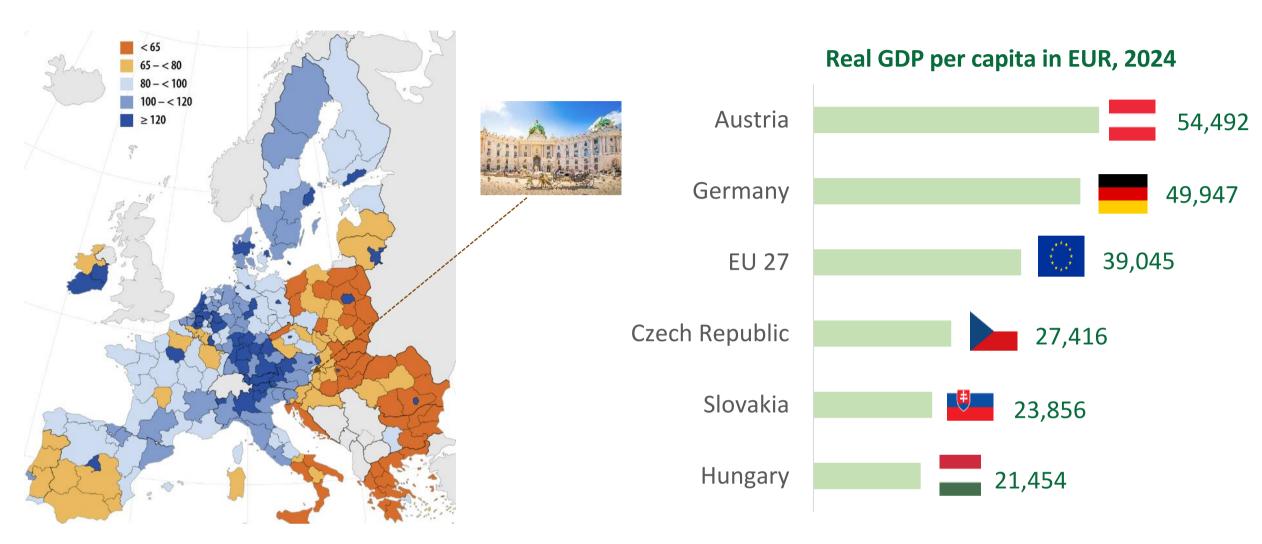


Outgoing traffic

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

Significant population growth: +29% since 2000, from 1.55 million to 2.0 million inhabitants

Prosperous Vienna Region¹

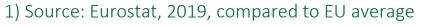


- Vienna and the surrounding area ranks among Europe's most prosperous regions
- Supports outgoing leisure travel on shorthaul and long-haul routes
- Emphasizes Vienna's role as a business destination

 Southern Czech Republic, Western Slovakia and Western Hungary have the highest economic strength in CEE

Growth potential in CEE²

- High wage growth
- Gateway to CEE: Electronics, automotive, pharmaceuticals and chemical industries in the catchment area



2) Source: IMF



Quality

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

Supports the relative position of Austrian Airlines; promotes the attractiveness of Vienna as an airline destination

Ongoing good punctuality in 2024 (top 15)



 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 (VIE handling market share of 81% in 2024).



CO₂ neutral airport operations

Sustainability as the basis for successful and responsible actions



- Since January 2023, CO₂-neutral operation of Vienna Airport according to the definition of the Airport Carbon Accreditation Scheme (ACAS, Level 3+) of the Airport Council International (ACI); the remaining CO2 emissions are offset via Climate Austria
- PV facilities, CO₂-neutral geothermal energy and district heat, e-mobility, new technologies for building control and countless other measures to improve energy efficiency have enabled the airport to steadily reduce CO₂ emissions
 - → CO₂ emissions reduction from 46,081 t in 2011 to 9,847 t in 2024
- Own PV systems cover up to 50% of energy consumption at peak performance
 - → production of 41 million KWh of electricity over an area of 46 hectares by 78,000 solar panels
 - Reducing energy costs and securing the energy supply
- External certifications: ACAS Level 3+, EMAS, ISO 14001
- Sustainable Aviation Fuels (SAFs) are the biggest decarbonization lever in the aviation industry
 - → FWAG will provide the necessary infrastructure for airlines
 - → SAF quotation to rise: 2% from 2025, 6% from 2030, 20% from 2035 and 70% from 2050





