

Company Presentation

Flughafen Wien AG

Results 2007



March 2008

Content



- 1. Highlights 2007



- 2. Financial Results 2007 and Investments



- 3. Results by Segment



- 4. Traffic Results



- 5. Strategy



- 6. International Investments

Highlights 2007

Highlights 2007

- Revenue: EUR 521.4 m. + 12.4%
- EBITDA: EUR 191.0 m. + 12.6%
- Net profit : EUR 87.7 m. + 14.2%
after minority interests
- Dividend per share: EUR 2.50 + 13.6%
- Passengers: + 11.3%
(above European average of 6.5 %*)

* Source: ACI



The image shows a hand holding a magnifying glass over a financial chart. The chart is a line graph with a grid. The y-axis is labeled with values 200, 250, 320, and 360. The x-axis is labeled with 'Q1', 'Q2', 'Q3', and 'Q4'. The chart shows a significant peak in Q3, reaching above 360. The background of the document is filled with text, likely a financial report.

Financial Results 2007

Financial Results 2007

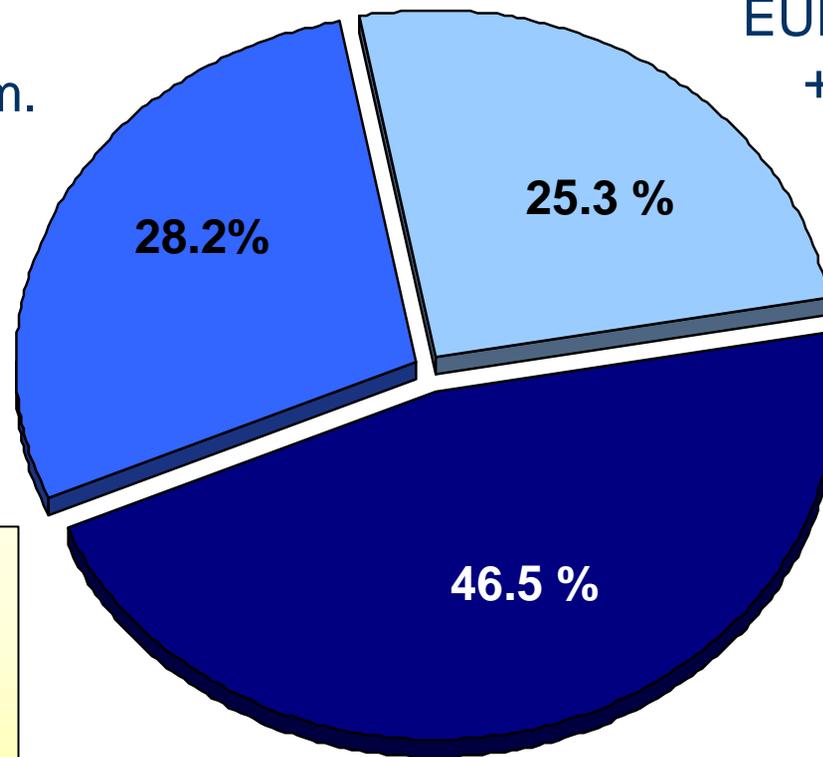
	EUR m.	2007	2006	Change in %	
Revenues		521.4	463.9	+	12.4
Other income		14.3	13.4	+	7.1
Operating income		535.7	477.3	+	12.3
Operating expenses (excl. depreciation)		344.7	307.6	+	12.1
EBITDA		191.0	169.6	+	12.6
Depreciation		70.6	66.0	+	7.1
EBIT		120.3	103.7	+	16.1
Financial results		- 6.4	- 1.8	+	249.4
EBT		114.0	101.9	+	11.9
Taxes		26.5	24.3	+	9.1
Minority interests		-0.2	0.8	-	129.2
Net profit after minority interests		87.7	76.8	+	14.2

Financial Results 2007

Revenue by Segment

Handling
 EUR 147.0 m.
 + 5.3 %

Non - Aviation
 EUR 132.2 m.
 + 17.2 %



Revenue structure excl. Handling



Financial Results 2007

Summary of Operating Expenses

	EUR m.	2007	2006	Change in %	
Consumables and services used		37.0	34.5	+	7.3
Personnel expenses		213.4	197.9	+	7.8
Depreciation		70.6	66.0	+	7.1
Other operating expenses		94.4	75.2	+	25.5
Total operating expenses		415.4	373.6	+	11.2

