

FLUGHAFEN WIEN AG

H1/2014 Results



PAX growth leads to increased earnings

- ✈ Positive trend in passenger development (10.5 million PAX, + 2.9%) slowed by political crises (Ukraine, Middle East)
- ✈ Revenue (€ 304.7 million, -0.1%) at the prior-year level in spite of the higher passenger volume due to lower revenue (from aircraft de-icing) related to the mild winter
- ✈ Further rise in earnings based on cost discipline and enhanced productivity: EBITDA +5% (€ 126.5 million), EBIT +6.2% (€ 63.1 million)
- ✈ Net profit for the period up 7.6% (€ 44.0 million) – agreed sale of the stake held in Friedrichshafen Airport (€ 2.3 million) has a positive impact on the financial results
- ✈ Further improvement of the balance sheet structure – net debt of € 585.1 million; full-year target of < € 600 million reached ahead of time
- ✈ Following a positive H1, expectations somewhat dampened for H2 (due to political crises and currency weaknesses) – guidance well secured for 2014

Positive earnings development driven by productivity increase and cost savings

- Revenue stagnates due to loss of income from aircraft de-icing

in € million	H1/2014	H1/2013	Δ in %
Revenue	304.7	304.8	-0.1
Earnings before interest, tax, depreciation and amortisation (EBITDA)	126.5	120.4	+5.0
Earnings before interest and taxes (EBIT)	63.1	59.4	+6.2
Financial results	-6.1	-7.7	-20.7
Earnings before taxes (EBT)	57.0	51.7	+10.3
Net profit (after taxes and non-controlling interests)	44.0	40.9	+7.6

- ✈ Stagnating revenue as a consequence of lower income from de-icing services related to the mild winter was more than offset by decline in weather-related expenses and cost savings.
- ✈ Agreed sale of stake in Friedrichshafen Airport leads to a write-up of € 2.3 million.
- ✈ Reduction of interest expense due to lower debt; sustainable financial management supports the positive development of financial results.

Net debt target of under € 600 million already reached in the middle of the year

	H1/2014	H1/2013	Δ in %
Net debt ¹ (in € million)	585.1	633.4	-7.6
Gearing ¹ (in %)	63.3	69.9	-6.6%p.
Cash flow from operating activities (in € million)	104.3	93.1	+12.0
Free cash flow (in € million)	74.0	68.3	+8.4
CAPEX (in € million)	31.0	36.9	-16.1
Equity ¹ (in € million)	924.6	905.9	+2.1
Equity ratio ¹ (in %)	48.2	46.4	+1.9%p.

Net debt / EBITDA ratio target for 2016 (2.5x) will already be reached in 2014

Expenses

- ✈ Cost of consumables reduced:
 - ✈ Lower use of de-icing materials and fuel due to mild winter,
 - ✈ Energy savings measures

- ✈ Personnel costs perceptibly lower:
 - ✈ Decline in winter services
 - ✈ Lower average number of employees

- ✈ Contrary effect of collective wage increase of 2% as of May 1, 2014

- ✈ Reduction in other operating expenses based on
 - ✈ decline in transport services for snow removal
 - ✈ decline in expenses for third party services

- ✈ Slight rise in depreciation and amortisation following investments in 2013 and 2014

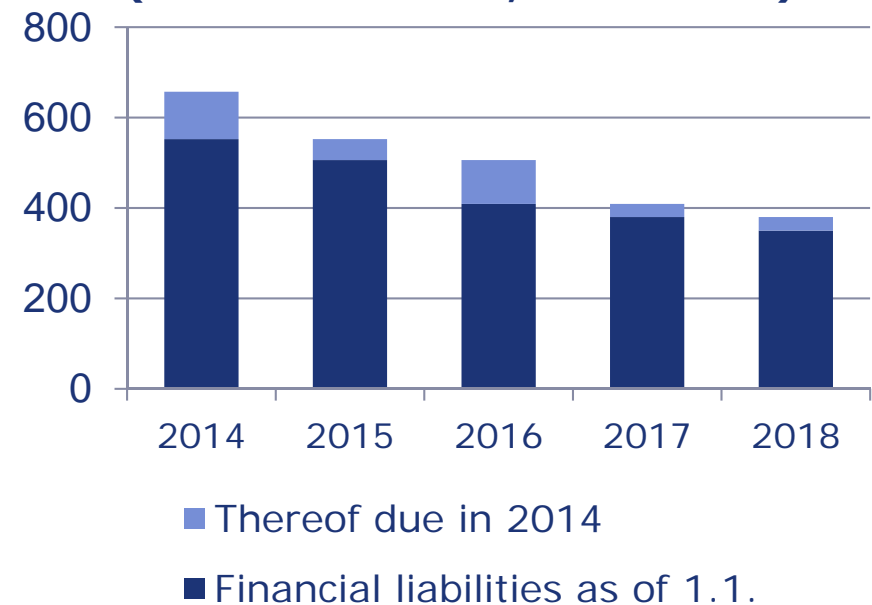
in € million	H1/2014	H1/2013	Δ in %
Consumables	-19.7	-26.3	-25.0
Personnel	-123.3	-125.5	-1.8
Other operating expenses	-42.7	-46.5	-8.2
Depreciation, amortisation & impairment losses	-63.3	-61.0	+3.8