Cargo – VIE a modern cargo hub

Good geographical location and high-quality service are the decisive factors

- Significant increase in cargo volume of 21.6% to 297,945 tonnes in 2024
 (+5.0% vs. 2019) belly freight with +43.8% vs.2023, strong growth of imports and exports transit hub for e-commerce
- Strong customer base: automotive, electronics and mechanical engineering industries in Austria and neighboring countries
- Dense and reliable road feeder network to European hubs and especially into CEE (incl. Balkans, Poland, Baltic States, etc.)
- A total of 38 cargo flights per week over 80% market share for VIE Handling
- Pharmaceutical handling center with seamless cool chain (incl. cool trailer transport on the apron) guarantees high quality
- Lufthansa Cargo extends handling contract for another four years
- Strengthened positioning as cargo hub to Asia: Co-operations with Incheon Airport and Korean Air









Traffic & Business Results 2024



Traffic development 2024

Flughafen Wien Group: Record passenger numbers at all three airports

Group passenger development (millions)	2024	2023	2019	Δ 2023	Δ 2019
Vienna Airport (millions)	31.7	29.5	31.7	7.4%	0.2%
Malta Airport (millions)	9.0	7.8	7.3	14.8%	22.5%
Košice Airport (millions)	0.7	0.6	0.6	18.2%	32.4%
Vienna Airport and its strategic investments (VIE, MLA, KSC)	41.4	38.0	39.5	9.1%	4.8%

- Very strong passenger development at all sites of the Flughafen Wien Group total passengers up 9.1% yoy
 to 41.4 million travelers, exceeding the 2019 level by 4.8%
- Double-digit growth in Malta and Košice
- Strong holiday and leisure traffic, recovery in business travel, dampening effects from the conflict in the Middle East (in particular Austrian Airlines from Vienna)



Traffic development 2024

Vienna Airport: New passenger record with fewer flight movements than in 2019

Traffic development at Vienna Airport ¹	2024	2023	2019	Δ 2023	Δ 2019
Passengers (millions)	31.7	29.5	31.7	7.4%	0.2%
Local passengers (million)	24.9	22.8	24.3	8.9%	2.2%
Transfer passengers (millions)	6.8	6.6	7.2	2.1%	-6.0%
Flight movements (in 1,000)	234.1	221.1	266.8	5.9%	-12.2%
Cargo (in 1,000 tonnes)	297.9	245.0	283.8	21.6%	5.0%
MTOW (millions of tonnes)	10.0	9.3	10.9	8.2%	-7.7%
Seat load factor (SLF, in %)	80.8	80.5	77.3	0.3%p	3.5%p

- Record traffic volume at Vienna Airport new record figures for passengers, seat load factor and cargo
- Strongest travel day in the airport's history (115,989 PAX, 26 July), more than 100,000 passengers on 105 days
- High seat load factor (+3.5%p vs. 2019, +0.3%p vs. 2023) and disproportionately low increase in movements
- Growth in destinations and frequencies



