

# FLUGHAFEN WIEN AG

Traffic Results in 2016 and  
Business Outlook for 2017



# 2016: Three records set in one year



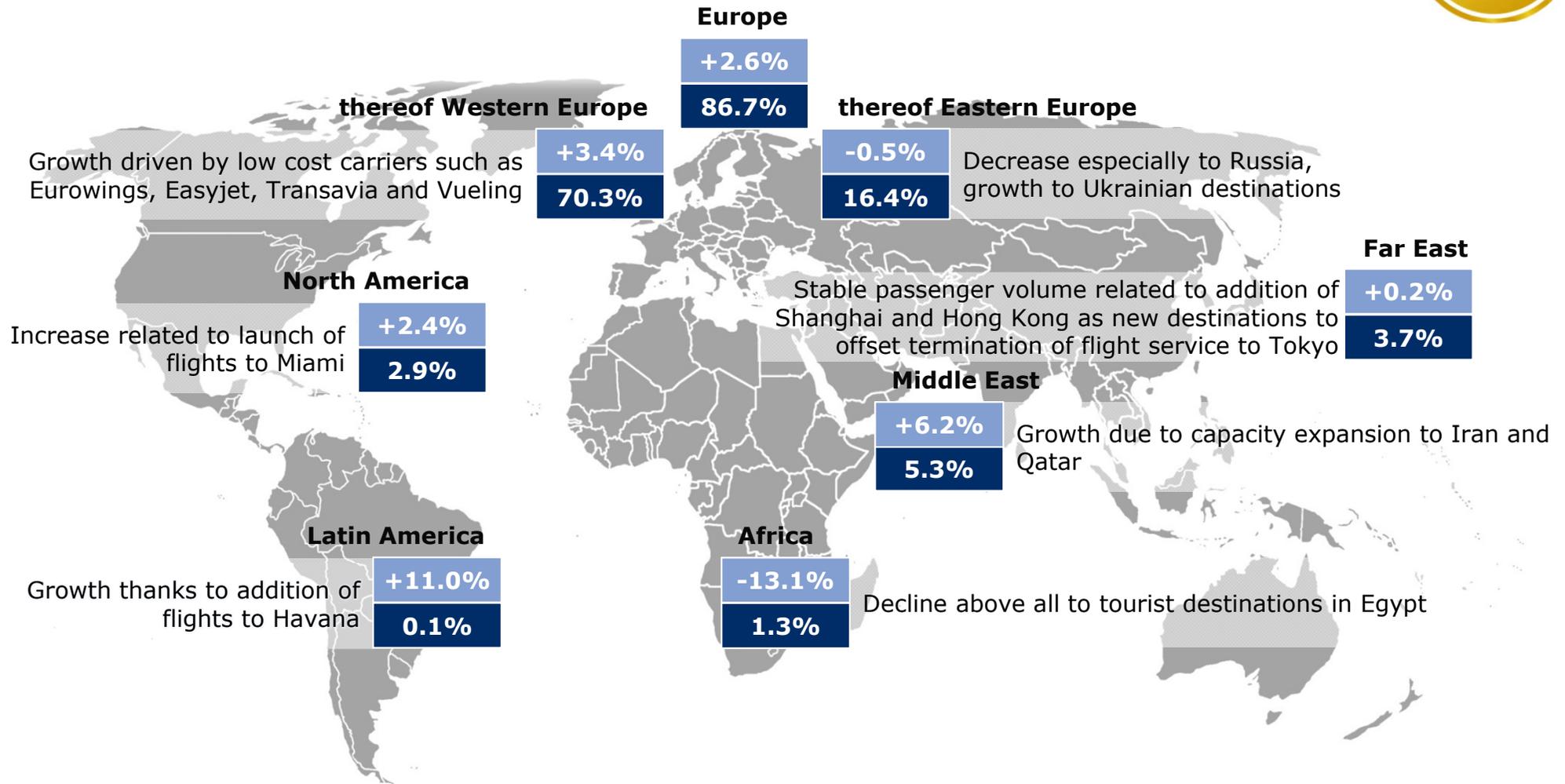
- ✈ **Busiest day ever:** 89,361 passengers on September 16, 2016
- ✈ **Best month ever:** 2.4 million passengers in July 2016
- ✈ **Strongest year:** 23.4 million passengers in 2016 (+2.5%)
  
