

Traffic Results for 2010

Flughafen Wien AG

19 January 2011

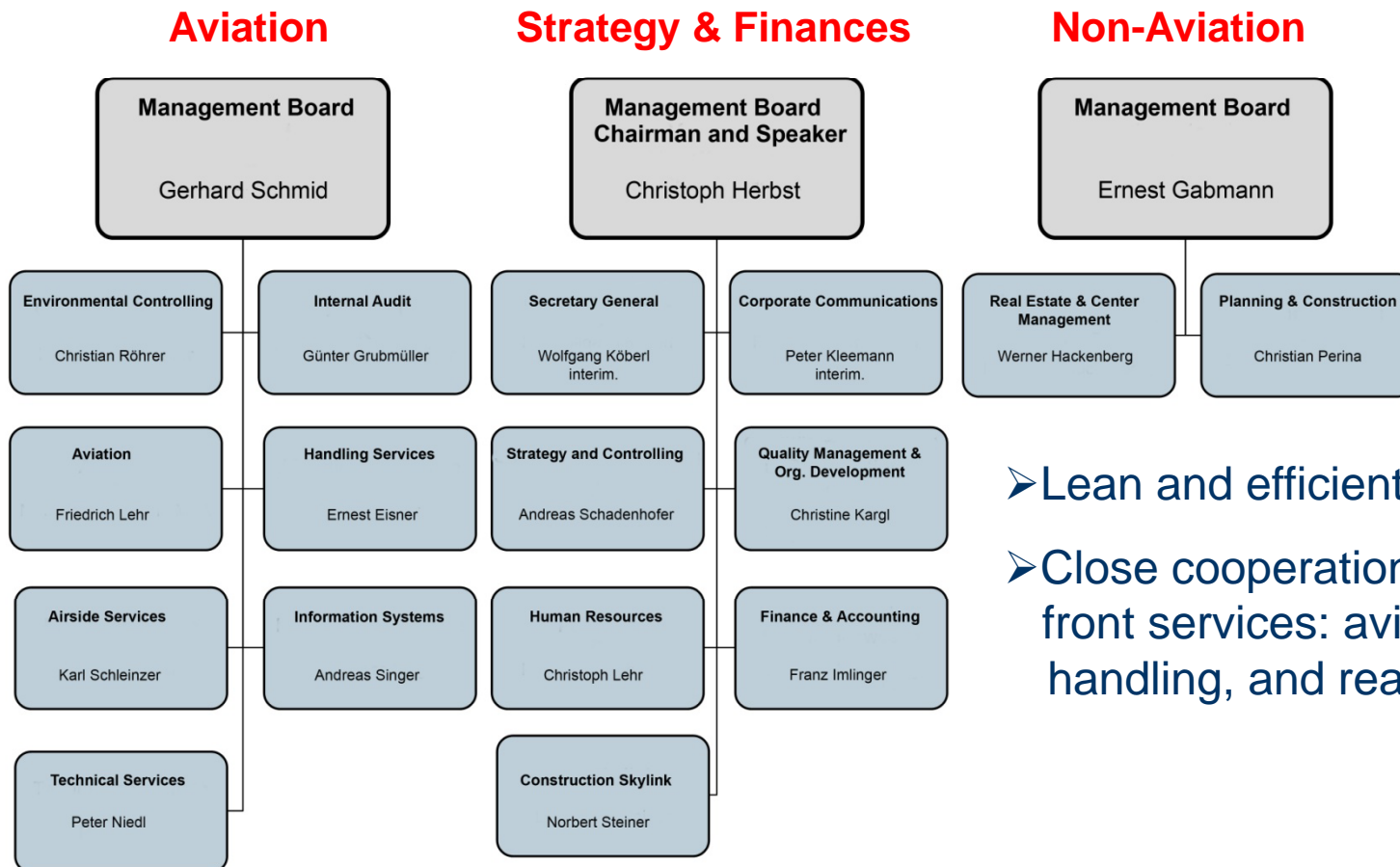


2010: A Year of Successes and Challenges

- Sound traffic growth after the crisis year 2009
 - Approx. 19.7 million passengers (+8.7%) in 2010 – far more than the EU average (1-11/2010: +2.5%)
- New growth agreements concluded with Austrian Airlines and NIKI
- Substantial progress on the terminal extension VIE-Skylink
- Changes on the Management Board of Flughafen Wien AG and redistribution of duties to reflect three strong focal points: Aviation, Non-Aviation and Strategy/Finances

