

Vienna International Airport Presentation to Investors

International Investor's Conference
Kitzbühel, January 24 - 27, 2007

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CEO and Speaker of the Board

Flughafen Wien AG



Facts & Figures

- Vienna Airport plc
 - Privatised in 1992
 - Present ownership structure:
 - 40% Public sector
 - 10% Employee trust
 - 50% Free float
- 16.9 m passengers in 2006
- High dividend yield
- Well situated as gateway to Eastern Europe
- Full-service airport provider (including ground handling)
- Working environment
 - Approx. 16,000 employees on site
 - Thereof approx. 3,750 employees in the Flughafen Wien Group

Strategy – Vienna International Airport Group

● Airport Segment

- Focus on Eastern Europe
- Transfer hub for Eastern Europe, Near and Far East
- Low-cost Carrier

● Handling Segment

- Market share
- Focus on air cargo

● Non - Aviation Segment

- Retail and gastronomy
- Office space
- Parking
- CAT
- High security standards

Strategy – Vienna International Airport Group

Airport Segment

- **Segment investments: EUR 456 m (2006 – 2010)**
- **Optimization of tariff structure**
 - Tariff formulas extended to 2009
 - Incentives extended to cargo airlines
- **Marketing activities**
 - Increased marketing activities in Eastern Europe, Near and Far East
 - New airlines in 2007: Delta Air Lines, Korean, Sky Europe, Krasair, Air Transat

Minimum connecting time of 25 minutes

- **Capacity measures**
 - Skylink Terminal to start operations in early 2009

Changes in Tariff Regulations as of 1.1.2007

TARIFFS (resulting from formula*)

- No change in passenger service charge
- Decrease of 1.38% in landing charge
- Incentives for cargo flights

* CPI minus 1/3 Growth rate

Strategy – Vienna International Airport Group

Handling Segment

● Long-term contracts

- Korean up to 12/2010
- Austrian up to 12/2009
- Eva Air up to 12/2009
- China Airlines up to 12/2009
- Qatar up to 12/2009
- Emirates up to 12/2008
- Air Berlin up to 03/2008
- Niki up to 03/2008

75% of market share secured
(2006: 90% market share)

● Expansion of cargo and logistics areas

- Air Cargo Center

Strategy – Vienna International Airport Group

Non - Aviation Segment

- **Segment investments: EUR 77 m (2006 – 2010)**
- **Skylink Terminal: substantial increase in retail and gastronomy space beginning in 2009**
- **Office Park II**
- **Expansion of parking areas**
 - Extension of existing car park (+ 2.600 parking spaces)
- **Public transportation**
 - City Airport Train (CAT)
- **Increased revenue from expanded security standards**
 - Vienna International Airport Security Services GesmbH (VIAS)