Market share of airlines

Relatively constant share held by Austrian Airlines at 46.0%

LCC share of about 30%

Strong growth e.g., by Ryanair, Eurowings, Pegasus, Emirates, SunExpress

2024	Share in %	Passengers	PAX Δ% vs. 2023	PAX Δ% vs. 2019
1. Austrian	46.0	14,581,301	5.2	6.6
2. Ryanair/Lauda	20.9	6,643,398	11.6	150.0
3. Wizz Air	6.4	2,016,566	-0.7	-3.1
4. Eurowings	2.5	786,690	12.9	-65.5
5. Turkish Airlines	1.8	578,867	-16.8	5.2
6. Pegasus Airlines	1.6	493,456	27.0	69.1
7. Emirates	1.4	448,305	10.2	7.9
8. SunExpress	1.2	388,328	13.6	51.1
9. KLM Royal Dutch Airlines	1.2	385,416	5.6	1.5
10. British Airways	1.1	351,538	10.7	-21.5
11. Iberia	1.1	337,452	-0.1	11.0
12. SWISS	1.0	331,666	84.1	-25.5
13. Air France	0.9	287,267	-4.1	-8.6
14. Qatar Airways	0.9	285,494	21.9	25.2
15. EVA Air	0.7	210,816	-4.2	8.9
Other	11.3	3,593,276	12.3	-49.7
Total	100.0	31,719,836	7.4	0.2
thereof Lufthansa Group ¹	50.8	16,105,305	6.1	-7.0
thereof low-cost carriers ²	30.5	9,689,292	9.8	26.4



L) Lufthansa Group: Austrian, Brussels Airlines, Eurowings, Lufthansa and SWISS

²⁾ Low-Cost Carrier: Ryanair, Wizzair, easyJet, Jet2.com, airBaltic, Pegasus Airlines, Vueling, Volotea, AirArabia, Transavia, other

Traffic results January & February 2025

Slight growth at Vienna Airport, strong development in Malta and Košice

Group passenger development	2025	2024	Δ
Vienna Airport (millions)	3.8	3.7	+2.4%
Malta Airport (millions)	1.1	0.9	+13.6%
Košice Airport (millions)	0.08	0.06	+23.3%
Vienna Airport and its strategic investments (VIE, MLA, KSC)	4.9	4.7	+4.9%

- Continuation of good momentum at the beginning of 2025: passenger growth of +4.9% in the Flughafen Wien Group
- Growth at Vienna Airport in January and February mainly driven by point-to-point traffic (+5.3%)
- Strong passenger growth on long-haul routes to Asia: Far East +36.0%
- Passenger numbers in Malta +13.6% and Košice +23.3%



Traffic forecast for 2025

Slight growth expected at Vienna Airport and in the Flughafen Wien Group

Flughafen Wien AG	Guidance 2025	2024
Passengers	approx. 32 million	31.7 million
Flughafen Wien Group	Guidance 2025	2024
Passengers	approx. 42 million	41.4 million

- New airlines and destinations in the summer flight schedule: Scoot new to Singapore, new destinations for Austrian Airlines, Ryanair, Wizz Air, easyJet, Saudia and Air Albania, Condor stations one aircraft in Vienna
- Uncertain economic outlook for 2025; ongoing supply bottlenecks for aircraft burden global capacity growth
- Development of the conflicts in Ukraine and Israel is of particular importance for traffic figures
- Growth in winter flight schedule 2024/25, slight capacity increase in the summer,
 capacity utilisation as a factor of uncertainty



Growth in all divisions in 2024

Good traffic momentum and positive financial result as profit drivers

€ million	2024	2023	Δ
Revenue	1,052.7	931.5	13.0%
Earnings before interest, tax, depreciation and amortisation (EBIDTA)	442.3	393.6	12.4%
Earnings before interest and taxes (EBIT)	306.1	261.8	16.9%
Financial result	15.5	-4.1	n.a.
Earnings before taxes (EBIT)	321.7	257.7	24.8%
Net profit for the period	239.5	188.6	27.0%
Net profit after non-controlling interests	216.3	168.4	28.4%

- Revenue and earnings up thanks to good traffic momentum: strong passenger growth of 9.1% in the
 Group supports Aviation and Non Aviation; all segments contributed to growth
- Significantly positive financial result of € 15.5 million (€ -4.1 million in 2023) as a result of complete debt reduction and rising interest income (higher investment volumes)



Expenses

Stable margin development despite cost pressure

€ million	2024	2023	Δ
Consumables and services used	-55.7	-54.1	2.9%
Personnel expenses	-386.1	-349.4	10.5%
Other operating expenses ¹	-190.1	-142.6	33.3
Depreciation and amortisation	-135.8	-131.8	3.1%
EBITDA margin	42.0%	42.2%	
EBIT margin	29.1%	28.1%	