Financial Results 2007

Cash Flow

EUR m.	2007	2006
From operating activities	+ 164.4	+ 142.2
From investing activities	- 277.1	- 266.4
From financing activities	+ 50.1	+ 192.9
Change in cash and cash equivalents incl. revaluation reserve for securities and foreign exchange differences	- 62.6	+ 68.7
Cash and cash equivalents at the end of the year	+ 29.3	+ 91.9

Financial Results 2007

Financial Indicators

in %	2007	2006
EBIT margin	22.5	21.7
EBITDA margin	35.7	35.6
ROE	12.0	11.3
ROCE	9.1	9.2
ROS	36.6	36.6
Gearing	40.4	25.2

Investments 2008 – 2012 (excl. purchase of land)

	EUR m.
Terminals	333
Apron, taxiways	40
Construction on the core zone	65
Security	64
Parking	28
Others	59
TOTAL	589

3rd runway 2010 – 2012:

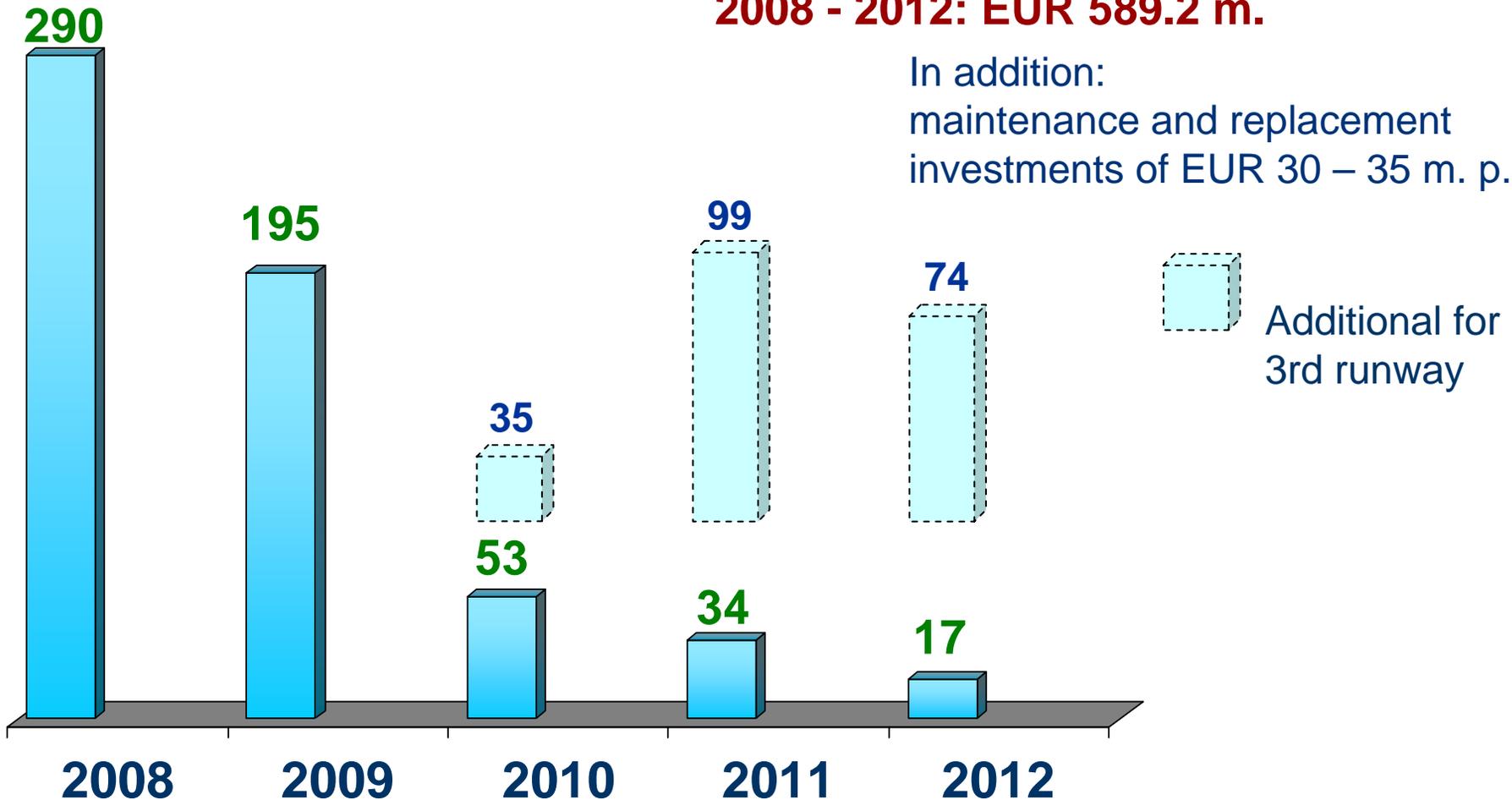
208

Investments 2008 – 2012 (excl. purchase of land)

in EUR m.

