

Results for the First Nine Months of 2007

Flughafen Wien Group

December 2007



Facts & Activities

16.9 m passengers in 2006

Share of transfer traffic in 2006: 33.7%

Vienna Airport plc

- Privatised in 1992
- Ownership structure since 2001:
 - 20%** City of Vienna
 - 20%** Province of Lower Austria
 - 60%** free float,
thereof 10% employee trust

**Excellent location as gateway to
East European countries**

**Full-service airport provider
(incl. ground handling)**

Working environment:

- Approx. 4.050 employees in the
Flughafen Wien Group

High dividend yield

Highlights for the First Nine Months of 2007

Revenue 1-9/2007:	EUR 377.9 million	+	8.9%
EBITDA 1-9/2007:	EUR 152.1 million	+	13.0%
EBIT 1-9/2007:	EUR 101.6 million	+	15.8%
Net profit 1-9/2007: <i>after minority interest</i>	EUR 74.5 million	+	13.0%
Passenger development: (above European average of 5.5%*)		+	9.4%

Results for 1-9/2007

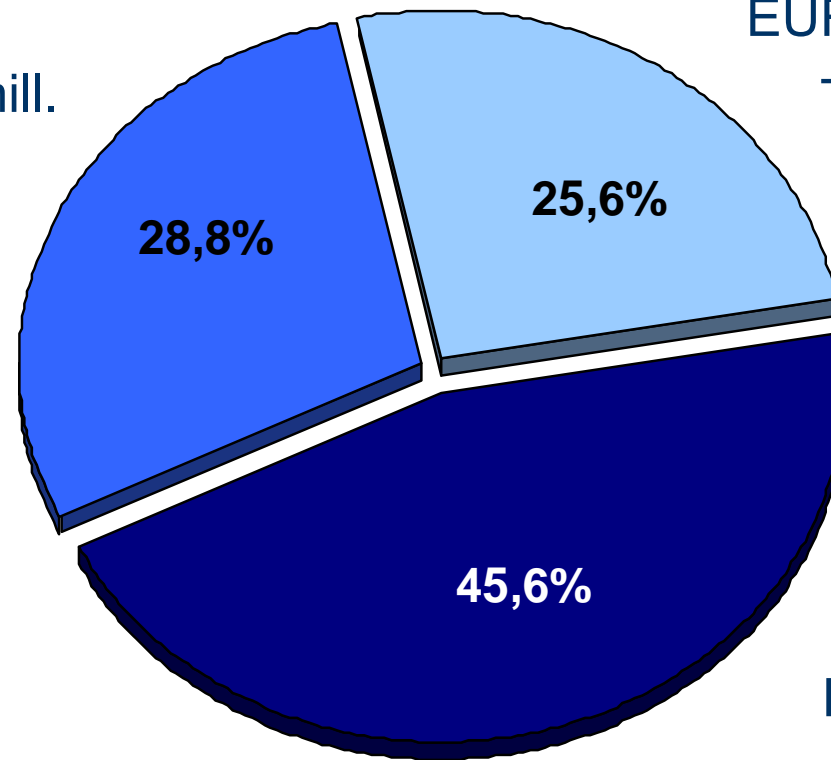
	in EUR mill.	1-9/2007	1-9/2006	Change in %
Revenue		377.9	347.0	+ 8.9
Other operating income		11.6	8.6	+ 34.4
Operating income		389.5	355.6	+ 9.5
Operating expenses (excl. depr./amort.)		-237.4	-221.0	+ 6.9
EBITDA		152.1	134.6	+ 13.0
Depreciation and amortisation		-50.5	-46.8	+ 7.9
EBIT		101.6	87.7	+ 15.8
Financial results		-2.0	-0.6	+ 267.6
Profit before taxes (EBT)		99.6	87.2	+ 14.2
Taxes		-23.1	-21.2	+ 8.9
Minority interest		1.9	0.0	n.a.
Net profit after minority interest		74.5	66.0	+ 13.0

Results for 1-9/2007

Revenue structure

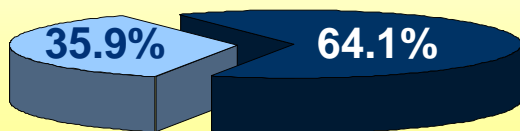
Handling
 EUR 108.9 mill.
 + 2.7%

Non - Aviation
 EUR 96.5 mill.
 + 16.2%



Airport
 EUR 172.4 mill.
 + 9.3%

Revenue structure excl. Handling



Results for 1-9/2007

Overview of operating expenses

in EUR mill.	1-9/2007	1-9/2006	Change in %	
Consumables and services	24.9	25,8	-	3.7
Personnel expenses	155.3	145,9	+	6.4
Depreciation and amortisation	50.5	46.8	+	7.9
Other operating expenses	57.2	49.3	+	16.0
Total operating expenses	287.9	267.9	+	7.5