- Strong rise in personnel expenses related to the growing number of employees (+263 FTE, total of 5,337;
 caused by the increase in passenger volume, flight movements and expanded construction work) as well as higher salary increases mandated by collective bargaining agreements (+7.0% as of May 2024)
- Substantial rise in other operating expenses due to extensive maintenance work (runways, technology, Malta Airport) and costs of € 23.9 million for the noise protection programme in Q4/2024
- Disproportionately low increase in the cost of materials and services used slight drop in energy costs
 due to partial in-house power generation from own photovoltaic facilities



Cash flow & equity

Good operating cash flow development, increase in capital expenditure

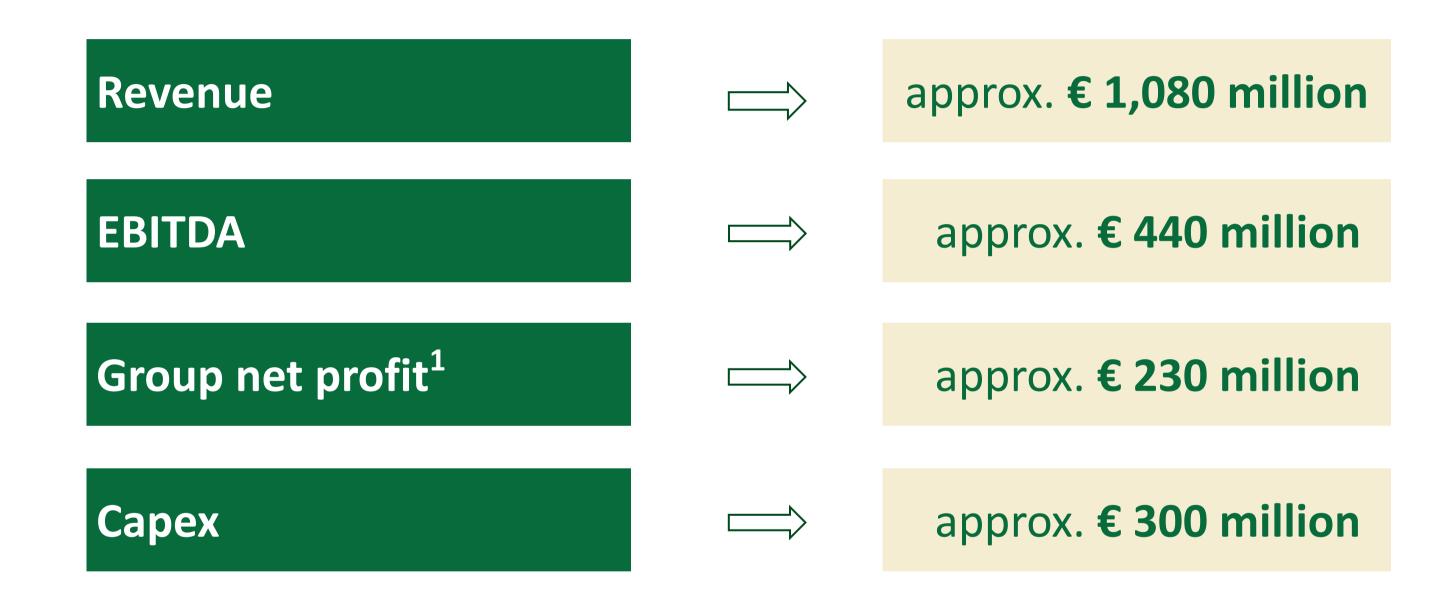
€ million	2024	2023	Δ
Cash flow from operating activities	443.7	384.8	15.3%
Free cash flow	114.2	228.2	-49.9%
CAPEX	189.8	107.0	77.4%
Net liquidity	511.6	361.9	41.4%
Equity	1,667.2	1,556.4	7.1%
Equity ratio	69.5	70.9	

