

Flughafen Wien AG Company Presentation

November 2010



At a glance

- Total revenue 1-9/2010: EUR 397.8 mill. (+6.3%)
- EBITDA 1-9/2010: EUR 144.5 mill. (+9.0%)
- EBIT 1-9/2010: EUR 95.2 mill. (+15.0%)
- Net profit 1-9/2010: EUR 72.2 mill. (+18.8%)
after non-controlling interests
- Passengers 1-9/2010: 14.9 mill. (+8.3%)
(European average of +4.1%*)

* Source: ACI January to September 2010

Financial Results 1-9/2010

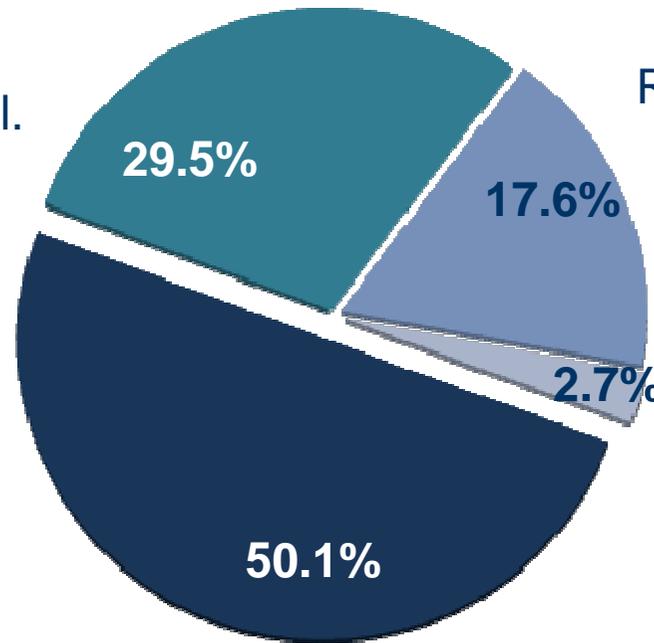
EUR mill.	1-9/2010	1-9/2009	Change in %
Revenues	397.8	374.4	+ 6.3
Other income	11.3	10.6	+ 6.7
Operating income	409.2	385.0	+ 6.3
Operating expenses (excl. depreciation)	-264.7	-252.4	+ 4.9
EBITDA	144.5	132.6	+ 9.0
Depreciation	-49.3	-49.8	- 1.1
EBIT	95.2	82.8	+ 15.0
Financial results	-1.2	-3.7	- 67.6
EBT	94.0	79.1	+ 18.9
Taxes	-21.8	-18.3	+ 19.2
Net profit after minority interests	72.2	60.8	+ 18.8

