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

- 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
  
  **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

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

Turnover structure

<table>
<thead>
<tr>
<th>Category</th>
<th>Turnover (EUR m)</th>
<th>Percentage</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Airport</td>
<td>157.8</td>
<td>45.5%</td>
<td>+10.9%</td>
</tr>
<tr>
<td>Non-Aviation</td>
<td>83.9</td>
<td>23.9%</td>
<td>+27.5%</td>
</tr>
<tr>
<td>Handling</td>
<td>106.1</td>
<td>30.6%</td>
<td>+8.9%</td>
</tr>
</tbody>
</table>

Turnover structure excl. handling:

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>34.5%</td>
<td>65.5%</td>
</tr>
</tbody>
</table>
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

<table>
<thead>
<tr>
<th>Region</th>
<th>Share of traffic in %</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>83.9</td>
<td>+ 8.5</td>
</tr>
<tr>
<td>East:</td>
<td>16.3</td>
<td>+ 8.0</td>
</tr>
<tr>
<td>West:</td>
<td>67.7</td>
<td>+ 8.6</td>
</tr>
<tr>
<td>Far East</td>
<td>7.7</td>
<td>+ 2.2</td>
</tr>
<tr>
<td>Middle East</td>
<td>4.1</td>
<td>+ 14.4</td>
</tr>
<tr>
<td>North America</td>
<td>2.9</td>
<td>- 5.4</td>
</tr>
<tr>
<td>Others</td>
<td>1.4</td>
<td>- 8.0</td>
</tr>
<tr>
<td>TOTAL</td>
<td>100.0</td>
<td></td>
</tr>
</tbody>
</table>

Scheduled traffic comprises 94.2% of total traffic
## Traffic Results 2006

### Passengers – Low-Cost Carriers

<table>
<thead>
<tr>
<th>Low-Cost Carrier</th>
<th>2006</th>
<th>% to 2005</th>
<th>LCC share in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Air Berlin</td>
<td>1,057,422</td>
<td>+ 13.8</td>
<td>6.3</td>
</tr>
<tr>
<td>Niki</td>
<td>753,221</td>
<td>+ 11.5</td>
<td>4.5</td>
</tr>
<tr>
<td>Germanwings</td>
<td>360,352</td>
<td>+ 7.7</td>
<td>2.1</td>
</tr>
<tr>
<td>Blue Express</td>
<td>32,092</td>
<td></td>
<td>0.2</td>
</tr>
<tr>
<td>Intersky</td>
<td>26,693</td>
<td>- 52.8</td>
<td>0.2</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>2,229,780</td>
<td>+ 13.2</td>
<td>13.2</td>
</tr>
</tbody>
</table>
Traffic Results 2006

Comparison of traffic to Eastern Europe in November 2006

* OAG – November 2006
## Traffic Results 2006

**Airlines – Share of Passengers**

<table>
<thead>
<tr>
<th>%</th>
<th>2006</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Austrian Airlines Group</td>
<td>57.0</td>
<td>56.6</td>
</tr>
<tr>
<td>Air Berlin</td>
<td>6.3</td>
<td>5.9</td>
</tr>
<tr>
<td>Lufthansa</td>
<td>5.6</td>
<td>5.5</td>
</tr>
<tr>
<td>Niki</td>
<td>4.5</td>
<td>4.3</td>
</tr>
<tr>
<td>Germanwings</td>
<td>2.1</td>
<td>2.1</td>
</tr>
<tr>
<td>British Airways</td>
<td>2.1</td>
<td>2.2</td>
</tr>
<tr>
<td>Air France</td>
<td>1.8</td>
<td>1.8</td>
</tr>
<tr>
<td>Swiss Intl.</td>
<td>1.8</td>
<td>2.0</td>
</tr>
<tr>
<td>KLM</td>
<td>1.4</td>
<td>1.5</td>
</tr>
<tr>
<td>Turkish Airlines</td>
<td>1.0</td>
<td>1.1</td>
</tr>
<tr>
<td>Others</td>
<td>16.3</td>
<td>17.1</td>
</tr>
</tbody>
</table>
## Traffic Results 2006

### Comparison - Punctuality at European Hubs

Departures delayed more than 15 minutes

<table>
<thead>
<tr>
<th>Airport</th>
<th>Delayed aircraft (more than 15 min) in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vienna International Airport</td>
<td>17.6</td>
</tr>
<tr>
<td>Zurich</td>
<td>22.4</td>
</tr>
<tr>
<td>Munich</td>
<td>22.6</td>
</tr>
<tr>
<td>Amsterdam</td>
<td>23.3</td>
</tr>
<tr>
<td>Frankfurt</td>
<td>24.7</td>
</tr>
<tr>
<td>Copenhagen</td>
<td>25.7</td>
</tr>
<tr>
<td>Milan Malpensa</td>
<td>30.3</td>
</tr>
<tr>
<td>Paris CDG</td>
<td>30.6</td>
</tr>
<tr>
<td>Rome</td>
<td>35.7</td>
</tr>
<tr>
<td>London Heathrow</td>
<td>38.1</td>
</tr>
</tbody>
</table>

Source: AEA 3rd Quarter/2006
## Traffic Results 2006

### Cargo Development

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2005</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Air freight (dep. + arr.) in tonnes</td>
<td>187,852</td>
<td>167,494</td>
<td>12.2</td>
</tr>
<tr>
<td>Trucking (dep. + arr.) in tonnes</td>
<td>77,926</td>
<td>67,183</td>
<td>16.0</td>
</tr>
<tr>
<td>Air freight + trucking in tonnes</td>
<td>265,778</td>
<td>234,677</td>
<td>13.3</td>
</tr>
</tbody>
</table>
Traffic Results - Forecast 2007

- Passengers: + 5%
- MTOW: + 3%
- Flight movements: + 2%
Number of Passengers at Selected Airports in Europe

- 2003: 6.8
- 2004: 15.7
- 2005: 7.3
- 2006: 6.3

VIE - European average
Number of Passengers at Selected Airports in Europe

3-year average
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%)

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

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

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!