**Airport- und Non-Aviation Investments
2008 - 2012: EUR 589.2 m.**

In addition:
maintenance and replacement
investments of EUR 30 – 35 m. p.a.





Results by Segment

Results by Segment

Airport Segment*

EUR m.	2007	2006
Revenue	242.2	211.3
Segment earnings (EBIT)	94.1	75.7
EBIT margin in %	34.4	31.4
EBITDA margin in %	48.4	46.9
Av. number of employees	378	382

* Airport Segment

The Airport Segment covers the operation and maintenance of the terminal and movement areas as well as all facilities involved with passenger and baggage handling.

Results by Segment

Handling Segment*

EUR m.	2007	2006
Revenue	147.0	139.6
Segment earnings (EBIT)	11.8	12.8
EBIT margin in %	6.9	7.9
EBITDA margin in %	11.4	12.0
Av. number of employees	2,089	2,020

* Handling Segment

The Handling Segment provides a wide range of services for scheduled, charter and general aviation flights.

Results by Segment

Non – Aviation Segment*

EUR m	2007	2006
Revenue	132.2	112.8
Segment earnings (EBIT)	35.2	35.2
EBIT margin in %	17.6	19.6
EBITDA margin in %	29.9	31.5
Av. number of employees	1,465	1,278

* Non-Aviation Segment

The Non-Aviation Segment comprises various services related to airport operations such as shopping, gastronomy, parking and security services as well as the development and marketing of real estate.

Traffic Results 2007



Highlights

- **Traffic growth in 2007** **+ 11.3 %**
above European average (+ 6.5%*)
- **Strong development in flights to Middle East** **+ 18.5 %**
- **Flights to Eastern Europe** **+ 24.8 %**
- **Low-cost carriers** **+ 57.2%**
- **20 million passengers expected in 2008 (instead of 2010)**

Traffic Results 2007

Passengers:

18,768,468 (+11.3%)

Transfer passengers:

5,991,884 (+5.6%)

Flight movements:

254,870 (+7.3%)

MTOW (in tonnes):

7,347,754 (+8.6%)

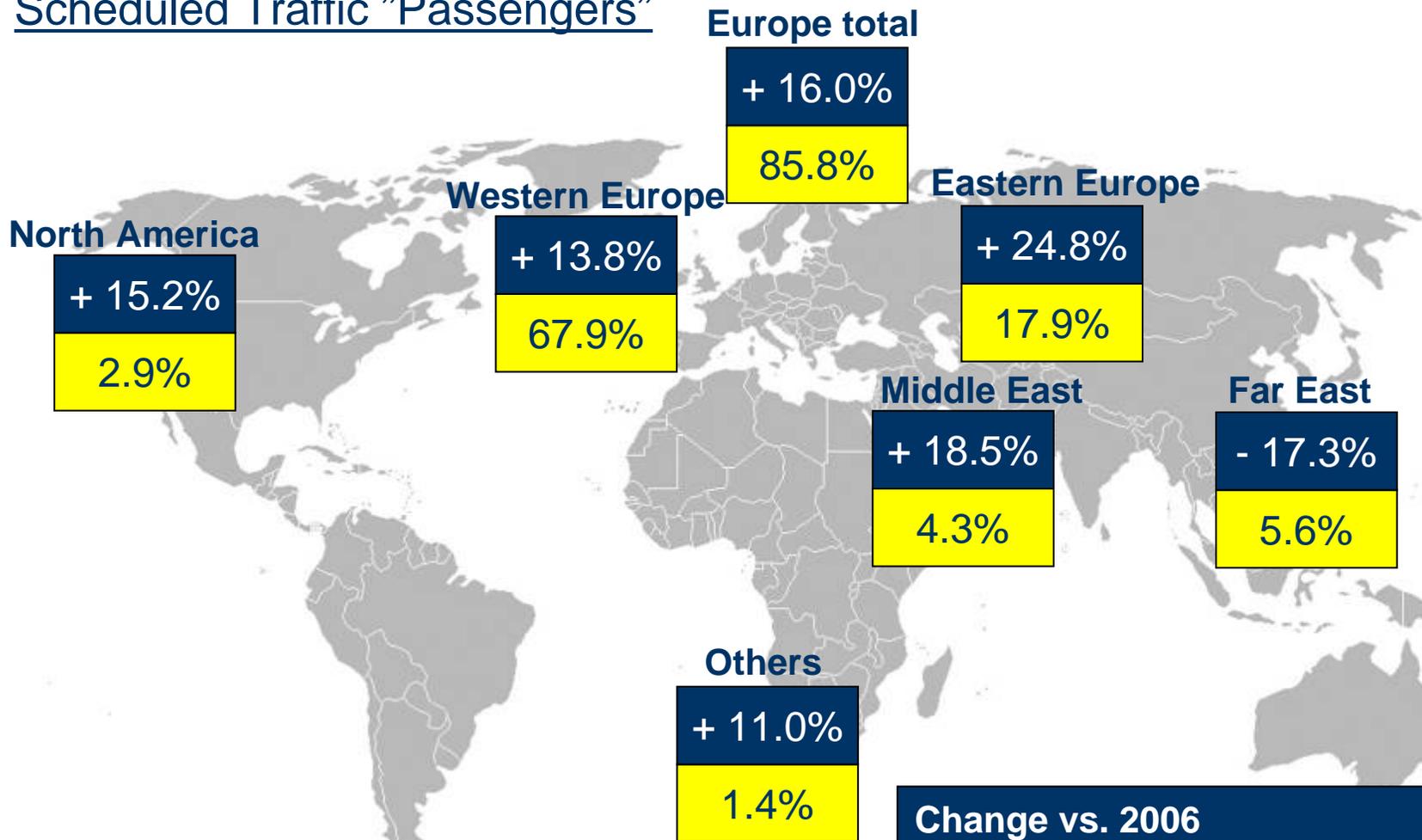
Cargo incl. trucking (in tonnes):