Results for 1-9/2007

Key data

in %	1-9/2007	1-9/2006
EBIT margin	26.1	24.7
EBITDA margin	39.1	37.8
WACC	6.4	5.3
Gearing*	37.4	27.7

* European Investment Bank credit: € 400 mill., term 25 years, fixed interest rate

Results for 1-9/2007

Segment reporting

in EUR mill.	1-9/2007	1-9/2006	Change in %
<u>Airport</u>			
Ext. segment revenue	172.4	157.8	+ 9.3
Segment earnings (EBIT)	71.3	61.7	+ 15.5
EBITDA margin in %	50.8	49.0	n.a.
<u>Handling</u>			
Ext. segment revenue	108.9	106.1	+2.7
Segment earnings	10.2	13.4	-23.9
EBITDA margin in %	12.5	14.9	n.a.
<u>Non-Aviation</u>			
Ext. segment revenue	96.5	83.0	+ 16.2
Segment earnings	32.8	28.5	+ 15.4
EBITDA margin in %	33.9	32.7	n.a.

Traffic 1-9/2007

Passengers:

14,043,370 (+ 9.4 %)

Transfer passengers:

4,589,716 (+ 6.1 %)

Movements:

189,243 (+ 5.6 %)

MTOW (in tonnes):

5,451,135 (+ 6.6 %)

Cargo incl. trucking (in tonnes):

198,469 (+ 1.5 %)