Results 1-9/2006

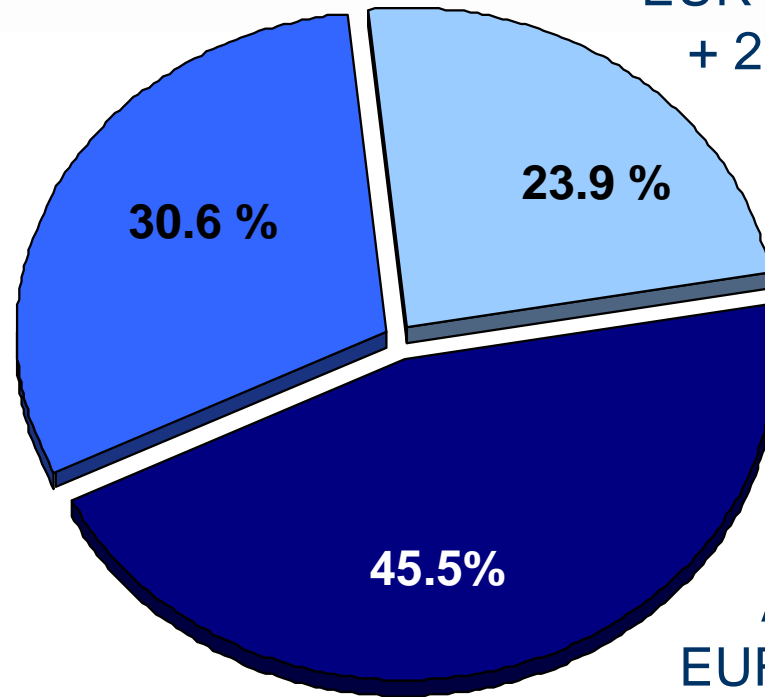
	in EUR m	1-9/2006	1-9/2005	Change in %
Turnover		347.0	304.9	+ 13.8
Other operating income		8.6	17.3	- 50.1
Operating income		355.6	322.2	+ 10.4
Operating expenses (excl. depr./amort.)		- 221.0	-199.8	+ 9.7
EBITDA		134.6	122.4	+ 9.9
Depreciation and amortisation		- 46.8	- 40.4	+ 16.1
EBIT		87.7	82.1	+ 6.9
Financial results		- 0.6	7.9	- 106.9
EBT		87.2	90.0	- 3.2
Taxes on income		- 21.2	-23.3	- 8.7
Net profit for the period		66,0	66.8	- 1.2
Thereof due to minority interests		- 0.0	+ 0.4	- 107.5
Thereof due to parent company		66.0	66.4	- 0.7

Results 1-9/2006

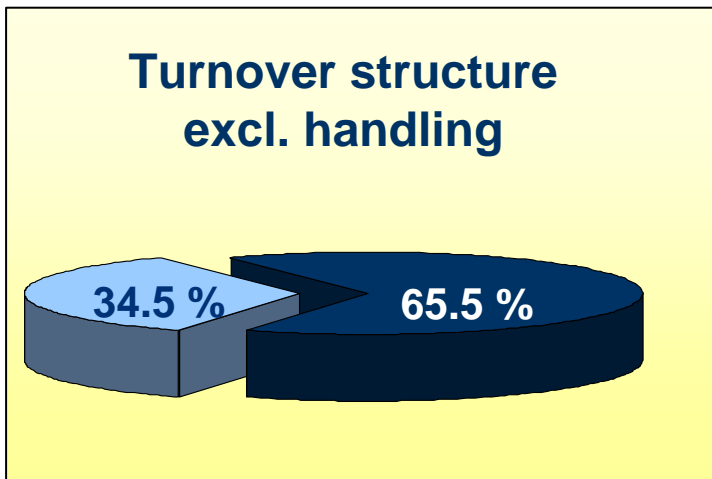
Turnover structure

Handling
 EUR 106.1 m
 + 8.9%

Non-Aviation
 EUR 83.9 m
 + 27.5%



Airport
 EUR 157.8 m
 + 10.9%



Traffic Results 2006

Highlights 2006

- **Traffic growth in 2006** **6.3%**
above European average (+5.3%*)
and our own forecast (+6 %)
- **Strong development in mid-haul flights**
Near East **14.4%**
- **Flights to Eastern Europe** **8.0%**
- **Low-cost carriers** **13.2%**
- **Cargo** **13.3%**

* Source: ACI (January - November 2006)

Traffic Results 2006

Passengers:
16,855,725 (+ 6.3%)

Transfer passengers:
5,673,586 (+ 4.2%)

Flight movements:
237,490 (+ 2.9%)

MTOW (t):
6,765,734 (+ 3.7%)

Cargo incl. trucking (t):
265,778 (+ 13.3%)



Traffic Results 2006

Scheduled Traffic - Passengers

	Share of traffic in %	Change in %
Europe	83.9	+ 8.5
East:	16.3	+ 8.0
West:	67.7	+ 8.6
Far East	7.7	+ 2.2
Middle East	4.1	+ 14.4
North America	2.9	- 5.4
Others	1.4	- 8.0
TOTAL	100.0	