- High cash flow from operating activities of € 443.7 million due to the good operating development;
 decline in the free cash flow related to higher level of capital expenditure and new financial investments
- Substantial growth in capital expenditures: Start of the intensive construction phase of the
 Terminal 3 Southern Expansion (€ 73.4 million in 2024) and investment projects in Malta
- Rise in net liquidity (€ 511.6 million) provides financial leeway for large investment projects
- Ongoing very robust equity ratio of close to 70%



Financial guidance for 2025

Stabilisation of earnings development after business recovery from Covid-19



Strong financial position enables financing of increased investments from the cash flow



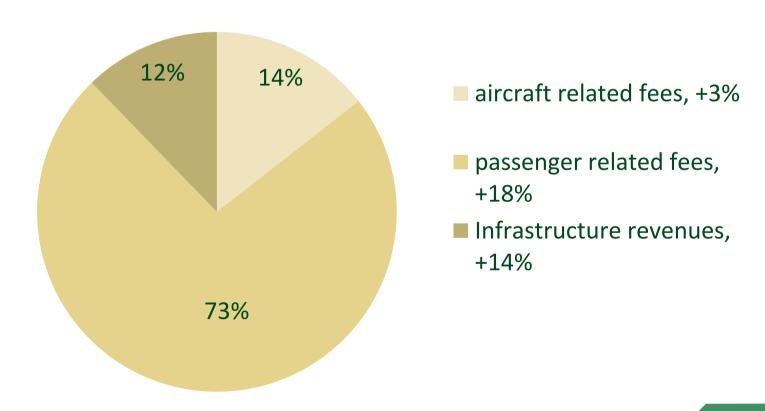
Airport

Good traffic development ensures significant revenue and earnings growth

- Airport segment with highest share of revenue
 and earnings of 48% and 41%, respectively
- Rise in passenger-related fees by +18%
 to € 371.3 million (passenger growth, fee adjustments acc. to tariff regulations) as the main driver of the good revenue and earnings development
- 4.6% upward adjustment of passenger, landing and infrastructure fees in 2025
- Fee reduction expected in 2026 after return to the normal pricing model which was temporarily suspended due to Covid-19

€ million	2024	2023	Δ
External revenue	506.6	440.1	15.1%
EBITDA	204.3	176.7	15.7%
EBIT	126.3	100.4	25.8%

Revenue distribution Airport FY 2024



¹⁾ In adding up rounded totals and percentages, rounding differences may occur due to the use of automatic calculation tools



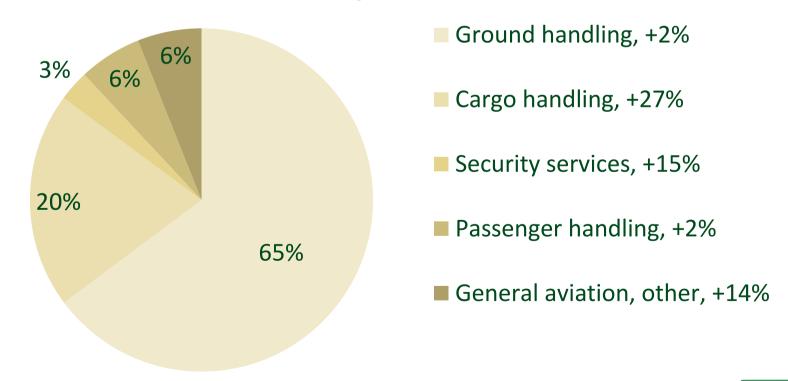
Handling & Security Services

Cargo record at Vienna Airport and ongoing high service quality

- Record cargo volumes at Vienna Airport support significant earnings improvement in handling
- Pronounced rise in cargo volumes of 21.6% vs.
 2023 to 297,945 tonnes (+5.0% vs. 2019); strong growth of imports and exports Transit interface for e-commerce
- Margin improvement related to stable costs for materials despite rising traffic and cargo volumes
- Vienna Airport Handling is clearly the number one with a market share of 89%
- Extension of important key accounts in the previous year: Lufthansa Cargo and Korean Air Cargo

€ million	2024	2023	Δ
External revenue	177.8	165.7	7.3%
EBITDA	17.1	14.6	17.3%
EBIT	8.6	6.1	42.3%