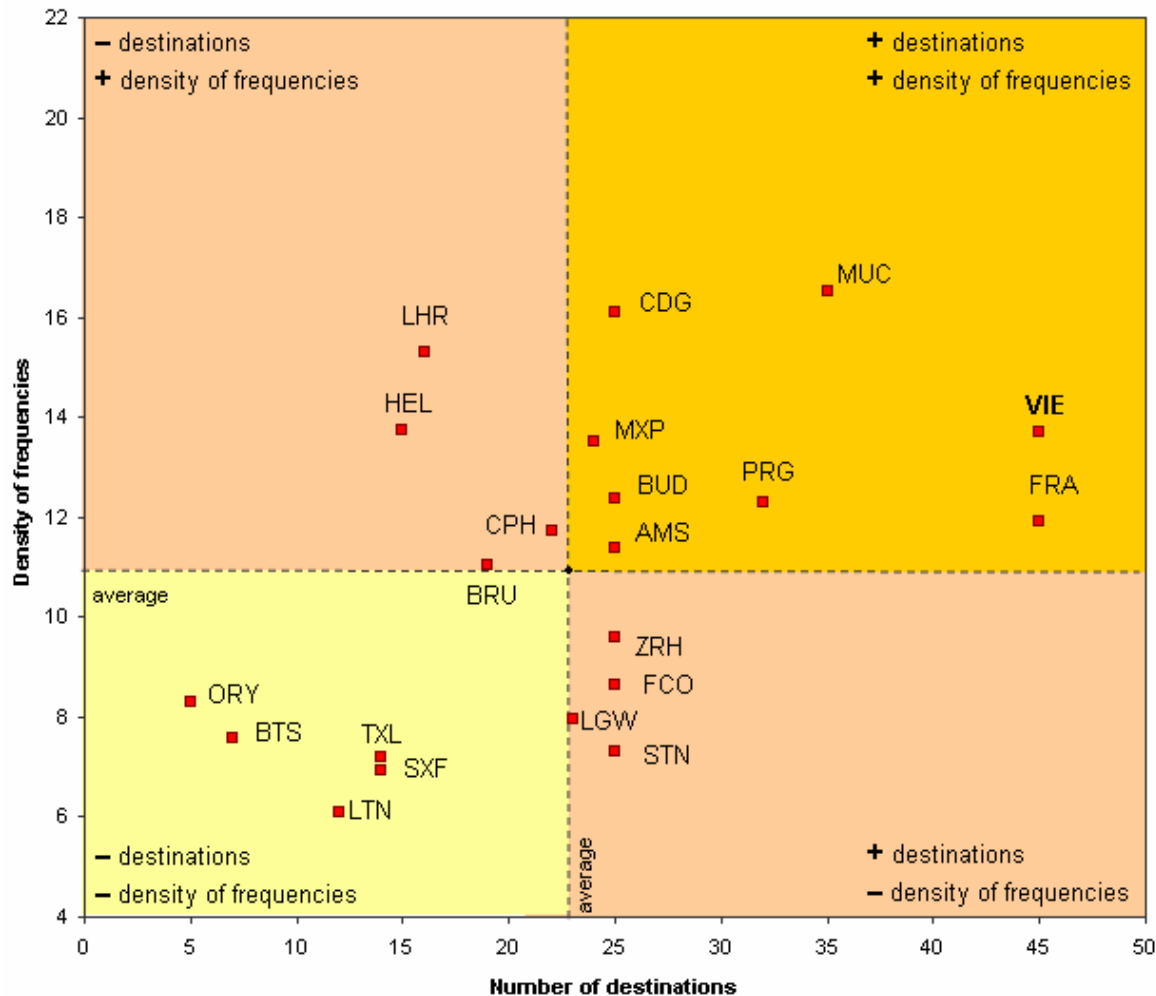
Traffic 1-9/2007

Highlights for the first nine months of 2007

Growth in traffic at VIE	+9.4%
Traffic to Middle East	+16.9%
Traffic to Eastern Europe	+ 22.1%
Passengers handled by low-cost carriers	+47.0%
Low-cost carriers as a % of total passengers	17.4%
New airlines	

Traffic 1-9/2007