Scheduled traffic comprises 94.2% of total traffic

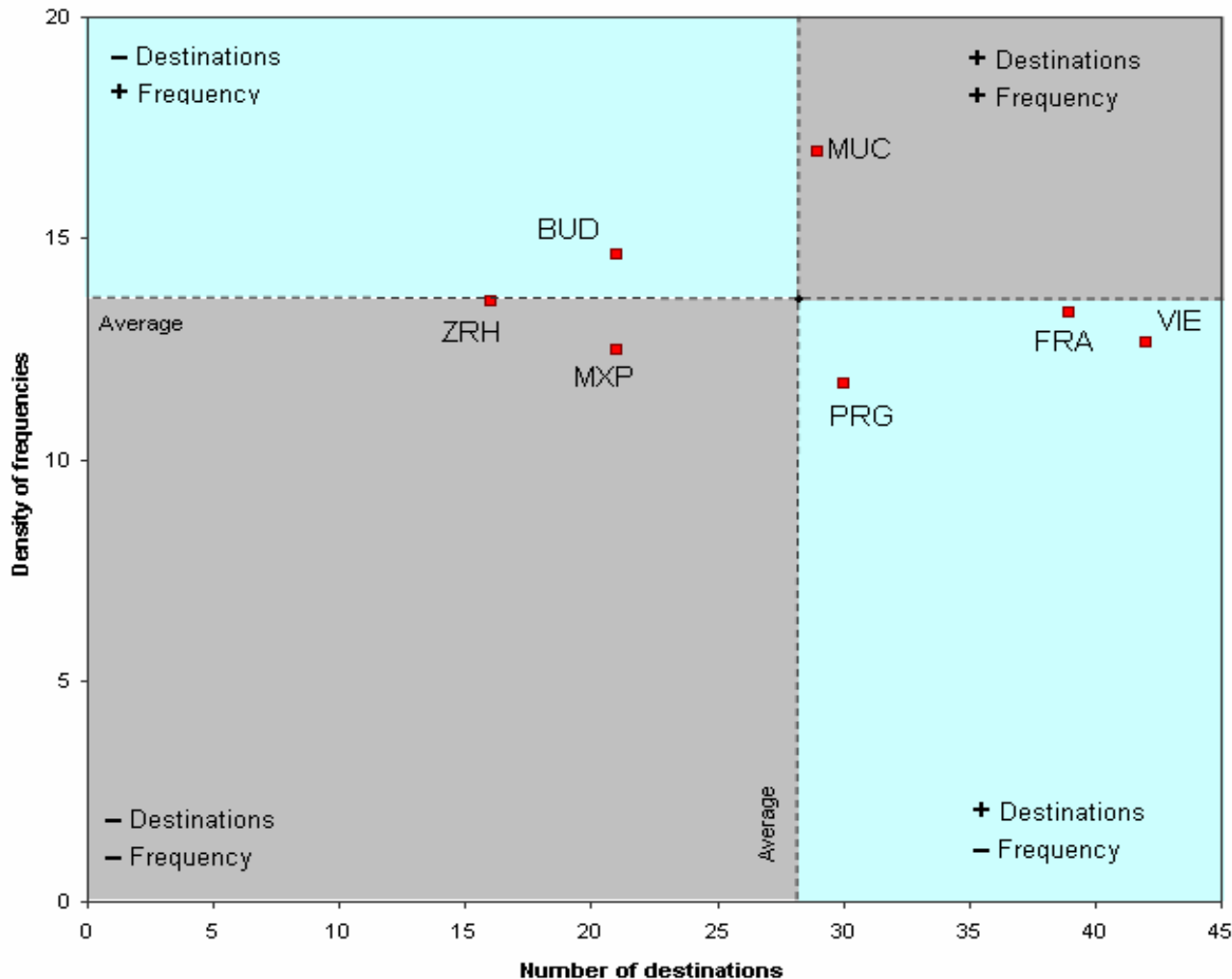
Traffic Results 2006

Passengers – Low-Cost Carriers

	2006	% to 2005	LCC share in %
Air Berlin	1,057,422	+ 13.8	6.3
Niki	753,221	+ 11.5	4.5
Germanwings	360,352	+ 7.7	2.1
Blue Express	32,092	- n.a.	0.2
Intersky	26,693	- 52.8	0.2
TOTAL	2,229,780	+ 13.2	13.2