Substantial improvement in net debt and gearing

- ✈ Reduction in non-current assets (€ -31.7 million): scheduled depreciation and amortisation (€ 63.3 million) exceed value of investments (€ 31.0 million)
- ✈ Decline in current assets (€ -5.8 million) mainly attributable to the reduction in receivables
- ✈ Due to the upcoming closing of the sale of the stake held in Friedrichshafen Airport, the stake was recognised as an “asset held for sale” (€ 2.3 million)
- ✈ Reduction of non-current liabilities by € 44.3 million, mainly by reclassifying items to current liabilities and by repayments
- ✈ Current liabilities down € 11.9 million vs. 31.12.2013 – reclassification from non-current liabilities and higher tax provisions in contrast to decline in liabilities

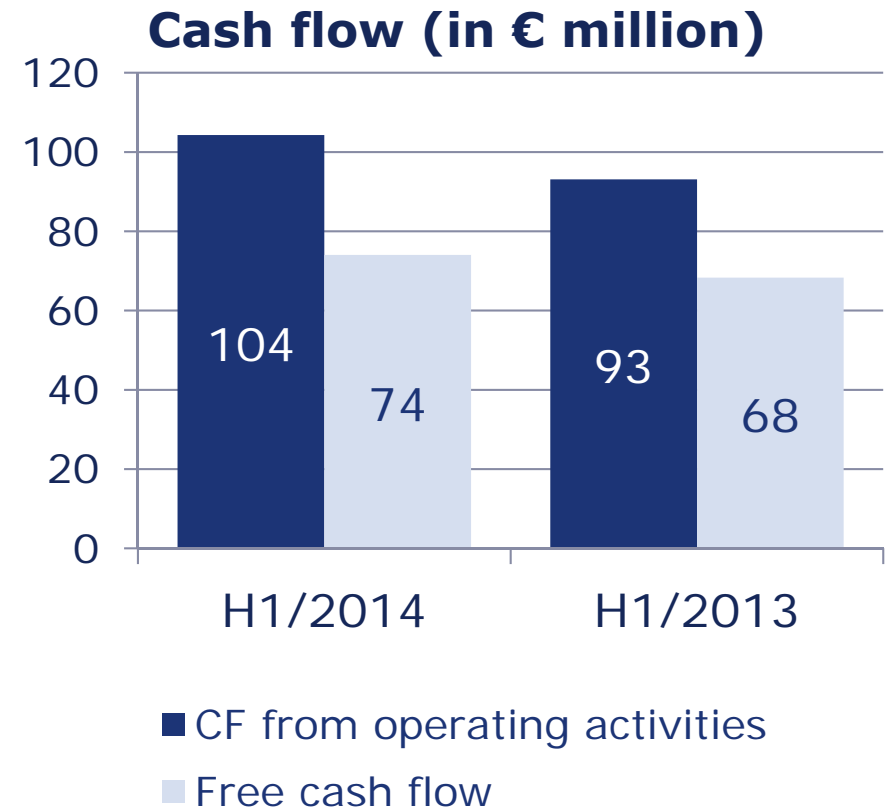
	30.6.2014	31.12.2013	Δ in %
Net debt (in € million)	585.1	633.4	-7.6%
Gearing (in %)	63.3	69.9	-6.6%p.