Financial Results 1-9/2010

Revenue by Segment

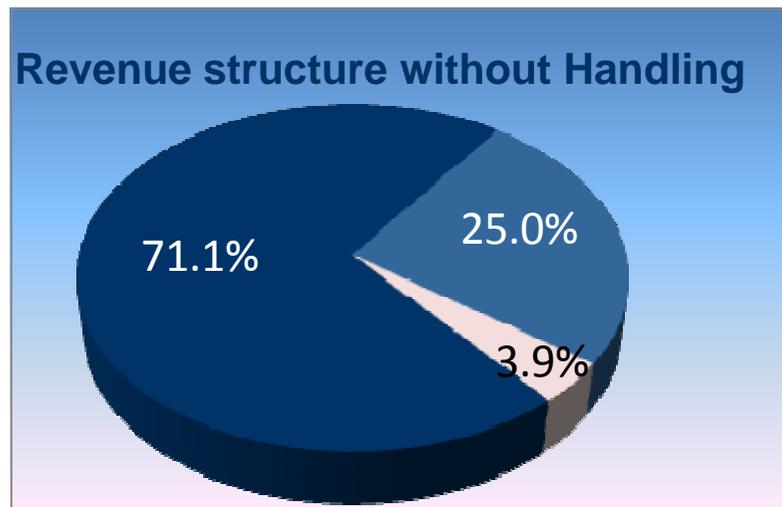
Handling
 EUR 117.3 mill.
 - 8.5%

Retail & Properties
 EUR 70.0 mill.
 +6.1%



Other Segments
 EUR 10.8 mill.
 - 8.6%

Airport
 EUR 199.3 mill.
 +18.7%



Financial Results 1-9/2010

Summary of Operating Expenses

in EUR mill.	1-9/2010	1-9/2009	Change in %
Consumables and services used	28.6	27.0	+ 5.8
Personnel expenses	168.5	160.2	+ 5.2
Depreciation	49.3	49.8	- 1.1
Other operating expenses	67.6	65.2	+ 3.7
Total operating expenses	314.0	302.2	+ 3.9

Financial Results 1-9/2010