272,362 (+2.5%)



Traffic Results 2007

Scheduled Traffic "Passengers"



Change vs. 2006
Share of total passengers

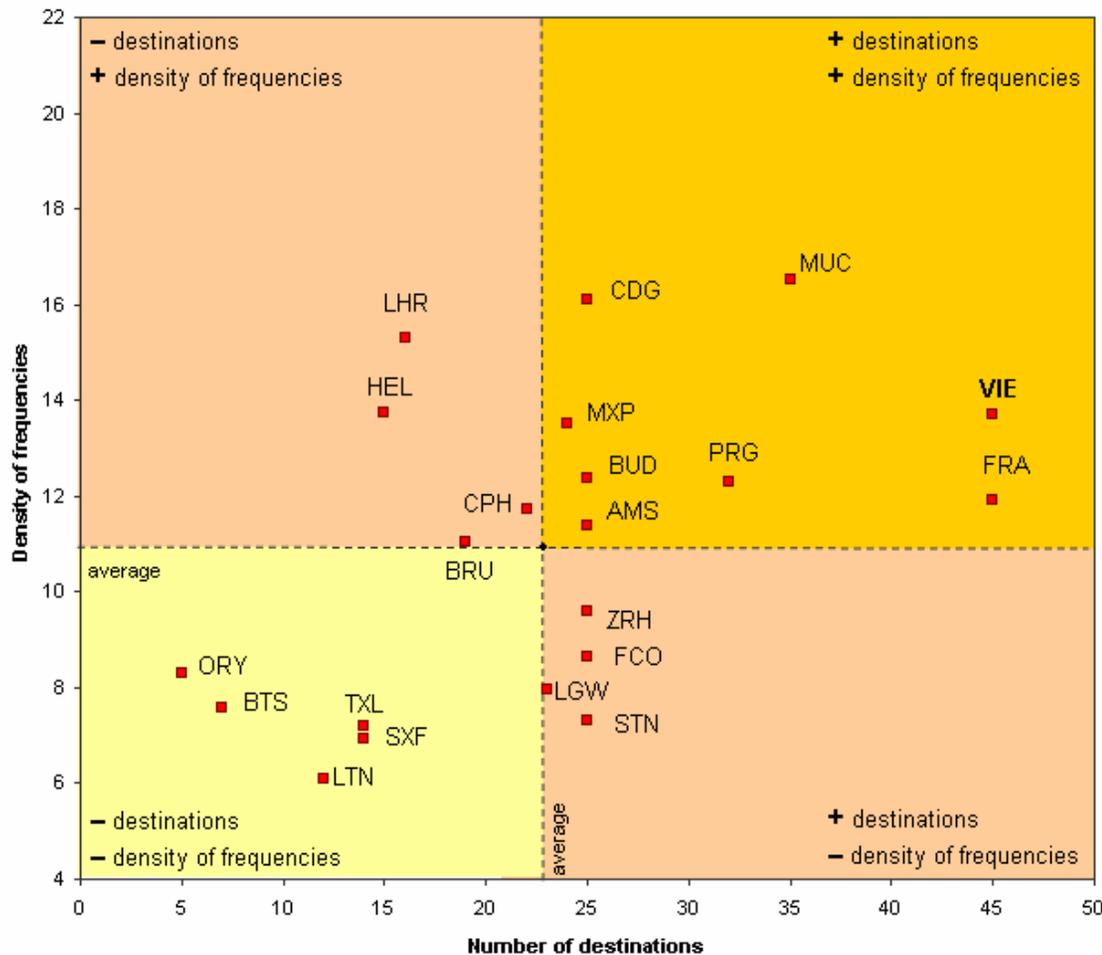
Traffic Results 2007

Airlines – share of passengers

%	2007	2006
Austrian Airlines Group	52.6	57.0
Air Berlin	6.7	6.3
Niki	5.5	4.5
Lufthansa	5.3	5.6
Skyeurope Airlines	3.4	0.0
Germanwings	2.5	2.1
British Airways	1.8	2.1
Swiss Intl.	1.7	1.8
Air France	1.6	1.8
KLM	1.2	1.4
Others	17.7	17.4

Traffic Results 2007

Comparison of Eastern Europe destinations and frequencies - summer 2007



Traffic Results 2007

Comparison - Punctuality at European Hubs

Departures delayed more than 15 minutes