Maturity structure
(as of 31.12.2013; in € million)



Positive free cash flow

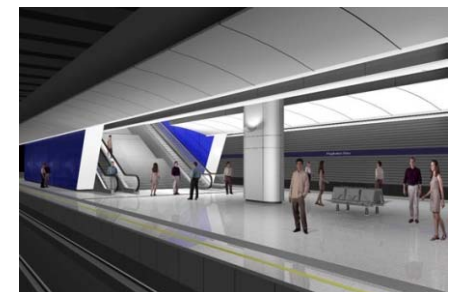
- ✈ Ongoing positive free cash flow of € 74.0 million (H1/2013: € 68.3 million)
- ✈ Cash flow from operating activities (€ 104.3 million) in H1/2014 slightly higher year-on-year due to improved earnings and reduction in receivables
- ✈ Cash flow from investing activities (€ -30.3 million) marginally higher than the prior-year level
- ✈ Cash flow from financing activities (€ -74.8 million) below prior year due to higher level of debt repayment in H1/2013 despite higher dividend distributed in 2014



- ✈ Investments (CAPEX) at € 31.0 million – the most important projects in H1/2014 were Hangar 7, technical noise protection and Pier West

Current projects: approx. € 110 million in investments planned for 2014 – Vienna Airport on track to become the Airport City

- ✈ Intensification of location marketing and real estate strategy for 2014 – addition of new services
- ✈ Expansion of hotel offering: tender process underway – decision by the end of 2014
- ✈ Expansion of conference offering in planning. Demand-oriented renovation/expansion of office portfolio as the next step
- ✈ Completion of renovation work on the freight forwarders building and construction of new cargo positions – improvement of cargo offering
- ✈ Completion of the new ÖBB long-distance railway station
- ✈ New construction of hangar recently concluded



Guidance for 2014 is confirmed and well secured

	2013	Financial targets for 2014
Revenue	€ 622.0 million	More than € 630 million
EBITDA	€ 241.5 million	Considerably higher than € 240 million
Net profit	€ 73.3 million	Expected to exceed € 75 million
Net debt	€ 633.4 million	Significantly below € 600 million
CAPEX	€ 72.9 million	Approx. € 110 million

SEGMENT RESULTS



Airport

✈ Higher revenue (+4.5%) thanks to passenger growth and higher income from landing fees

✈ Reduced burden on costs vs. H1/2013 due to mild winter:

✈ Expenses for consumables (especially de-icing materials) cut in half

✈ Personnel costs reduced despite virtually unchanged number of employees due to reduction in winter service activities

✈ Other operating expenses below prior year as a result of reduction in transport services for snow removal

✈ Slight rise in depreciation and amortisation (up by € 2.2 million) as a result of investments carried out in the course of 2013/2014

in € million	H1/2014	H1/2013	Δ in %
External revenue	163.5	156.5	+4.5
EBITDA	68.8	57.5	+19.8
EBIT	22.4	13.2	+69.7
Employees (average)	492	490	+0.5

Handling

✈ Revenue reduced by lower income from de-icing (€ -8.3 million)

✈ Positive development of cargo revenue (+9.1%)

✈ Lower level of costs

✈ due to reduced use of de-icing materials (consumables: -42.4%)

✈ and in spite of slight rise in personnel costs (positive one-off effect in H1/2013) and other operating expenses (among others reversal of impairment losses on receivables in H1/2013)

in € million	H1/2014	H1/2013	Δ in %
External revenue	72.2	79.2	-8.9
EBITDA	8.6	13.5	-36.2
EBIT	5.9	10.7	-45.1
Employees (average)	3,133	3,195	-1.9

Retail & Properties

✈ Shopping & gastro revenue slightly above H1/2013 (+ 2.0%): negative effects of renovation work on gastro areas and massive currency devaluations offset by growth in passenger volumes

in € million	H1/2014	H1/2013	Δ in %
External revenue	61.3	60.6	+1.1
EBITDA	39.3	37.9	+3.7
EBIT	31.8	30.6	+3.9
Employees (average)	80	80	+0.2

✈ Income from rentals of advertising space up 10.4%

✈ -2.6% decline in income from real estate based on a one-off effect in 2013 (A-Tec)

✈ Positive development of parking revenue (+4.2%)