- ✈ **Low cost segment as a growth driver**
  - Increase of more than 800,000 passengers due to Eurowings, easyJet, Vueling, Transavia etc. in 2016 (+40.9%)
  - Eurowings and easyJet generate highest passenger growth at VIE
  
- ✈ **Growth strategy focuses on expansion of the low cost segment and long-haul flight service**

# Traffic development 2016 Flughafen Wien AG



<b>Traffic development at Vienna Airport</b>	<b>2016</b>	<b>2015</b>	<b>Δ in %</b>
Passengers (millions)	23.35	22.78	+2.5
Local passengers (millions)	17.08	16.38	+4.3
Transfer passengers (millions)	6.17	6.30	-2.0
Flight movements (in 1,000)	226.40	226.81	-0.2
MTOW (millions of tonnes)	8.65	8.40	+3.1
Seats (departure/arrival)	31,932,676	30,810,577	+3.6
Seat load factor (percent)	73.4	74.3	-0.8%p
Cargo incl. trucking (in 1,000 tonnes)	282.73	272.58	+3.7

# 74 airlines serve 186 destinations in 72 countries



Passenger growth compared to previous year  
Share of total passenger volume

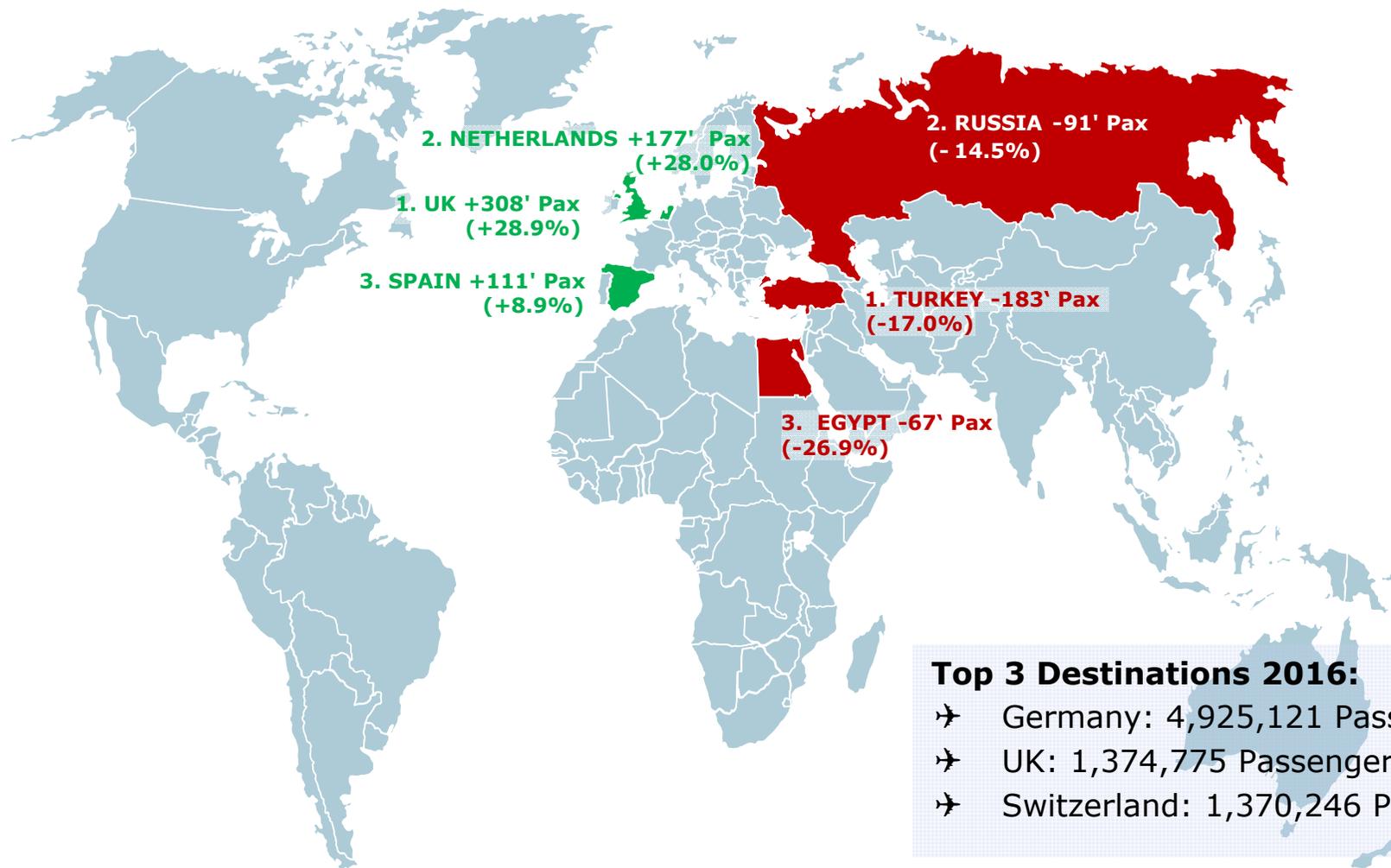
Departed passengers, 2016 development compared to 2015 and share of total passenger volume in 2016