Traffic Results 2006

Comparison of traffic to Eastern Europe in November 2006



* OAG – November 2006

Traffic Results 2006

Airlines – Share of Passengers

%	2006	2005
Austrian Airlines Group	57.0	56.6
Air Berlin	6.3	5.9
Lufthansa	5.6	5.5
Niki	4.5	4.3
Germanwings	2.1	2.1
British Airways	2.1	2.2
Air France	1.8	1.8
Swiss Intl.	1.8	2.0
KLM	1.4	1.5
Turkish Airlines	1.0	1.1
Others	16.3	17.1

Traffic Results 2006

Comparison - Punctuality at European Hubs

Departures delayed more than 15 minutes

	Delayed aircraft (more than 15 min) in %
Vienna International Airport	17.6
Zurich	22.4
Munich	22.6
Amsterdam	23.3
Frankfurt	24.7
Copenhagen	25.7
Milan Malpensa	30.3
Paris CDG	30.6
Rome	35.7
London Heathrow	38.1

Source: AEA 3rd Quarter/2006

Traffic Results 2006

Cargo Development

	2006	2005	Change in %
Air freight (dep. + arr.) in tonnes	187,852	167,494	12.2
Trucking (dep. + arr.) in tonnes	77,926	67,183	16.0
Air freight + trucking in tonnes	265,778	234,677	13.3