	delayed flights (more than 15 min.) in %
Vienna International Airport	17.9
Milan Malpensa	21.1
Amsterdam	21.4
Zurich	21.4
Munich	22.6
Copenhagen	22.7
Frankfurt	24.3
Paris CDG	27.3
Rome	30.1
London Heathrow	35.5

Traffic Results 1-2/2008

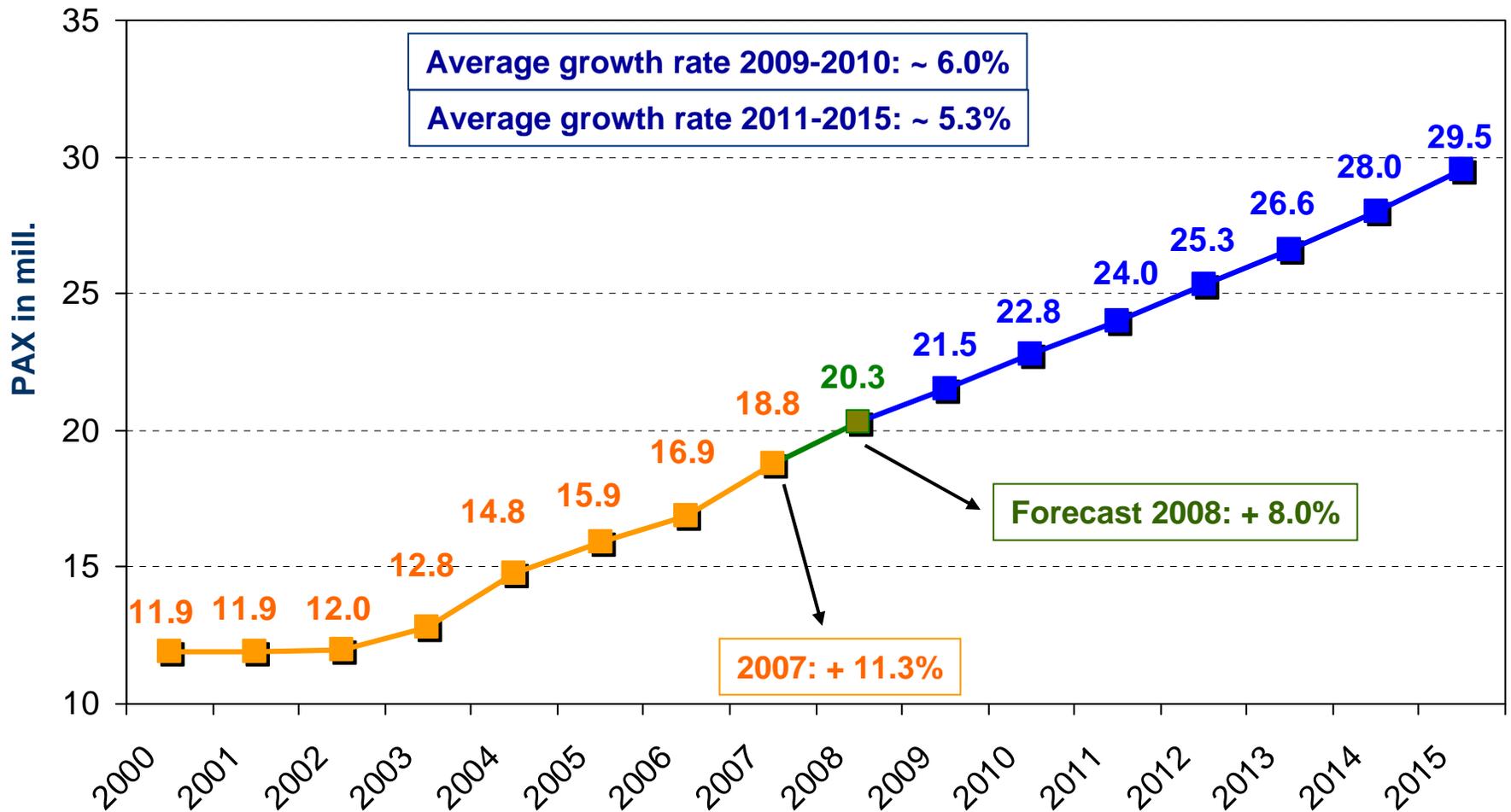
	January 2008	February 2008	January- February 2008
Passengers	1,314,531	1,360,041	2,674,572
Change in %	+ 14.5	+ 20.3	+ 17.4
MTOW (in tonnes)	598,507	586,560	1,185,067
Change in %	+ 14.5	+ 20.3	+ 17.3
Flight movements	20,912	20,443	41,355
Change in %	+ 11.6	+ 16.3	+ 13.9
Cargo incl. trucking (in tonnes)	20,990	21,653	42,643
Change in %	+ 9.4	+ 9.4	+ 9.4