# Country highlights in 2016

Total passengers, change vs. 2015



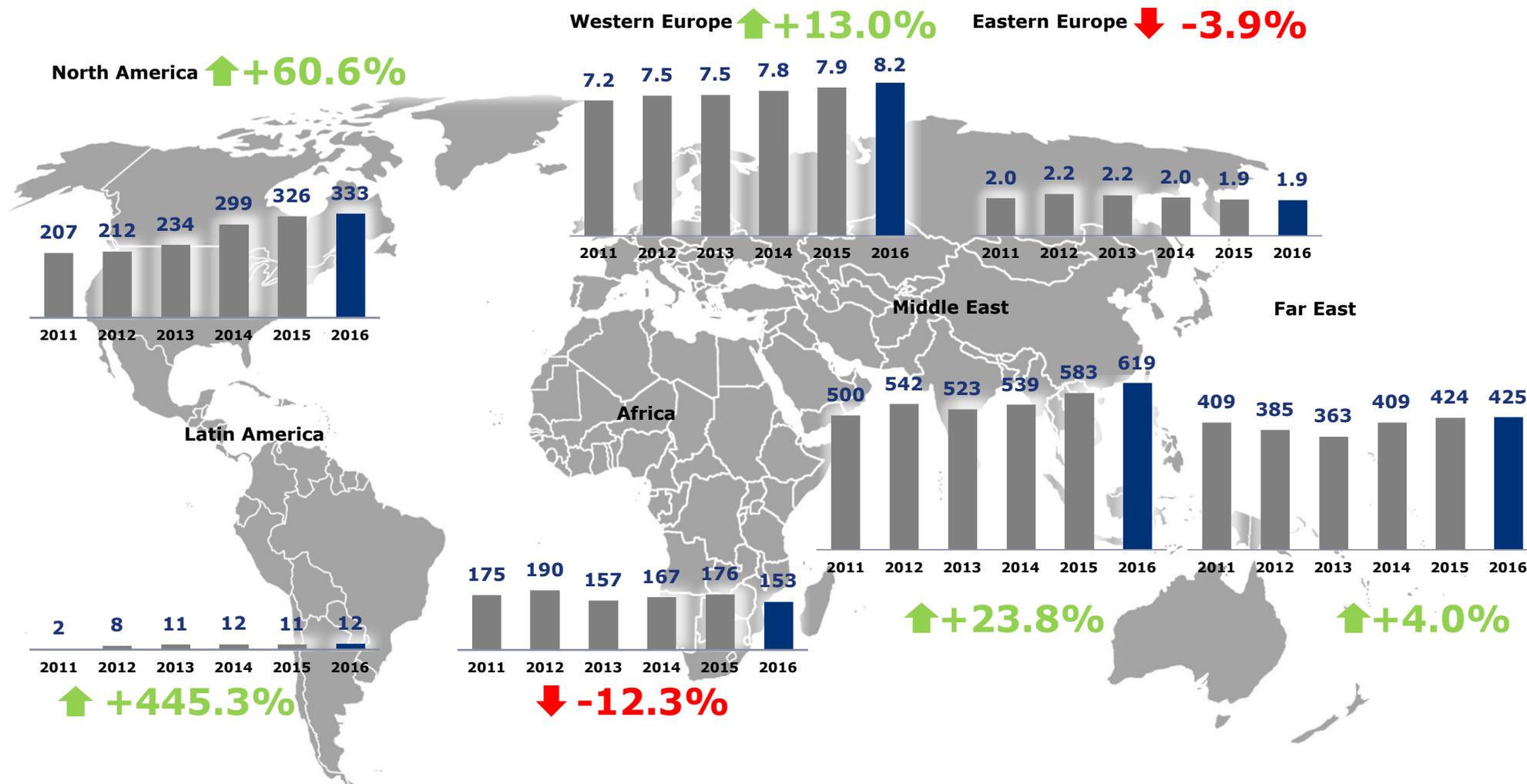
TOP 3 countries for growth and decrease in passenger volume