Financial Indicators

in %	1-9/2010	1-9/2009
EBITDA Margin	36.3	35.4
EBIT Margin	23.9	22.1
ROE	8.9	7.8
ROCE	4.8	4.6
Gearing	77.7	74.6

Financial Results 1-9/2010

Segment Reporting

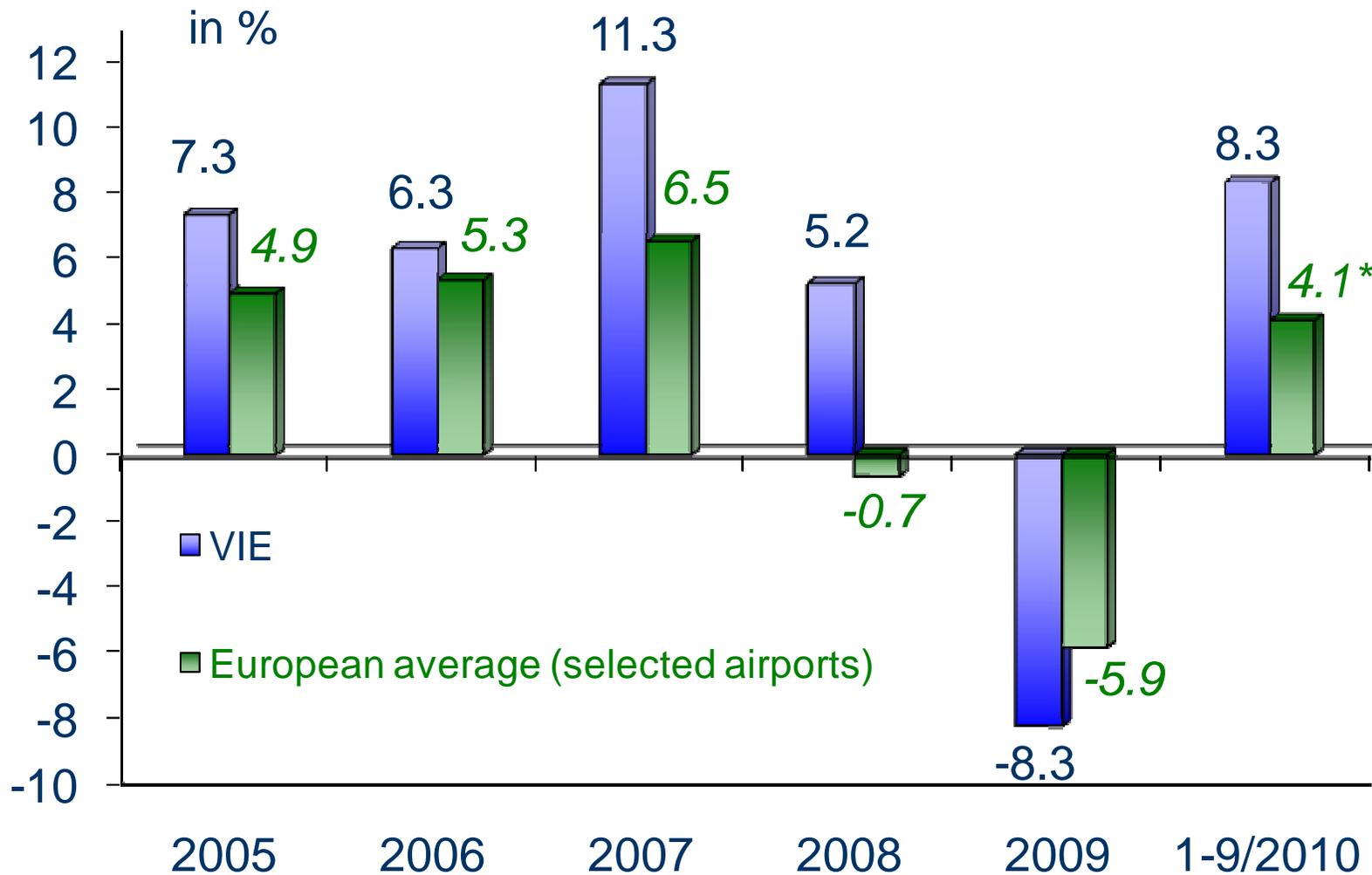
in EUR mill.	1-9/2010	1-9/2009
<u>Airport</u>		
External segment revenue	199.3	167.9
Segment EBIT	66.3	63.2
<u>Handling</u>		
External segment revenue	117.3	128.2
Segment EBIT	13.2	11.4
<u>Retail & Properties</u>		
External segment revenue	70.0	66.0
Segment EBIT	32.7	32.4
<u>Other Segments</u>		
External segment revenue	10.8	11.9
Segment EBIT	0.6	-3.0