TRAFFIC RESULTS



Traffic development at Vienna Airport H1/2014

	H1/2014	H1/2013	Δ in %
Passengers (in million)	10.54	10.24	+2.9
Local passengers (in million)	7.47	7.15	+4.5
Transfer passengers (in million)	3.05	3.08	-1.1
Flight movements (in 1,000)	112.46	112.81	-0.3
MTOW (in million tonnes)	3.91	3.81	+2.6
Seat load factor (in %)	73.1	72.5	+0.6 %p
Seating capacity (in million)	14.45	14.14	+2.2
Cargo including trucking (in 1,000 tonnes)	130.80	122.87	+6.4

- ✈ Positive effects of new destinations and frequency increases vs. H1/2013
- ✈ Slightly negative influence by political crises (Ukraine, Middle East)
- ✈ Gratifying passenger development in Malta of +7.7% (approx. 1.86 million PAX) and in Kosice of +48.7% (approx. 0.12 million PAX)

Traffic development at Vienna Airport July 2014

	7/2014	Δ in %	1-7/2014	Δ in %
Passengers (in million)	2.21	+2.3	12.76	+2.8
Local passengers (in million)	1.53	+5.6	9.00	+4.7
Transfer passengers (in million)	0.68	-5.4	3.73	-1.9
Flight movements (in 1,000)	21.37	+1.1	133.83	-0.1
MTOW (in million tonnes)	0.76	+5.4	4.67	+3.1
Seat load factor (in %)	78.5	-0.5%p.	74.0	+0.4%p.
Seating capacity (in million)	2.83	+3.3	17.28	+2.4
Cargo including trucking (in 1,000 tonnes)	22.54	+10.3	153.34	+7.0

- ✈ Growth of local passenger volumes offsets negative effects of political crises in the Ukraine and Middle East

OUTLOOK



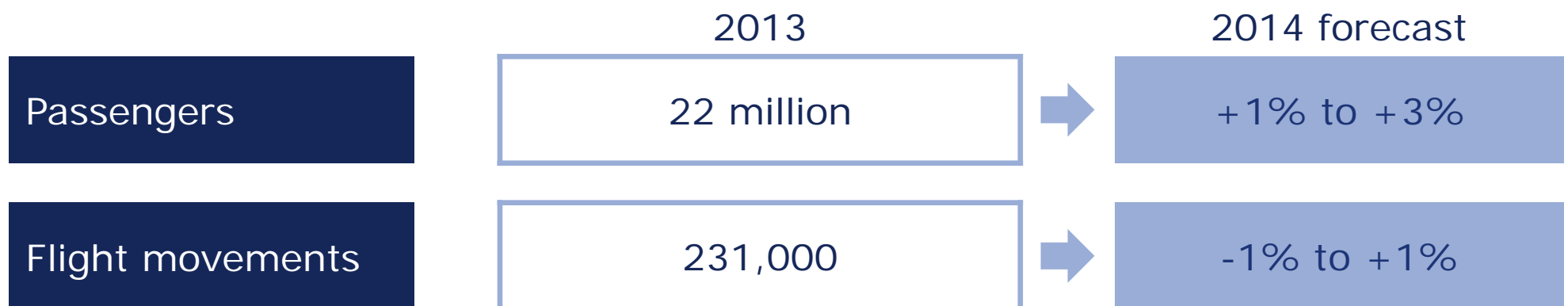
Infrastructure modernisation ensures greater quality

- ✈ Revitalisation of Pier West by the end of 2014 – operating agreement for new restaurants recently concluded with DO & CO
- ✈ New shopping and gastro facilities since 2013:
 - ✈ New and enlarged duty free shop in the Plaza
 - ✈ New brands such as Senses of Austria, Billa Convenience Store, Versace, Zilli, Longchamp, Michael Kors, Christ, Desigual, Victoria's Secret, Philipp Plein etc.
 - ✈ New restaurants: Burger King, Cafe Culto, Take Off; Rusticelli Mangione and Zugvogel added in 2014
- ✈ New connection between Terminals 1 and 3; introduction of a new guidance system
- ✈ Ongoing improvement of service quality: transfer shuttle, south entrance, HON check-in, mobility and family service centre, family fun gate, new monitor layout, walking distance and waiting time displays



Optimistic traffic estimates for 2014

- ✈ Positive development thanks to new destinations and higher frequencies of flights
- ✈ Pressure due to political crises in the Ukraine and Middle East
- ✈ From today's perspective expectations at the upper end of predicted range



THANK YOU FOR YOUR ATTENTION!