Focus on Customers: New Organisational Structure

3 strong focal points: Aviation, Non-Aviation, Finances & Strategy



- Lean and efficient structures
- Close cooperation between front services: aviation, handling, and real estate

Extensive Work Programme for 2011

Our goal: To become the best airport in the region

- Focus on completion of Skylink and increased preparations for operational start-up
- Adjustment of organisational structure – with clear positioning as the fourth hub in the Lufthansa system and the base for two strong airline partners
- Reduction in operating costs and improvement in efficiency
- Strengthening of Non-Aviation segment
- Further development and expansion of VIE's position -
A first step: the Davis Cup from 4 to 6 March 2011
live at Vienna International Airport!

Traffic Results for 2010

Passengers:

19,691,206 (+8.7%)

Transfer passengers:

5,919,852 (+8.6%)

Flight movements:

246,146 (+1.1%)

MTOW (in tonnes):

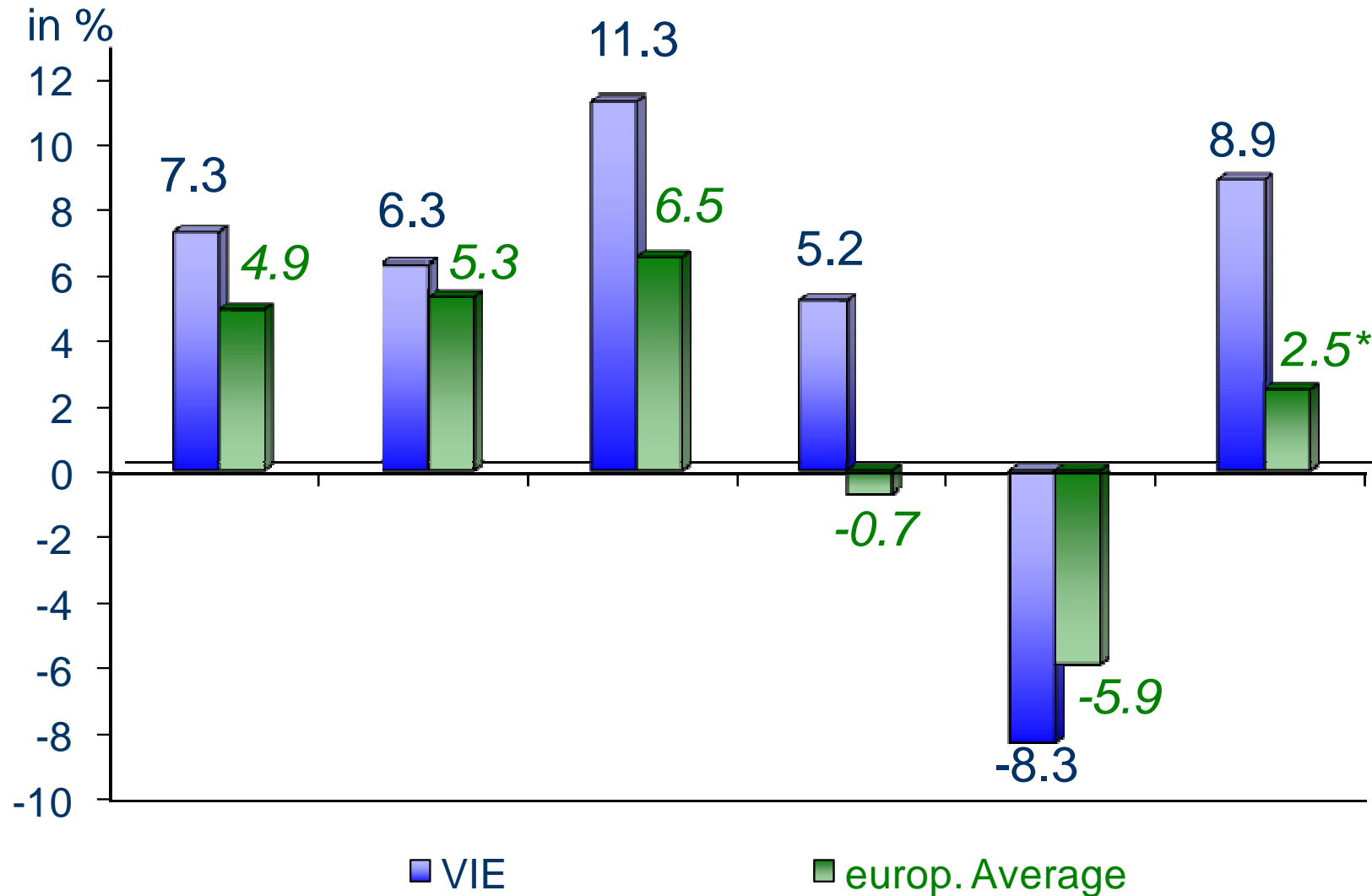
7,975,333 (+9.9%)