Forecast 2008

- **Passengers** + 8.0 %
- **MTOW** + 6.0 %
- **Flight movements** + 6.0 %

Long-Term Forecast

Number of passengers at Vienna International Airport 2000 - 2015



Strategy



Strategy

Airport Segment

- Goal: growth of 1% above European average

Handling Segment

- Goal: safeguard market share and quality standards

Non-Aviation Segment

- Goal: significant increase in shops and gastronomy
- Real estate development

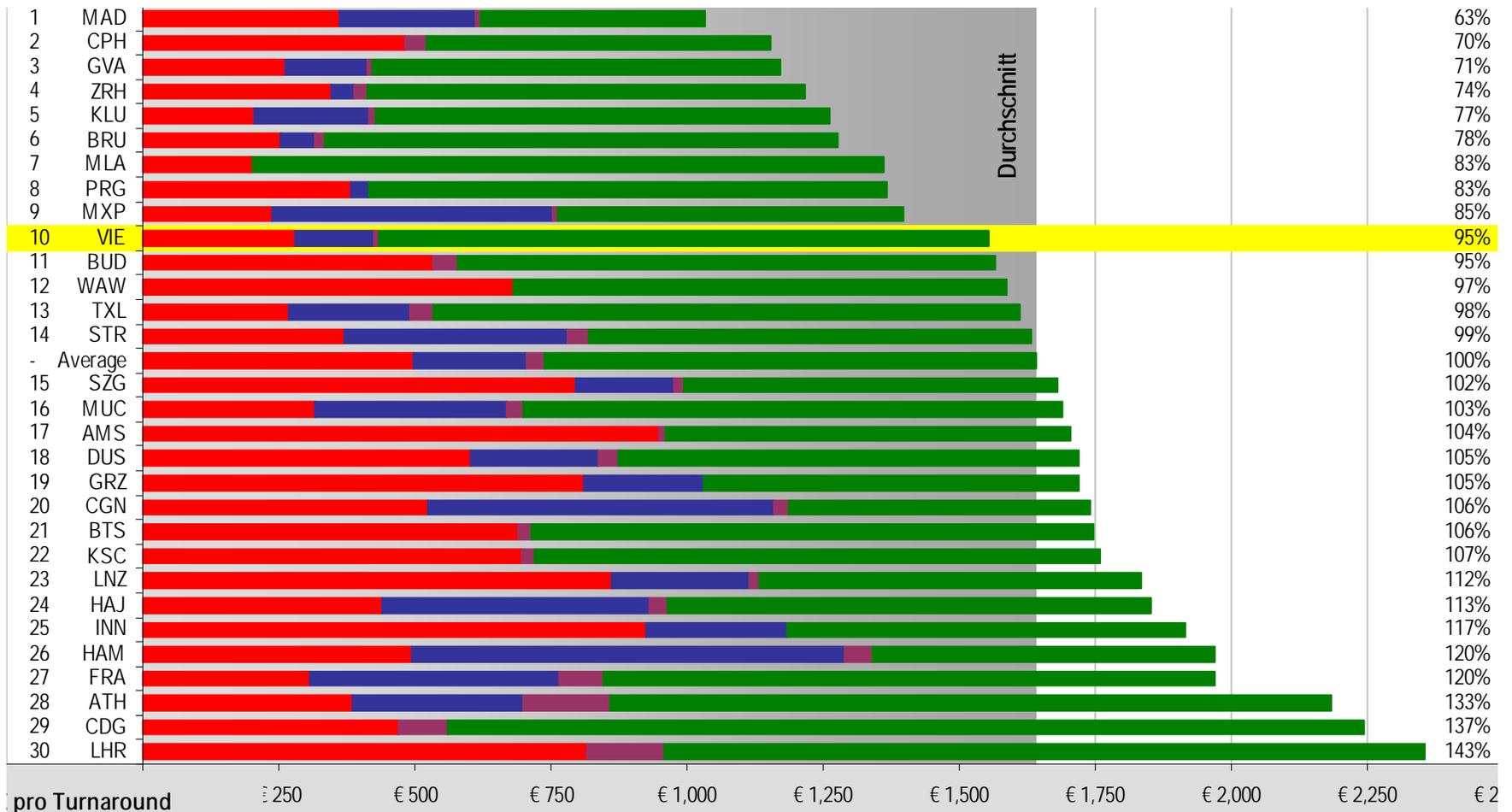
Strategy

Airport Segment

- **Focus on Eastern Europe, transfer hub and low-cost carriers**
 - Key gateway to Eastern Europe
(+24.8% in passengers during 2007)
 - High share of transfers (31.9%)
 - Low-cost carriers: 18.7% share of passenger volume
- **Marketing activities**
 - Increased international marketing activities, above all for airlines in Eastern Europe and Middle East
 - New airlines in 2007:
Delta Air Lines, Air Europe, Sky Europe, KD Avia, Air Transat, Saudi Arabian Airlines, Clickair, Estonian Air, Air One, Easy Jet

Tariffs in Comparison* *Flights to all regions - all airlines - excl. security

Continuation of incentive programme



Note: VIE growth and transfer incentives were deducted from the landing tariff because these measures benefit the airlines.

Legend: ■ Landing tariff ■ Infrastructure tariff ■ Parking tariff ■ Passenger tariff

Tariffs 2008

Major changes as of 1.1.2008