Comparison of Eastern Europe



Traffic 1-9/2007

Airlines – share of passengers

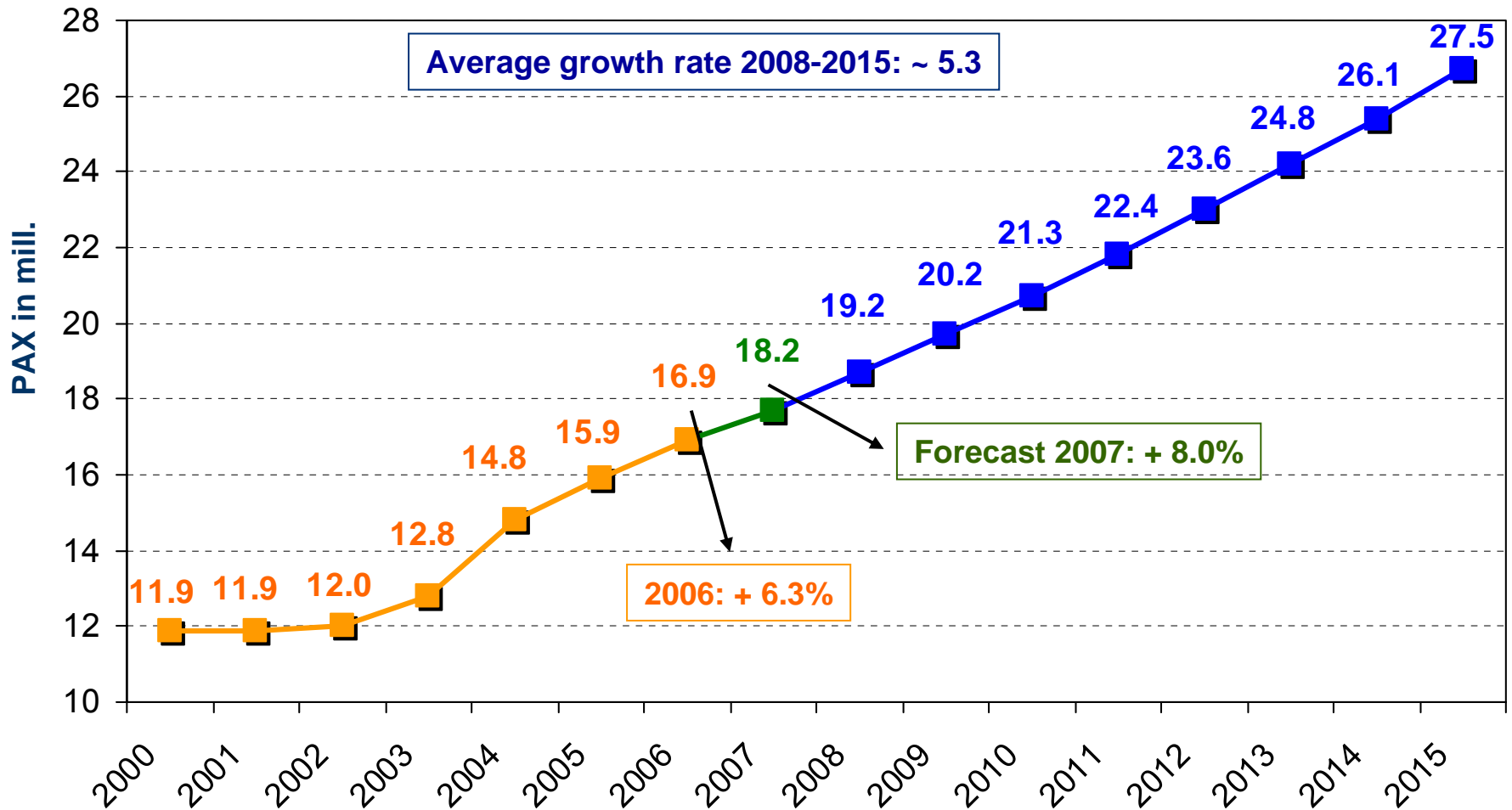
%	1-9/2007	1-9/2006
AUA-Group	53.8	57.3
Air Berlin	6.5	6.2
Niki	5.6	4.3
Lufthansa	5.2	5.5
Sky Europe	2.4	0.0
Germanwings	2.3	2.1
British Airways	1.9	2.1
Swiss Intl.	1.7	1.7
Air France	1.7	1.8
KLM	1.3	1.3
others	17.6	17.7