Cargo incl. trucking in Tonnes

295,989 (+16.5%)



Passenger Growth Far Above the European Average



*Source: ACI Airports Council International – Europe
from 11/2010 – 34 largest airports in Europe

Traffic Results for 2010

Strongest destinations (scheduled flights)

Eastern Europe: Moscow, Bucharest, Sofia

Western Europe: Frankfurt, London, Zurich

Long-haul: Bangkok, Tokyo, New York

Growth drivers:

Eastern Europe
passenger growth: +13.6%

Middle East
passenger growth: +10.0%



Traffic Results for 2010

Airline share of total passenger volume in %

	2010	2009
Austrian Airlines Group	50.9	49.5
Niki	10.8	9.2
Air Berlin	7.1	7.5
Lufthansa	4.7	5.6
Germanwings	2.3	2,1
Swiss Intl.	1.6	1.9
British Airways	1.6	1.8
Air France	1.6	1.6
Turkish Airlines	1.2	1.2
KLM Royal Dutch Airlines	1.2	1,1
Other	17.0	18.5

Traffic Results for 2010

30th (typical) peak day and 30th (typical) peak hour

Peak day 2010:

Passengers	68,180	+11.6% (26.09.2010)
Flight movements (arrival+departure)	769	+2.1% (20.05.2010)

Peak hour 2010:

Passengers	5,835	+11.6%
Flight movements (arrival+departure)	68	+4.6%

2 mill. pax in July 2010 – strongest passenger month in VIE history

**VIE is the most punctual hub in the LH-system
(better than MUC, ZRH, FRA)**

Airport Steering Center

Better cooperation with key customers to improve hub management

Responsibilities:

- Central coordination of all handling processes
- Online monitoring of ongoing operations
- Increased cooperation with major customers and partners

Goals:

- Reinforcement of VIE as a hub and stronger competitive position
- Improvement of the most important key success factors (punctuality, minimum connecting time)
- Greater efficiency and optimised planning for available resources

VIE Underscores its Strong Performance

Successful winter service

- No interruption of operations at Vienna International Airport due to the bad weather, no de-icing problems

Additional hiring for handling and security services

- Pax/MTOW growth leads to +9% in handling and +24% in security

City Airport Train (CAT): 1.1 million passengers in 2010,
new design for CAT wagons

Forecast for 2011

Passengers	+ 5.0%
Maximum take-off weight (MTOW)	+ 3.0%
Flight movements	+2.0%

More Quality for More Passengers: Skylink

Skylink represents a modernisation leap for Vienna International Airport as well as a significant quality improvement for passengers and their travel experience