Traffic Results 1-9/2010 at a glance

- Passenger traffic 1-9/2010 +8.3%
(European average +4.1%*)
- Strong development in traffic to Middle East +12.0%
- Passengers - Eastern Europe +12.8%
- Passengers – Low-cost carriers +0.9%
- Share of total passengers - Low-cost carriers 21.8%

* Source: ACI Average for the period January – September 2010

Passenger development at european airports



*source: ACI Airports Council International – Europe
from 09/2010 – 34 biggest airports in Europe

Traffic Results 1-9/2010

Passengers:

14,870,628 (+8.3%)

Transfer passengers:

4,555,962 (+9.7%)

Flight movements:

185,523 (+0.9%)

MTOW (in tonnes):

5,947,507 (+9.2%)

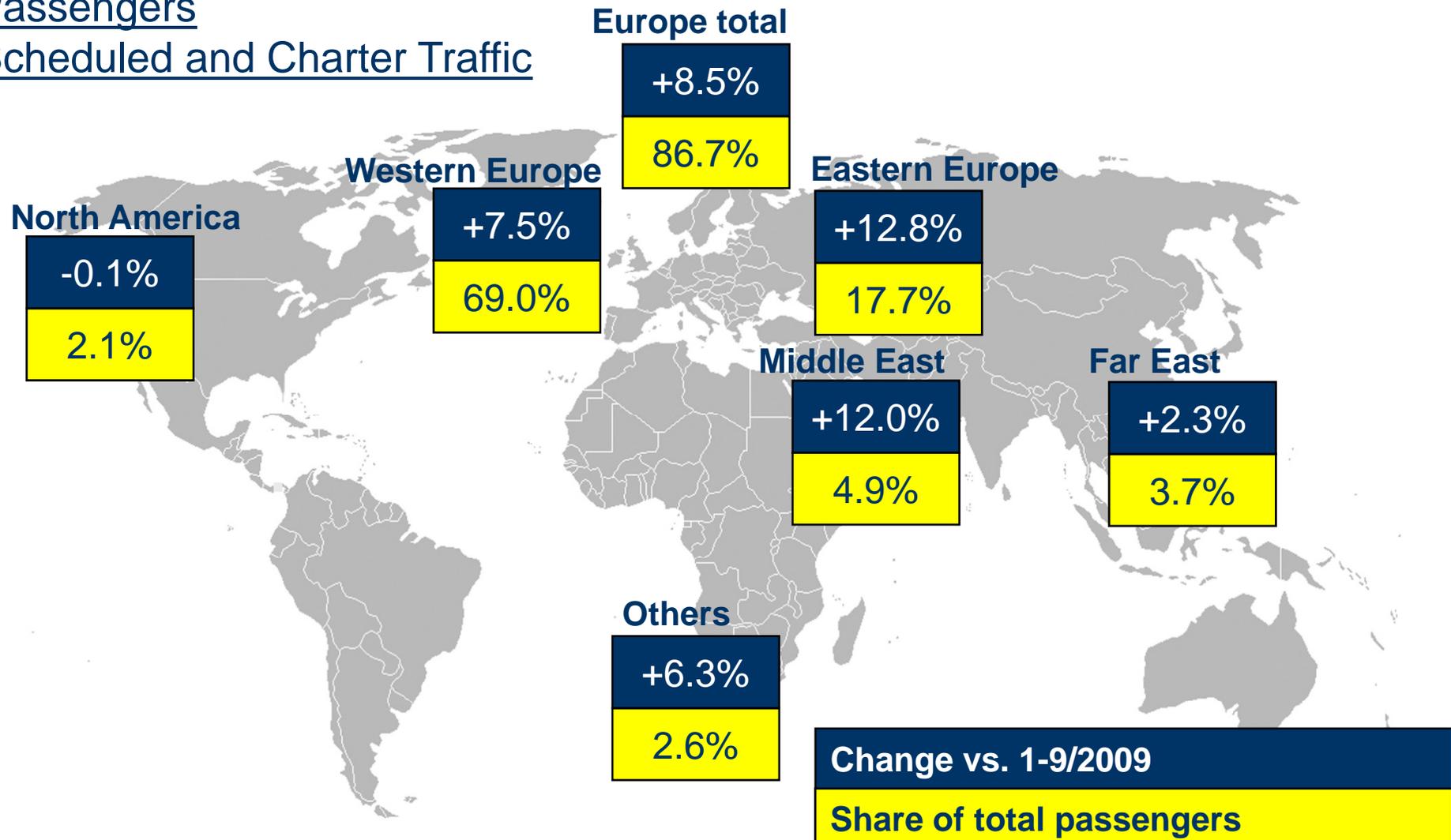
Cargo incl. trucking in tonnes

217,259 (+23.3%)



Traffic Results 1-9/2010

Passengers
Scheduled and Charter Traffic



Flight Plan Summer 2010

New airlines:

- BMI
- Alitalia
- Wataniya
- S7
- EVA Air Cargo

New destinations by airlines:

- Kuwait (Watanya)
- Novosibirsk via Moskau DME (S7)
- Gagliari (Niki)
- Barcelona (Niki)
- Kopenhagen (Niki)
- Nizza (Niki)
- Olbia (Niki)
- Hannover (Germanwings)
- Larnaca (Blue Air)
- Larnaca (Cyprus)



Flight Plan Summer 2010

Additional frequencies:

AUA

- Nizza
- Bukarest
- Sofia
- Stuttgart
- Berlin
- Graz
- Tokio
- Larnaca

Niki

- Paris

Turkish Airlines

- Istanbul

Air Baltic

- Riga

Sunexpress

- Antalya
- Izmir
- Istanbul

Brussels Airlines

- Brüssel

B&H Airlines

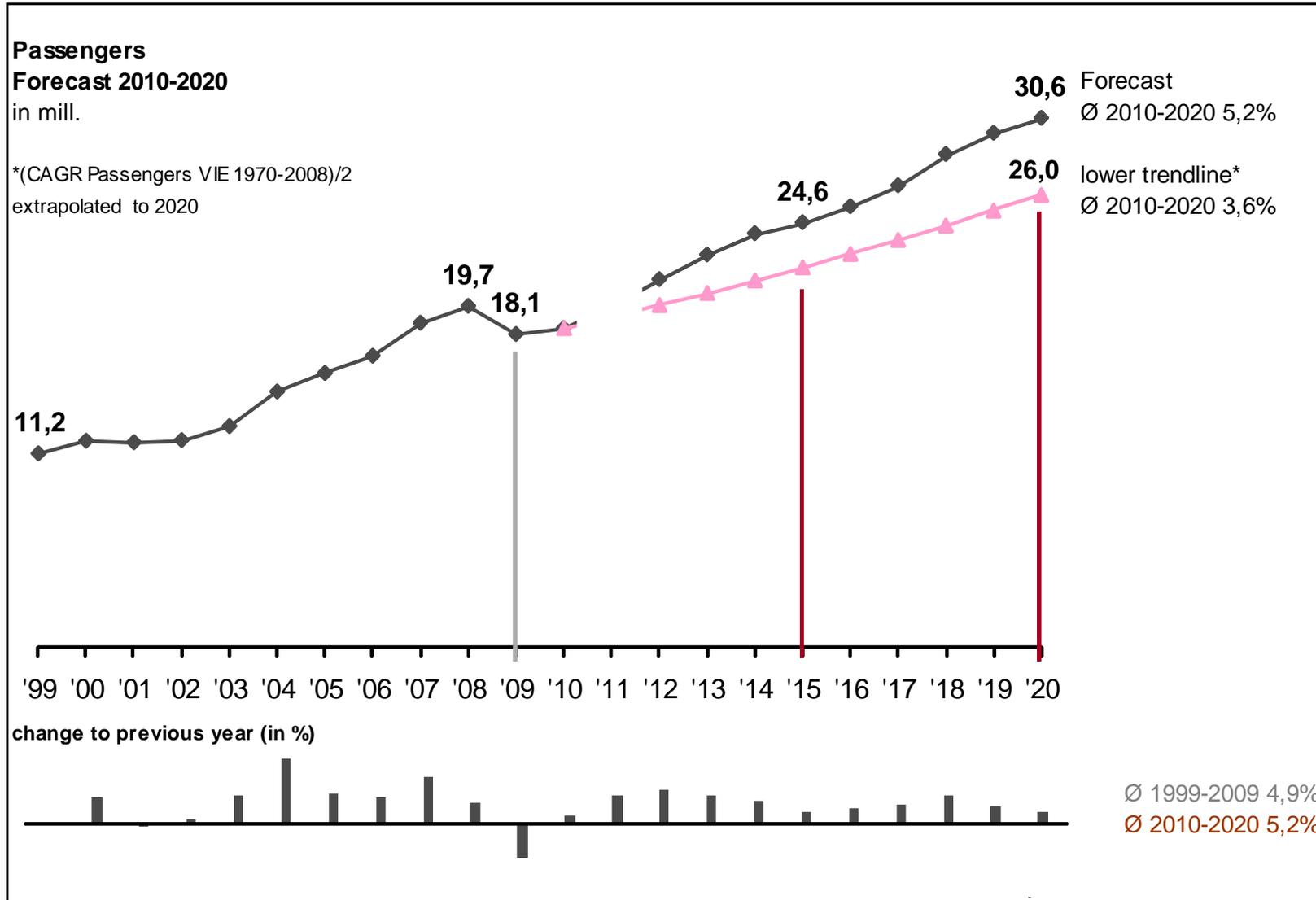
- Sarajevo



Traffic Results January to October 2010

	1-9/2010	October 2010	1-10/2010	Forecast
Passengers	14,870,628	1,828,204	16,698,823	
Change in %	+8.3	+11.4	+8.6	+9%
MTOW (t)	5,947,507	722,891	6,670,398	
Change in %	+9.2	+14.4	+9.7	+10%
Flight movements	185,523	21,789	207,312	
Change in %	+0.9	+3.8	+1.2	+1%
Cargo incl. trucking (in tonnes)	217,259	26,704	243,963	
Change in %	+23.3	+2.8	+20.6	