**Top 3 Destinations 2016:**

- ✈ Germany: 4,925,121 Passengers
- ✈ UK: 1,374,775 Passengers
- ✈ Switzerland: 1,370,246 Passengers

# Strategic goal to expand long-haul flight service: strong rise in passenger volume since 2011



Departed passengers, figures for Europe in millions, otherwise in thousands

# Shares of scheduled carriers



2016	Share in %	Passengers	PAX Δ% vs. 2015
1. Austrian	44.5	10,402,625	+0.1
2. NIKI	9.2	2,158,023	-10.5
3. airberlin	6.2	1,440,965	-1.6
4. Eurowings & Germanwings	5.5	1,275,117	+44.6
5. Lufthansa	3.9	903,585	+0.6
6. easyJet Group <sup>1</sup>	2.7	628,578	+87.0
7. British Airways	2.2	504,014	+11.6
8. Turkish Airlines	2.0	477,195	-2.0
9. Emirates	1.8	420,090	+6.7
10. SWISS	1.7	386,582	+4.9
11. KLM Royal Dutch Airlines	1.5	348,228	+4.3
12. Aeroflot	1.2	276,224	+3.9
13. Air France	1.2	271,331	-2.9
14. Vueling Airlines	1.0	230,328	+42.4
15. Iberia	0.9	203,866	+0.0
Other	14.7	3,425,265	-0.7
<b>Total</b>	<b>100.0</b>	<b>23,352,016</b>	<b>+2.5</b>
thereof Lufthansa Group <sup>2</sup>	56.8	13,271,077	+2.9
thereof airberlin & NIKI	15.4	3,598,988	-7.1

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1) easyJet Group: easyJet and easyJet Switzerland

2) Lufthansa Group: Austrian Airlines, Lufthansa, Germanwings, Eurowings, SWISS, Brussels Airlines, SunExpress, SunExpress Deutschland

# Traffic development in 2016 Flughafen Wien Group



Group passenger development	2016	2015	Δ in %
Vienna Airport (millions)	23.35	22.78	+2.5
Malta Airport (millions)	5.08	4.62	+10.0
Kosice Airport (millions)	0.44	0.41	+6.4
Vienna Airport and strategic investments (VIE, MLA, KSC)	28.87	27.80	+3.8

## Malta Airport:

- ✈ **New passenger record, exceeding five million passengers for the first time**
- ✈ **Above average growth in the off-peak season (November +22.4%, December +32.2%)**