Traffic 1-11/2007

	1-9/2007	October 2007	November 2007	1-11/2007	Forecast 2007
Passengers	14,043,370	1,725,344	1,536,801	17,305,515	
Change in %	+ 9.4	+14.1	+21.8	+10.9	8%
MTOW (in tonnes)	5,451,062	654,663	632,692	6,738,417	
Change in %	+ 6.6	+10.6	+17.5	+7.9	5%
Flight movements	189,242	22,779	21,915	233,936	
Change in %	+ 5.6	+9.5	+15.0	+6.7	4.5%
Cargo incl. trucking (in tonnes)	198,469	25,617	25,457	249,543	
Change in %	+ 1.5	+5.4	+5.9	+2.3	

Long-Term Forecast

Number of passengers at Vienna International Airport 2000 - 2015



Strategy

Airport Segment

- Goal: growth of 1% above European average
 - Focus on Eastern Europe, transfer hub and low-cost carriers
 - Tariffs and incentives
 - Capacity measures

Handling Segment

- Goal: safeguard market share and quality standards

Non-Aviation Segment

- Goal: significant increase in shops and gastronomy
- Real estate development
- Increase in parking revenue
- Security services

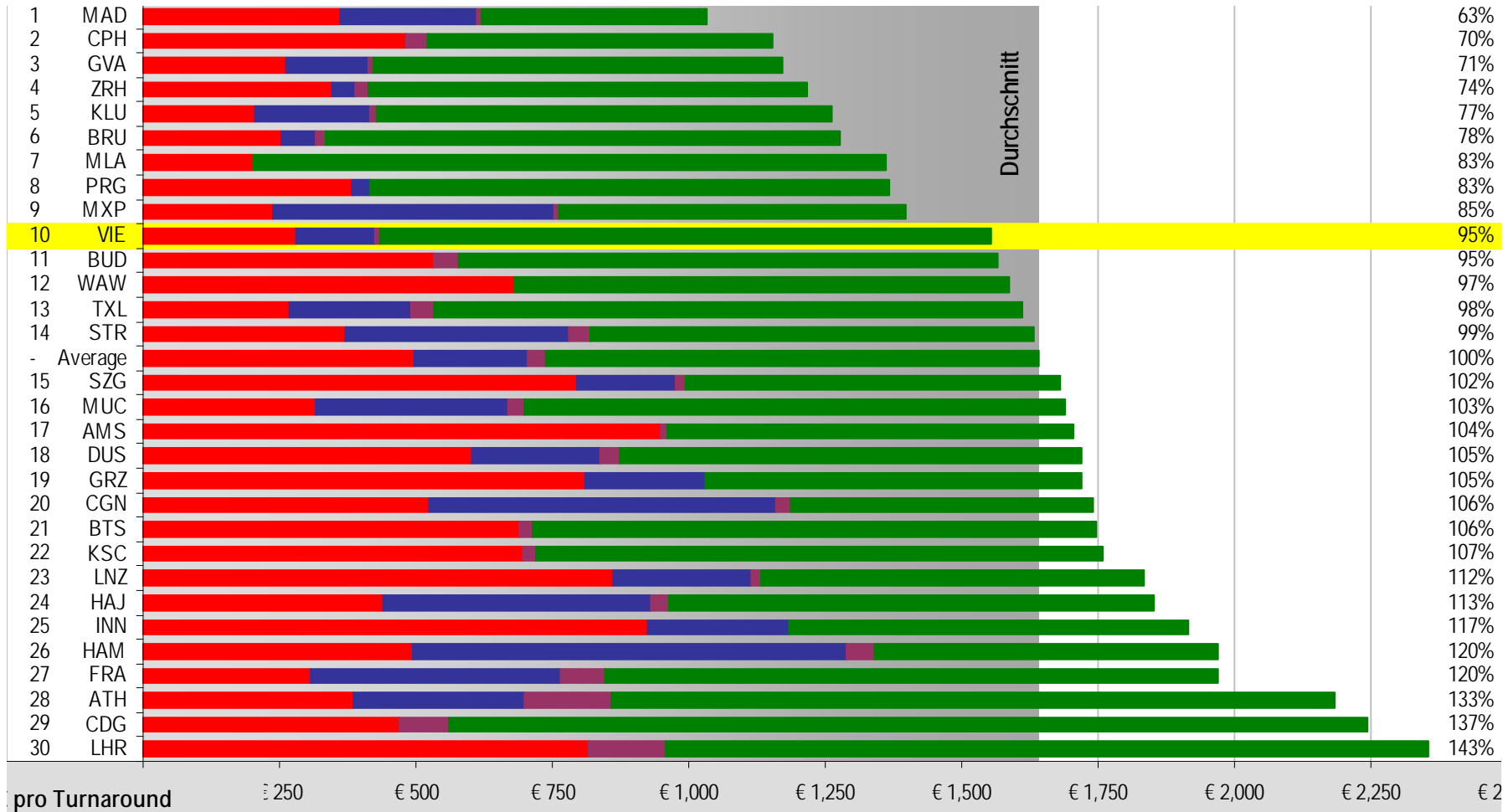
Strategy

Airport Segment

- **Focus on Eastern Europe, transfer hub and low-cost carriers**
 - Key gateway to Eastern Europe
(+22.1% in passenger volume during first nine months of 2007)
 - Transfershare at high level (32.7%)
 - Low-cost carriers: + 47.1% in number of passengers
- **Marketing activities**
 - Increased international marketing activities, above all for airlines in Eastern Europe and Middle East
 - New airlines in 2007:
Delta Air Lines, Sky Europe, 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

Strategy

Airport Segment

● Capacity measures

● “SKYLINK” terminal expansion

- Terminal area 76,000 m²
- Check-in counters 96
- Aircraft parking positions: 17
- Gates: 51



- Maintain minimum connecting time of 25 minutes
- Parallel runway to ensure sufficient capacity over the long-term
 - Start of environmental impact assessment

Strategy

Handling Segment

● Hold key customers over the mid-term

- Korean up to 12/2010
- Austrian up to 12/2009
- Eva Air up to 2/2009
- China Airlines up to 12/2009
- Qatar up to 12/2009

● Market share for first nine months 2007: 88.9%

Strategy

Non - Aviation Segment

- **Skylink Terminal:**

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

	Space in 2006	Reduction in space as of 2009	Additional space in Skylink	Total space as of 2009
Shopping / Gastronomy	11,200 m ²	3,500 m ²	12,000 m ²	19,700 m ²

- **Office Park II – completion in July 2007**

- **Office Park III – acquisition of World Trade Center in 2007**

Strategy

Non - Aviation Segment

● **Parking:**

- Current status: 15,400 parking spaces – thereof 8,000 in car parks
- Plus 5,000 spaces in Mazur parking lot (off airport)
- Expansion: 2,200 parking spaces in car park 4 (beginning in mid-2008)

● **Vienna International Airport Security Services GesmbH**

- Increased security controls support growth in revenue

International Projects

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

343,818 passengers in 2006

327,426 passengers 1-9/2007 (+ 19.6%)

Investment programme: ~EUR 11 mill.



Investment Project: Malta

Results 1-6/2007

Revenue:	EUR 18.7 mill. (+9.2%)
EBIT:	EUR 5.2 mill. (+25.7%)
Profit :	EUR 2.7 mill. (+ 32.1%)

Passengers 2006

➤ 2,701,624

● Passengers 1-9/2007

➤ 2,326,779 (+9.2%)

Owners

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



Friedrichshafen Airport

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

Located near borders of:
Germany – Austria – Switzerland

650,000 passengers in 2006

520,156 passengers 1-9/2007 (+ 1.4%)

Acquisition price: EUR 7.7 mill.



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