Long-Term Forecast 2010 - 2020



Vienna International Airport

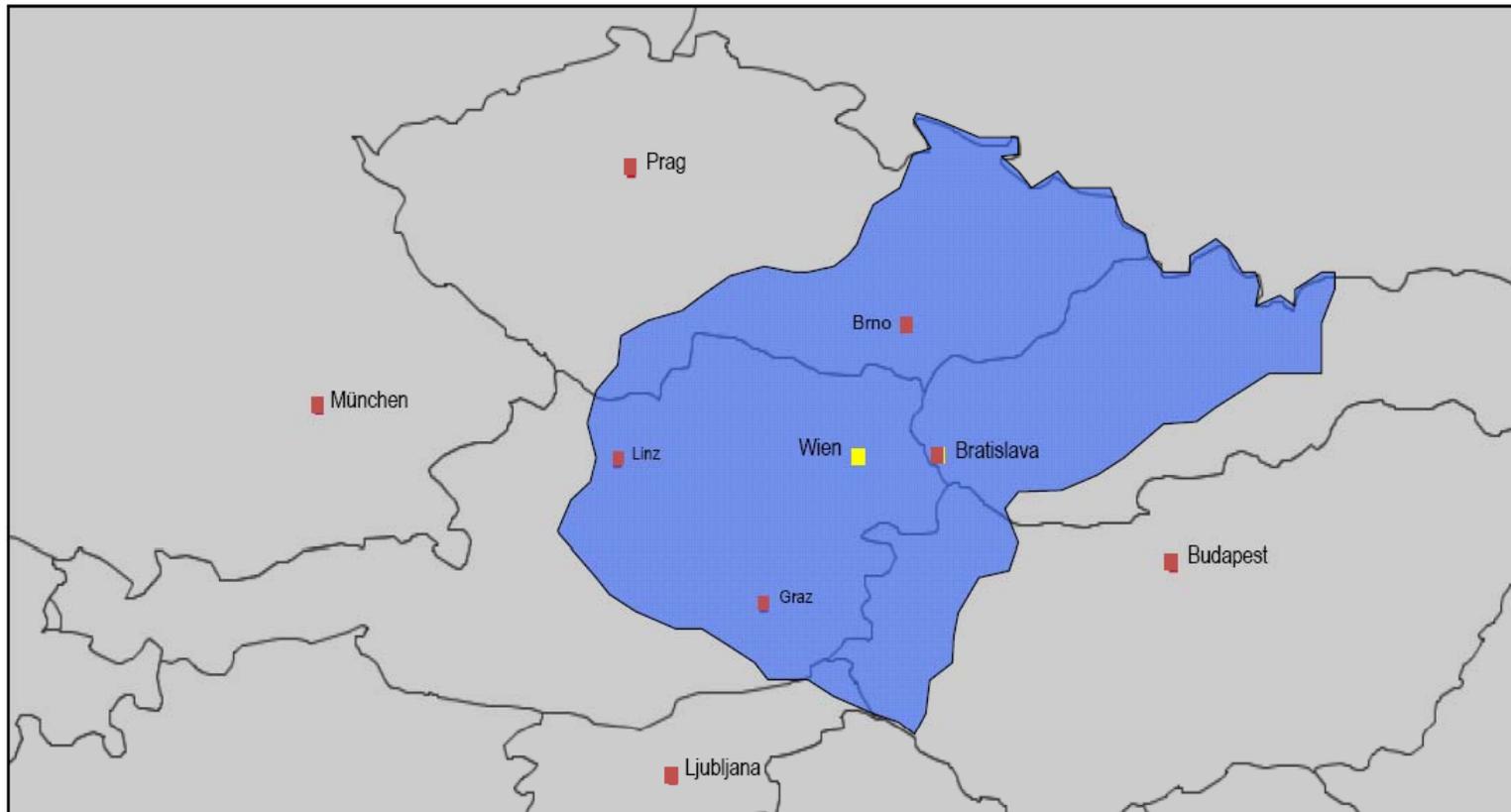
Key advantages support the hub function

Key advantages

1. Location
2. Quality
3. Capacity