# Traffic forecast for 2017



## Flughafen Wien Group:



## Vienna Airport:



- ✈ Crises continue – Recovery in flight traffic to Eastern Europe
- ✈ Ticket tax remains a competitive disadvantage
- ✈ Far-reaching capacity reductions due to restructuring of the airberlin Group – Low cost segment and Lufthansa Group as growth drivers in 2017 expected to more than offset this development

# New routes and flight service cancellations in 2017



✈ **Austrian Airlines**   
New: Los Angeles, Mahé (Seychelles),  
Burgas, Gothenburg  
Increases to Cairo, Frankfurt,  
Hamburg, Lviv, Milan, Odessa, Paris,  
Stockholm, Zurich  
Service terminated: Jerez

✈ **NIKI**   
Reduction to 21 holiday destinations

✈ **airberlin**   
Increases to Berlin, Düsseldorf  
Service terminated: Hamburg,  
Hannover

✈ **Volotea**   
New: Marseille, Nantes

✈ **Eurowings**   
New: Birmingham, Brindisi, Ibiza,  
Jerez, Kavala, Lamezia Terme, Las  
Palmas, Madrid, Malaga, Malta,  
Mytilene, Nice, Nuremberg, Olbia,  
Paphos, Pisa, Porto, Samos, Zadar  
Increases to Barcelona, Hamburg,  
Hannover, Rome  
Service terminated: Valencia