- 0.09% decrease in the landing charge, parking fee and airside infrastructure charge
- 1.04% decrease in the passenger service charge and landside infrastructure charge

Strategy

Handling Segment

- **Contracts were concluded in 2008, among others, with following customers:**
 - Air Berlin
 - NIKI
 - SkyEurope
 - Easy Jet
 - Korean Air
 - Delta Air Lines
 - Saudi Arabian Airlines

- **In January 2008 contracts were concluded with:**
 - Lufthansa
 - Germanwings

- **Market share 2007: 89.0 %**

- **Punctuality**

Number **ONE** among European airports with comparable shares of transfers
(Source: Association of European Airlines - AEA)

Strategy

Non – Aviation Segment

Terminal extension - Skylink :

- Substantial increase in gastronomy and shop space beginning in 2009
- Start of tender process for 52 retail shops

	Existing space in 2007	Reduction in space from 2009 onwards	Additional space Skylink	Space 2009	Additional space in T2 and PW	Space from 2010 onwards
Shopping / Gastronomy	11,000 m ²	- 1,500 m ²	9,600 m ²	19,100 m ²	2,500 m ²	21,600 m ²

- **Office Park II – completion in July 2007**
- **Office Park III – acquisition of VIE World Trade Center in 2007**

Strategy

Non - Aviation Segment

● **Parking:**

- Current status: 16,343 parking spaces – thereof 8,728 in car parks
- Plus 5,000 spaces in Mazur parking lot (off airport)
- Expansion: 2,250 parking spaces in car park 4 (beginning in mid-2008)