4. Development of non-aviation business
5. Tariffs and incentives

1.1 Catchment area

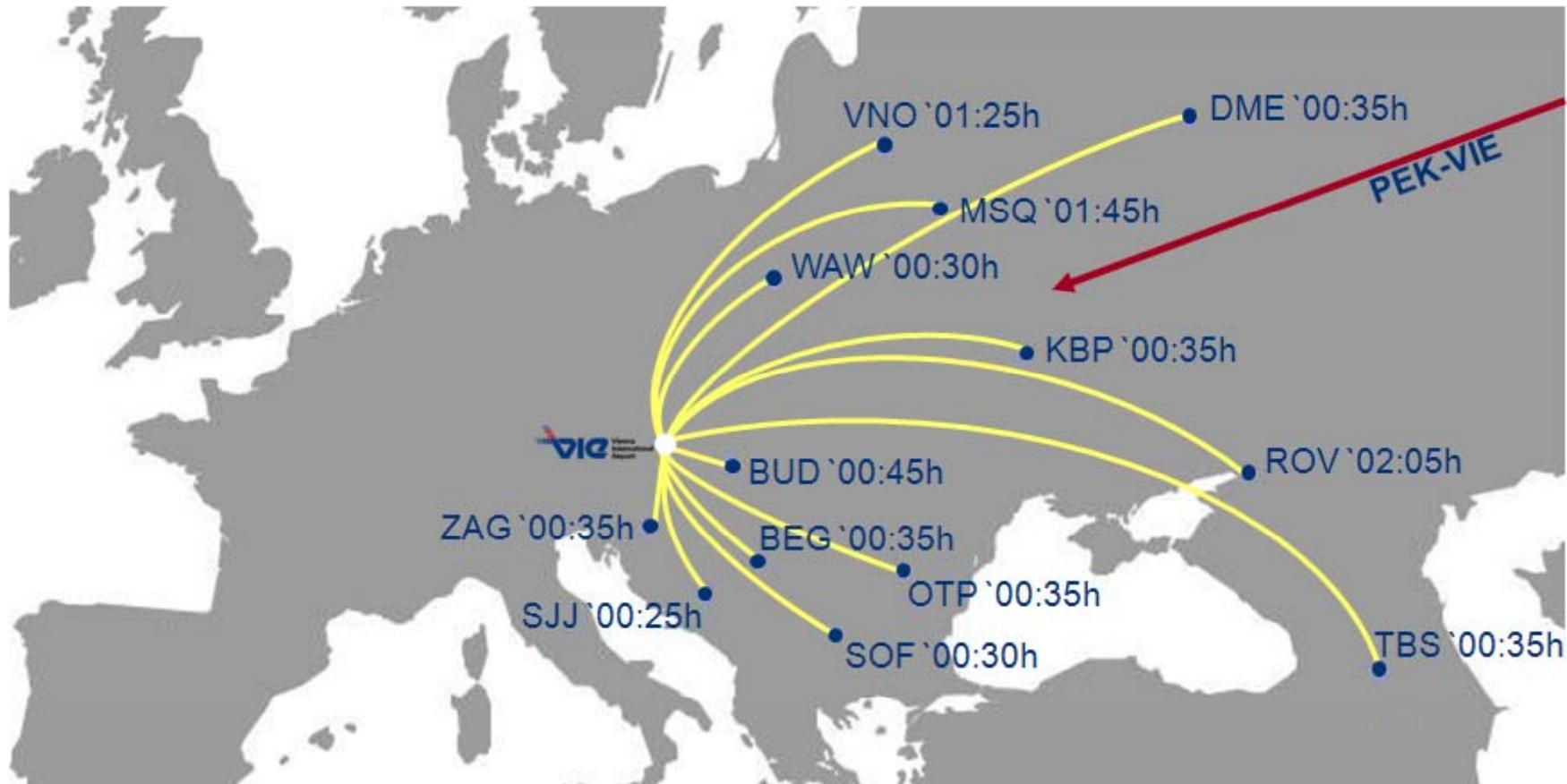
Approx. 14.3 million people live in the catchment area