➤ **Gross floor space:**

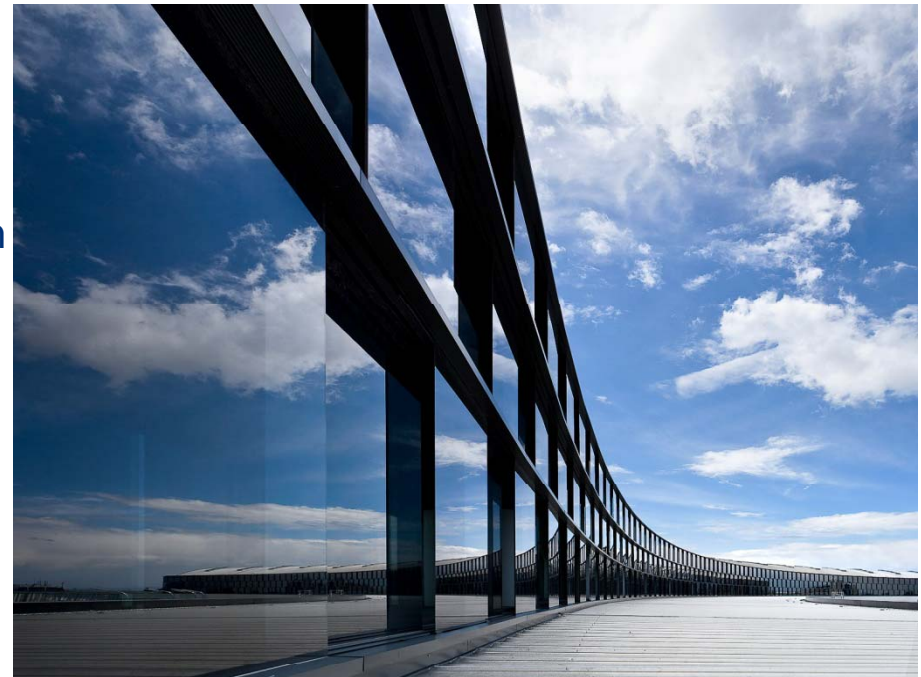
- Terminal: 76,000 m² , Pier: 71,000 m²

➤ **Dimensions:**

- Pier length: 450 m, terminal length: 270 m

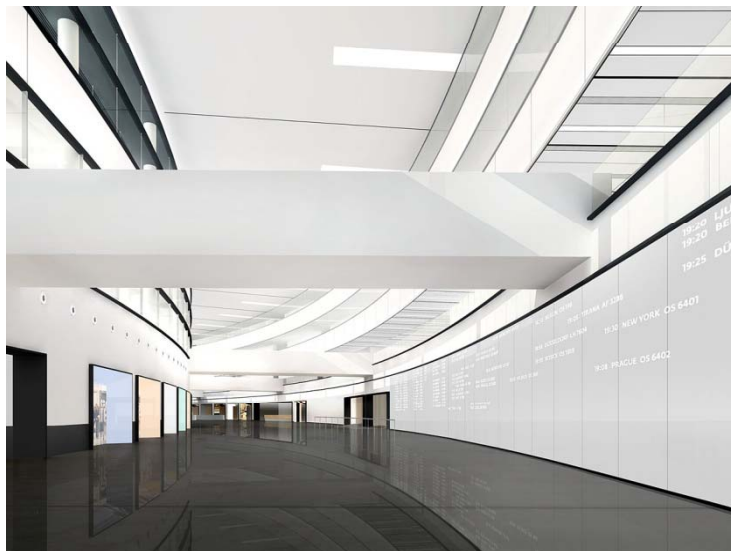
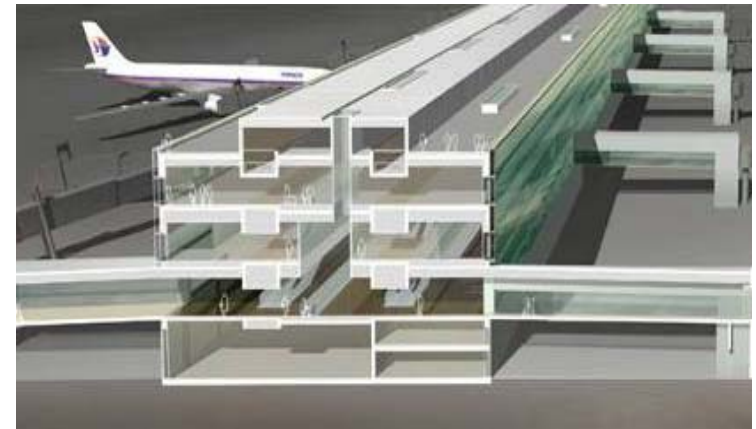
➤ **Infrastructure:**