✈ **Flybe/Stobart Air**   
New: London Southend

✈ **Germania**   
New: Rostock

✈ **S7 Airlines**   
New: Moscow

✈ **SunExpress**   
New: Ankara

# Vienna Airport is preparing for the future

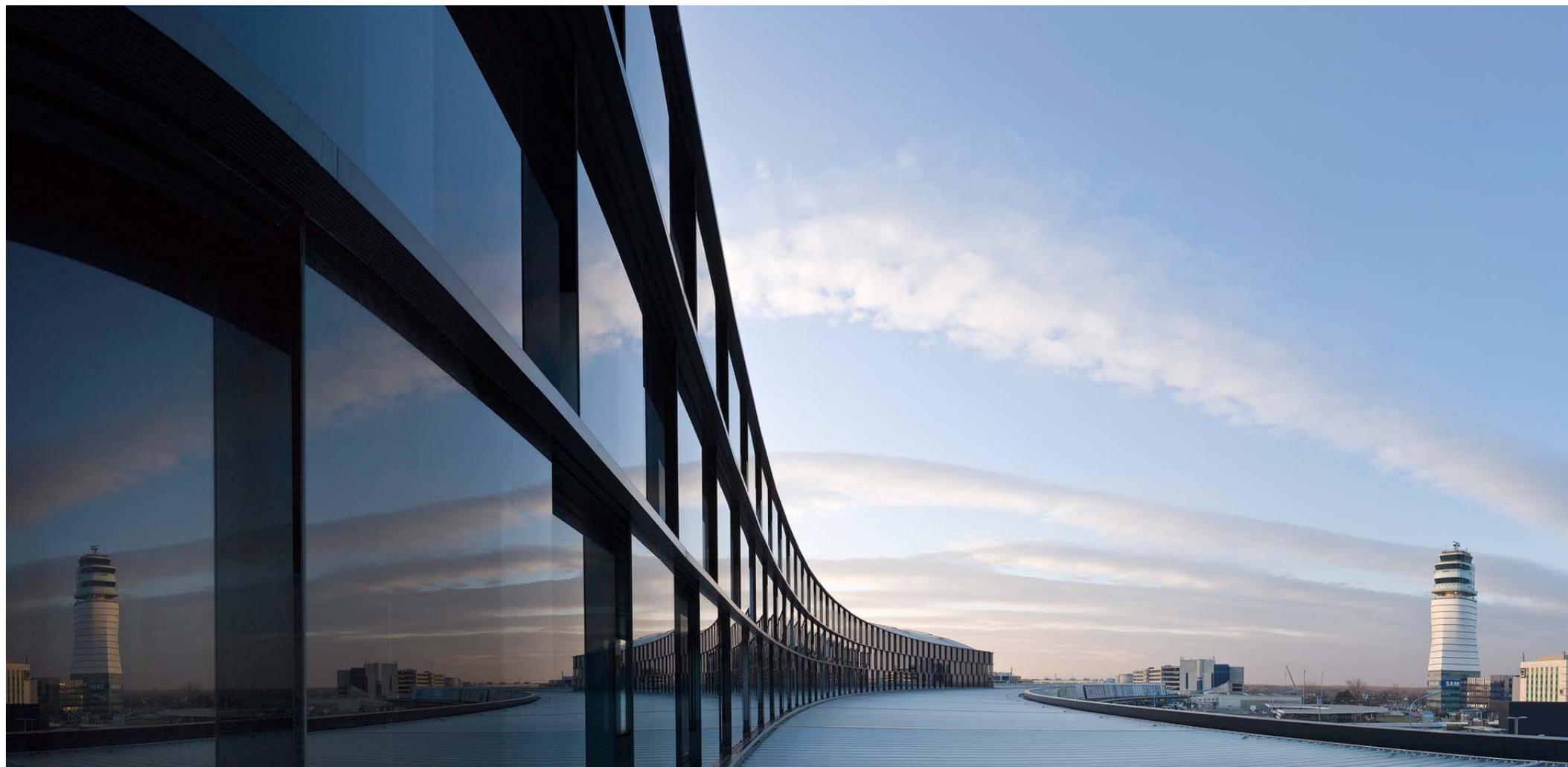


- ✈ Successful completion of large-scale runway renovation 11/29 – Repair of 210,000 m<sup>2</sup>, 95,000 tonnes of concrete, 270 km of cables, 15 km of conduits – securing of long-term resilience of both runways
- ✈ Technological progress also perceptible at VIE: Airbus 380, Airbus 350 and Boeing 787 Dreamliner in regular operation, baggage drop off at Terminal 3
- ✈ Terminal development underway – € 500 million in investments to modernise the terminal infrastructure by 2023





# BUSINESS DEVELOPMENT AND FINANCIAL GUIDANCE FOR 2017



# Meet challenges on the basis of cost efficiency and higher productivity



**Investments in quality and growth while maintaining the strategy to enhance productivity and reduce costs**

**✈ € 1.6 billion investment programme up to 2025 to ensure growth and secure employment**

**✈ Significantly higher dividends for 2016**

# The Airport City continues to grow

- ✈ Successful location marketing: 12 new companies with over 600 employees located at the airport site in 12 months
- ✈ New services: 24/7 postal partner office, MOXY Hotel to open in March 2017, modernisation of Car Park 4
- ✈ 20,000 m<sup>2</sup> new office space: Office Park 4 – completion at the beginning of 2020
- ✈ Inter-municipal cooperation and marketing of the Vienna Airport Region
- ✈ Airport City is the optimal site for “Brexit refugees”