Revenue distribution Handling & Security Services FY 2024



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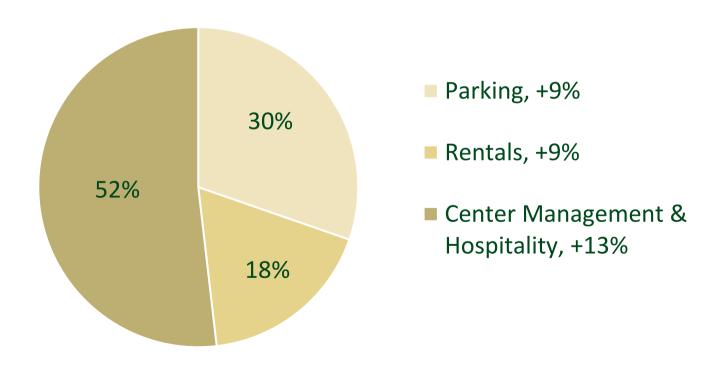
Retail & Properties

Expanded offering, passenger growth ensure a substantial improvement

- Center Management & Hospitality (+13%)
 and parking (+9%) strongly benefit from
 passenger growth
- Following its expansion to 2,000 m², the reopening of the Gebr. Heinemann Duty-Free Shop in Terminal 1 leads to a perceptible revenue increase in the second half-year
- Substantial rise in revenue for food and beverages, lounges and advertising
- Rental income up 9% to € 36.2 million
- Tenant acquisition is well underway for new retail space in the Terminal 3 Southern
 Expansion
- High demand for office space at the airport site

€ million	2024	2023	Δ
External revenue	203.0	182.5	11.2%
EBITDA	113.9	100.6	13.2%
EBIT	93.9	81.1	15.7%

Revenue distribution Retail & Properties FY 2024





¹⁾ In adding up rounded totals and percentages, rounding differences may occur due to the use of automatic calculation tools

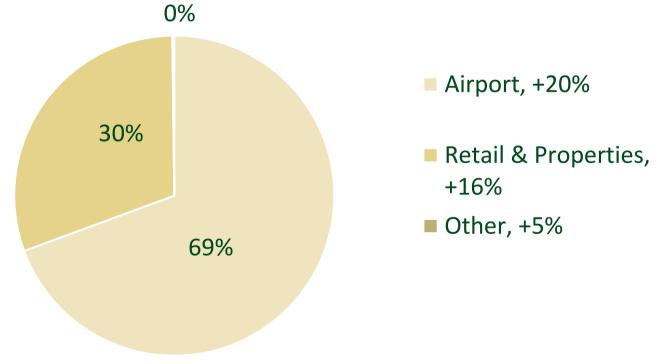
Malta

Very dynamic passenger development – Volume more than doubled since 2014

- Record passenger volume of 9.0 million
 passengers (+14.8% vs. 2023, +22.5% vs. 2019)
 ensures a marked earnings improvement
- Malta Airport contributes 23% to the Group's operating result (EBIT: € 70.1 million)
- The number one carrier Ryanair reported a
 25% rise in passenger traffic; growth above all to Italy, UK and Poland
- Slight passenger decline of KM Malta due to its withdrawal from the charter business and increased focus on main routes
- Comprehensive investment programme to adapt facilities to current passenger volumes and business requirements: higher investment expenditures, e.g., for the apron, VIP Terminal expansion, SkyParks 2, terminal expansion and photovoltaic plant

€ million	2024	2023	Δ
External revenue	142.9	120.2	18.8%
EBITDA	87.2	75.4	15.6%
EBIT	70.1	60.5	15.8%

Revenue distribution Malta FY 2024





¹⁾ In adding up rounded totals and percentages, rounding differences may occur due to the use of automatic calculation tools



Financial Calendar 2025

15 May: **Q1/2025 Results**

06 June: Annual General Meeting

11 June: **Ex-dividend Date**

19 August: H1/2025 Results

18 November: Q1-3/2025 Results





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