● **Vienna International Airport Security Services GesmbH**

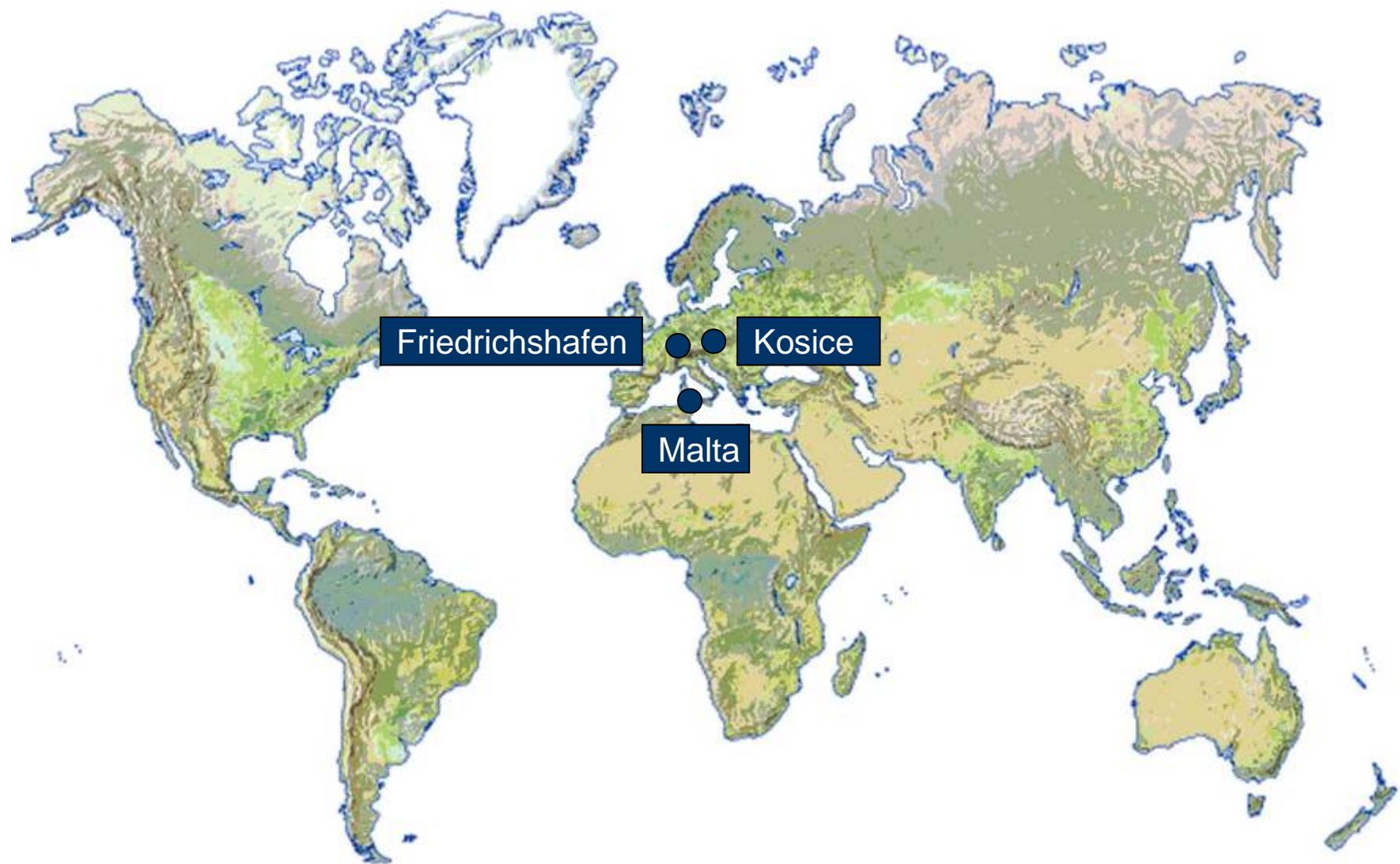
- Increased security controls support growth in revenue



International Investments



International Investments



International Investments

Kosice Airport

Second largest airport in Slovakia
66% stake held by TwoOne Consortium
since 25 October 2006

Location near borders of:
Poland – Ukraine – Hungary - Slovakia

443,448 passengers in 2007 (+29%)

Investment programme: ~EUR 11 m.



International Investments

Malta Airport

Owners

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

2,970,830 passengers in 2007 (+10.4%)



International Investments

Friedrichshafen Airport

Flughafen Wien AG is the largest single shareholder with stake of 25.15%

Located near borders of:
Germany – Austria – Switzerland

655,689 passengers in 2007 (- 0.3%)



Robert Dusek

Investor Relations

Tel: 01/7007-23126

Fax: 01/7007-23058

E-mail: r.dusek@viennaairport.com

Michael Kochwalter

Communications

Tel: 01/7007-23333

Fax: 01/7007-23806

E-mail: m.kochwalter@viennaairport.com

VIE in the Internet:

www.viennaairport.com

Flughafen Wien AG

P.O. Box 1

A-1300 Wien-Flughafen

Company Presentation

Flughafen Wien AG

Results 2007