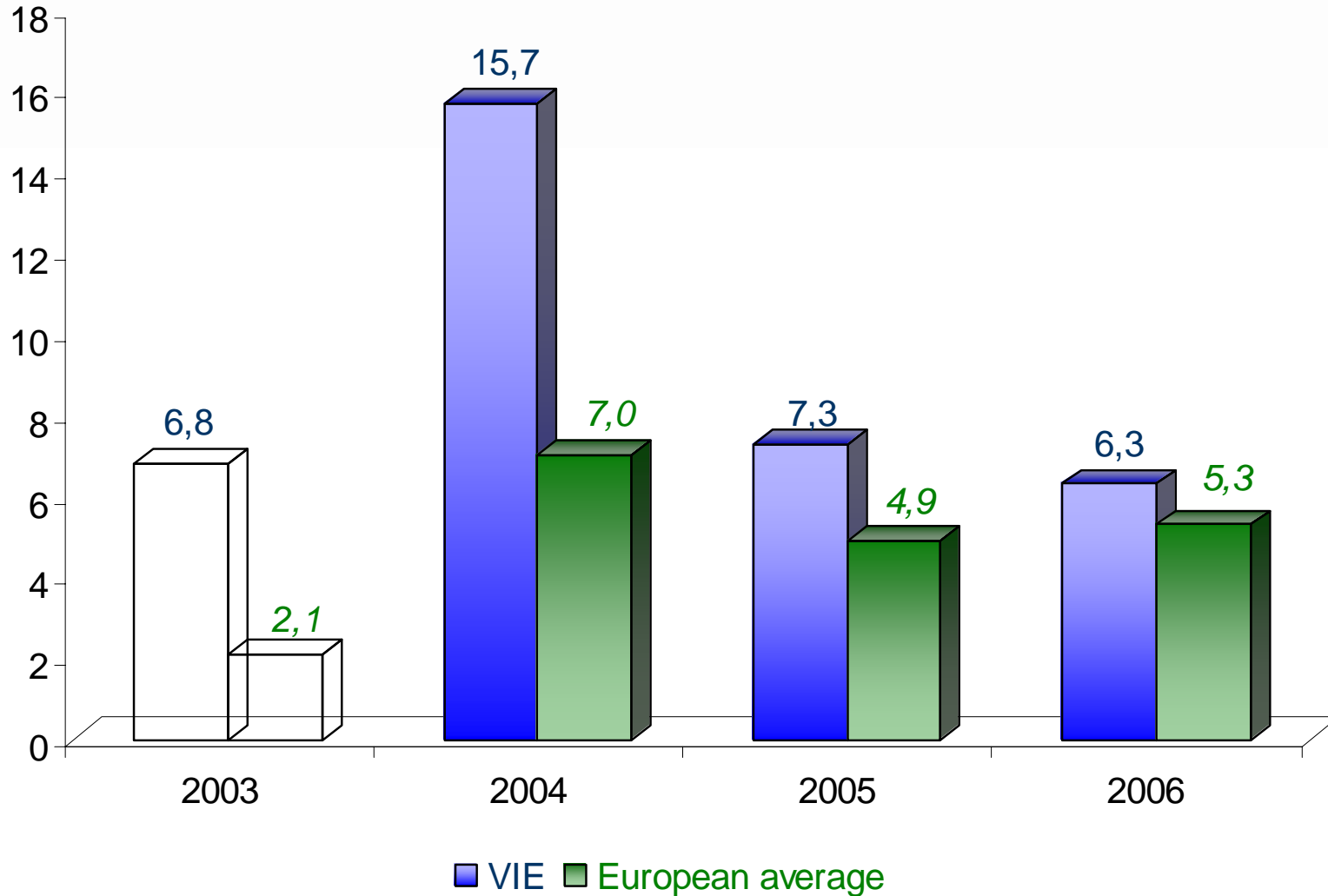
Traffic Results - Forecast 2007

Passengers + 5%

MTOW + 3%

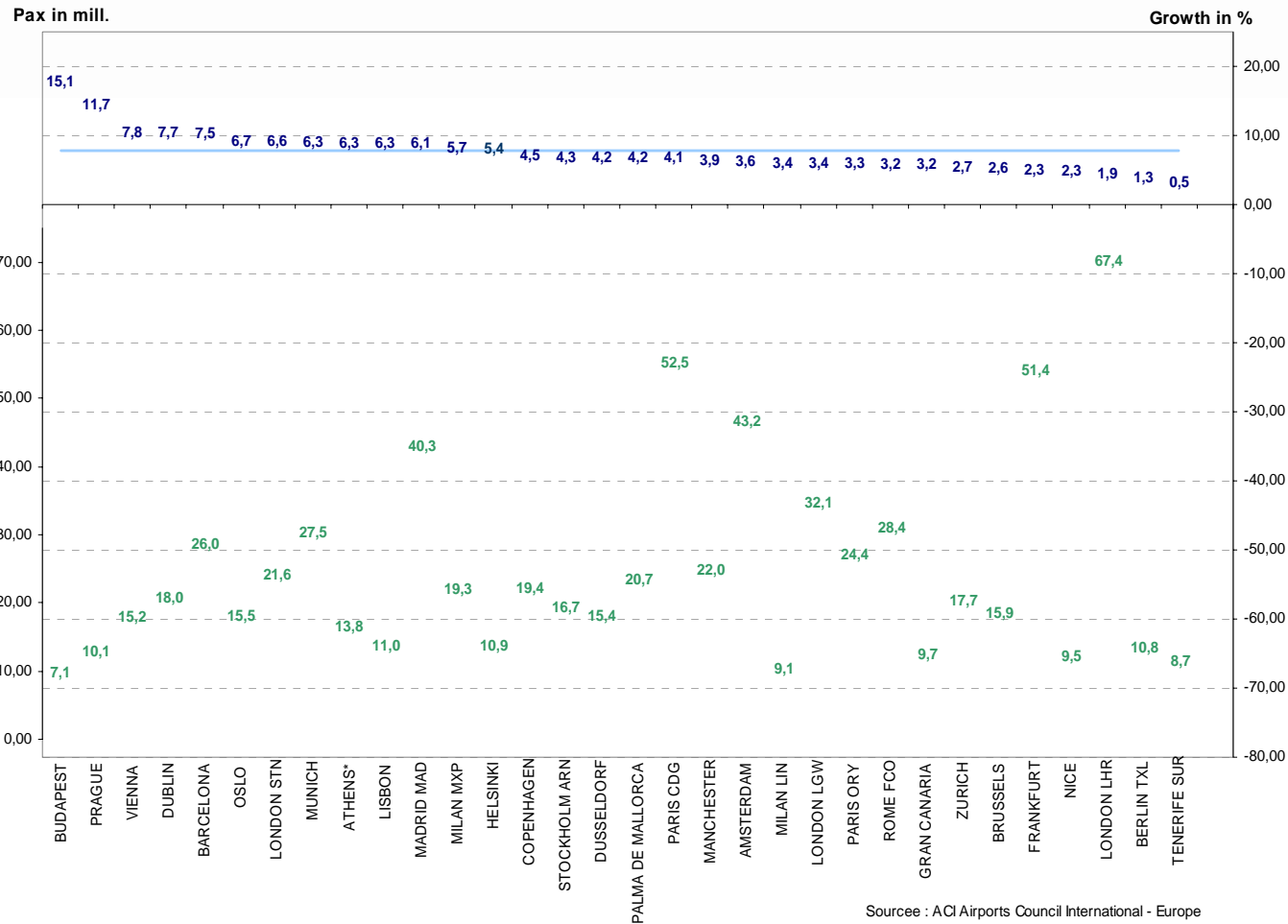
Flight movements + 2%

Number of Passengers at Selected Airports in Europe



Number of Passengers at Selected Airports in Europe

3-year average



Sourcee : ACI Airports Council International - Europe

International Projects

- **Previous acquisitions**

- Kosice Airport
- Malta International Airport

- **New acquisitions**

- Focus on Eastern Europe and neighbouring countries
- Friedrichshafen Airport

Kosice Airport

- Second largest airport in Slovakia
- Total area: 3.4 km²
- 1 runway:
 - Runway 01/19: 3,100m
- 343,818 passengers in 2006 (+27.4%)
- Investments: ~EUR 11 m
- Crossroads between 4 countries:
Poland – Ukraine – Hungary - Slovakia
- Gateway to High Tatra tourism region



Malta International Airport

- **Passengers in 2006**

2,701,624 (-2,8%)

- **2007**

- Ryan Air
- Germanwings (March 2007)
- Meridiana (summer 2007)

- **Owners**

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

EBIT and share price have doubled since 2002.



Friedrichshafen Airport

- Total area: 150 ha
- 1 runway:
 - Runway 06/24 : 2,356m
- Approx. 650,000 passengers in 2006 (~ +10.0%)
- Airlines: Intersky, Lufthansa, Air Berlin, Icelandexpress
- Crossroads between 3 countries: Germany – Austria – Switzerland



Friedrichshafen Region

Location and population:

- Germany: Baden-Württemberg
- Population: 57,208 (December 2005)

Infrastructure:

- Bodensee - Friedrichshafen Airport
- Regional railway crossroads
- Direct ferry connections to Switzerland

Major industrial site:

- MTU Friedrichshafen GmbH (large diesel motors and drive systems)
- ZF Friedrichshafen AG (automobile sub-contractor)
- Zeppelin Luftschifftechnik GmbH

Tourism destination

- International trade fairs (Aero, InterBoot...)
- Bodensee holiday region
- Gateway to neighbouring tourism centres in Germany, Austria and Switzerland



Thank You!