- Approx. 100 check-in counters and machines
- Baggage carousels: 10
- Up to 17 pier positions
- Shopping area: 5,900 m²
- Gastronomy area: 3,700 m²



Skylink: More Service, More Comfort, More Safety

- One-roof concept – everything under a single roof
- 3-level concept: short transfers, easy orientation
- Maximum cost: EUR 830 million
- Start of operations: 1st half of 2012



Substantial Progress in 2010:

- ✓ Project refocused: new organisation, new management, new local construction oversight
- ✓ Completion of project timeline and overall schedule
- ✓ Contracts renegotiated with better conditions for FWAG
- ✓ Court registration of evidence and remedy of defects
- ✓ Restart of construction in February 2010
- ✓ Preparations begin for start of operations



2011: Focus on Completion and Preparations for Start-up

Status January 2011:

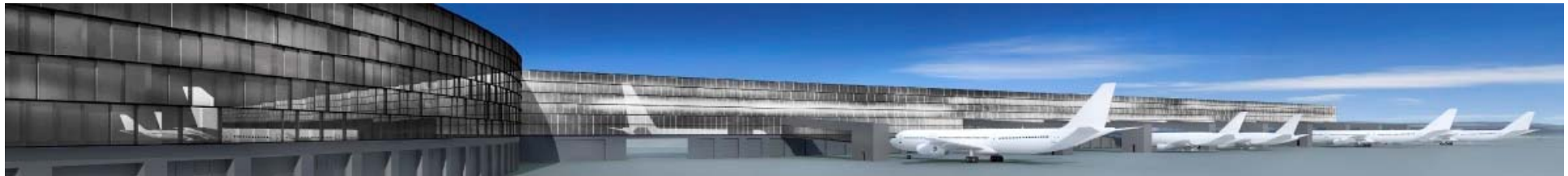
- Work on mechanical services and interior construction proceeding at full speed, work on IT and communications started
- Gradual increase in personnel and scope of construction, 600 to 700 persons now working at the site

Next steps for 2011:

- Increase in scope of construction and on-site personnel
- Continuation of start-up preparations (under direction of board member G. Schmid)
- Step-by-step technical start-up beginning in Q4/2011

Opportunities for Development of Non-Aviation

Terminal extension Skylink:



- Substantial increase in gastronomy and shopping areas

	Available space 2010	Decrease in space with opening SKYLINK	Additional space SKYLINK	Total space with opening SKYLINK
Space shops / gastronomy	11,500 m ²	- 1,500 m ²	9,600 m ²	19,600 m ²
Number of shops and gastronomy	79 Shops/ 26 Gastro	-5 Shops/ -7 Gastro	32 Shops/ 18 Gastro	106 Shops/ 37 Gastro

- Tenders for allocation of space in Skylink largely completed

Highlights in Non-Aviation Segment

- New bus station adjacent to the arrivals hall
- Maintenance work in Terminal 2 to be completed by the end of August 2011
- 3 new shops and 5 gastronomy facilities – for a total of 79 shops and 26 gastronomy operations at the airport



Meore Than Just an Airport: Davis Cup 2011 at VIE

VIE to host a sporting event for 6,000 visitors per day

- Further development and expanded positioning for Vienna
“The airport is more than just a hub“
- For 6,000 visitors and 50,000 travellers, Vienna International
Airport will be the focal point of an international top-flight
sporting event
- AUT vs. FRA:
From 4 to 6 March 2010
in Hangar 3



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