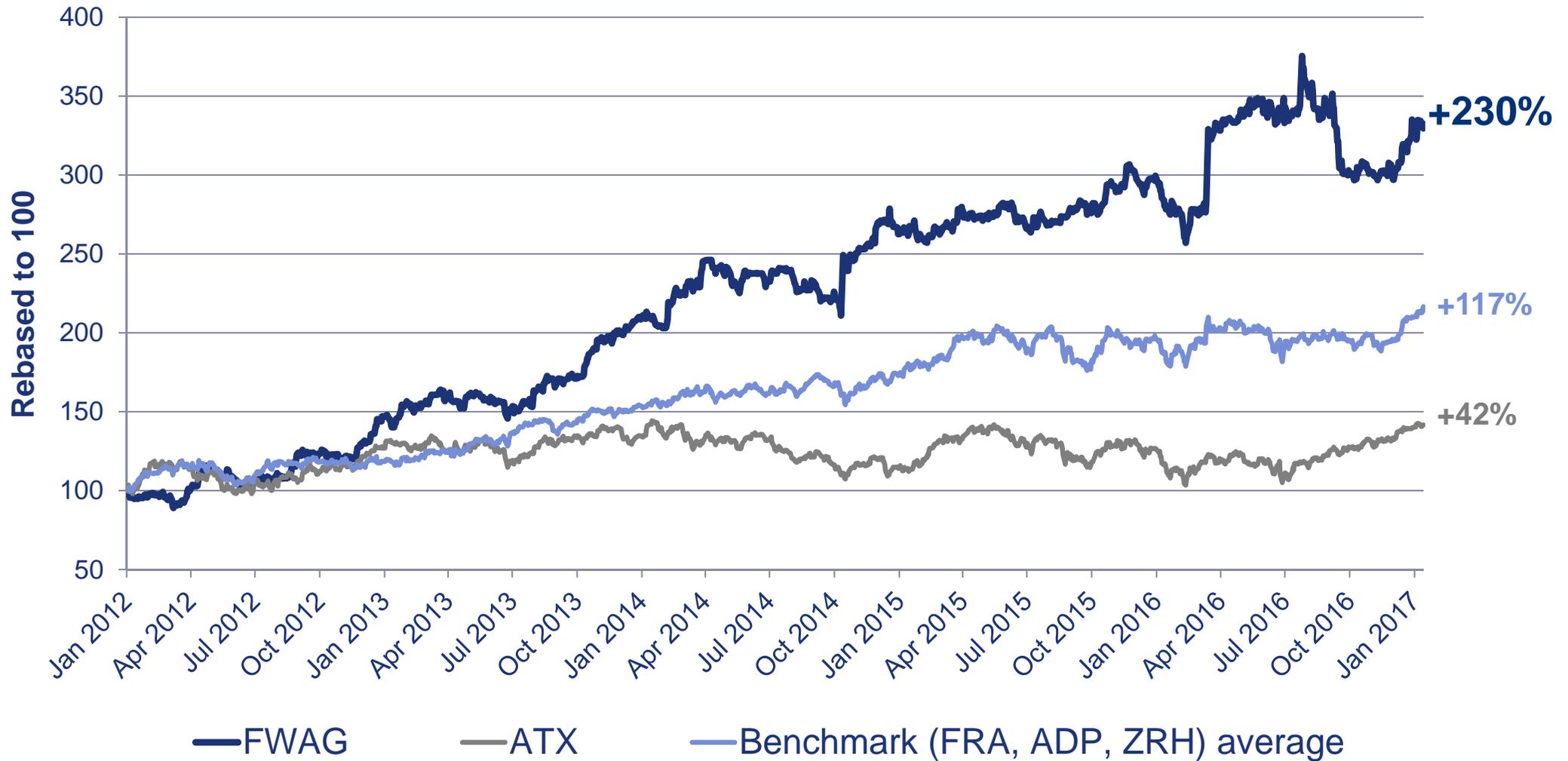


# Expectations for 2017



- ✈ **Further increase in revenue, EBITDA and consolidated net profit, ongoing reduction in net debt**
- ✈ **Significantly higher dividends for 2016 due to earnings improvement**
- ✈ **Investments in quality and capacities of about € 100 million** (€ 16 million for expansion of Air Cargo Center, € 50 million for Office Park 4 and much more in the coming years)
- ✈ **Focus in 2017 on further expansion and aggressive marketing of the Airport City and Vienna Airport Region**

# Share price development since January 2012: market capitalisation over € 2 billion



# Outlook for 2017 – Further earnings improvement expected



## Outlook 2017 (Outlook 2016)

Revenue



> € 740 million (> € 725 million)

EBITDA



> € 315 million (> € 310 million)

Consolidated net profit



> € 120 million ( $\geq$  € 115 million)

Net debt



< € 350 million ( $\leq$  400 million)

CAPEX



> € 100 million ( $\sim$  € 95 million)

**THANK YOU FOR YOUR ATTENTION!**