Catchment area:
The hub airport that can be
reached in the shortest time

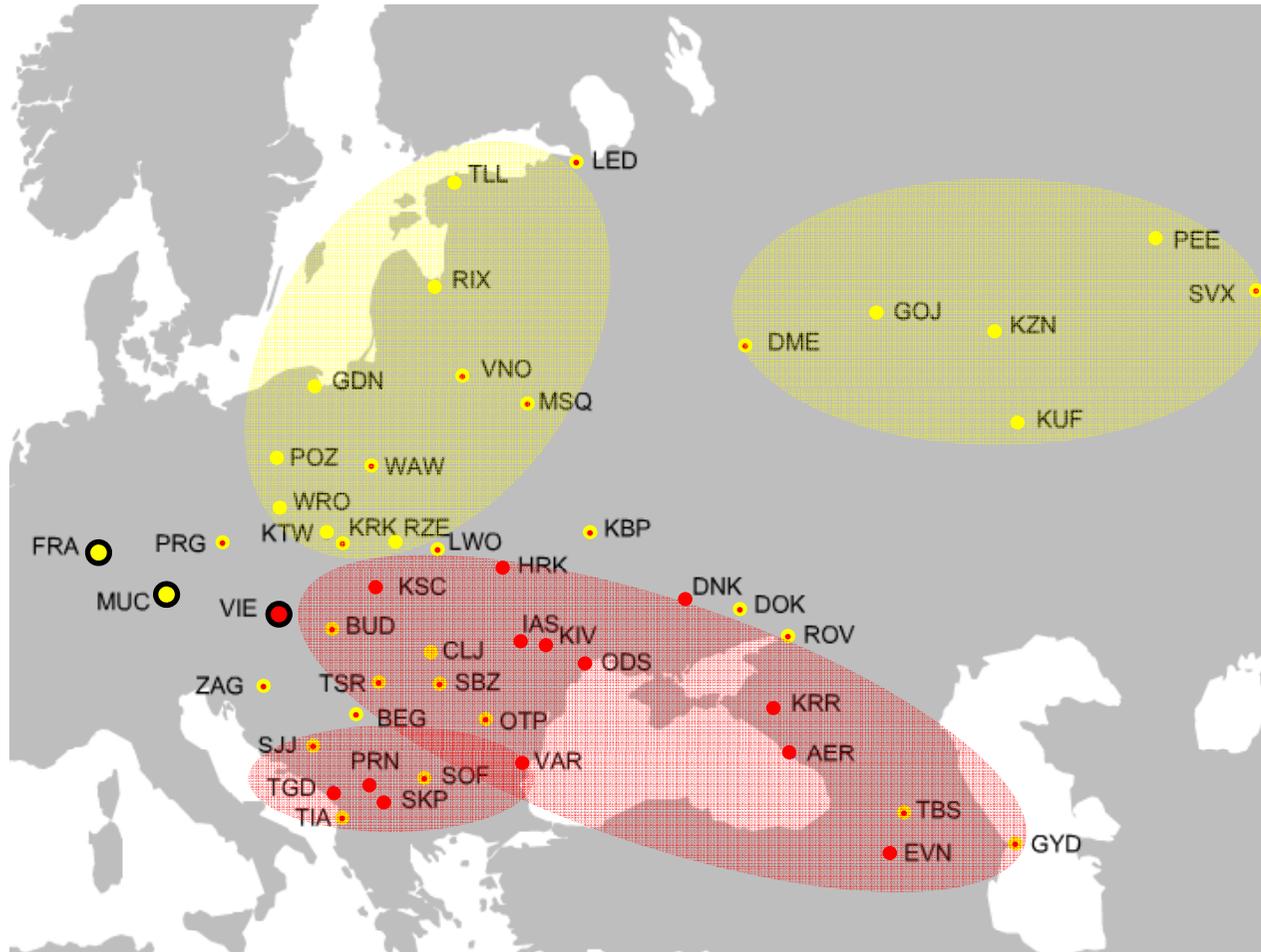
1.2 Geographical location

Time saved with flights to/from Vienna vs. Munich Airport



Source: Online flight plan information from Austrian and Lufthansa

1.3 Markets



Destinations Austrian: 36

Destinations Lufthansa*: 35

thereof

Austrian only: 13

Lufthansa* only: 12

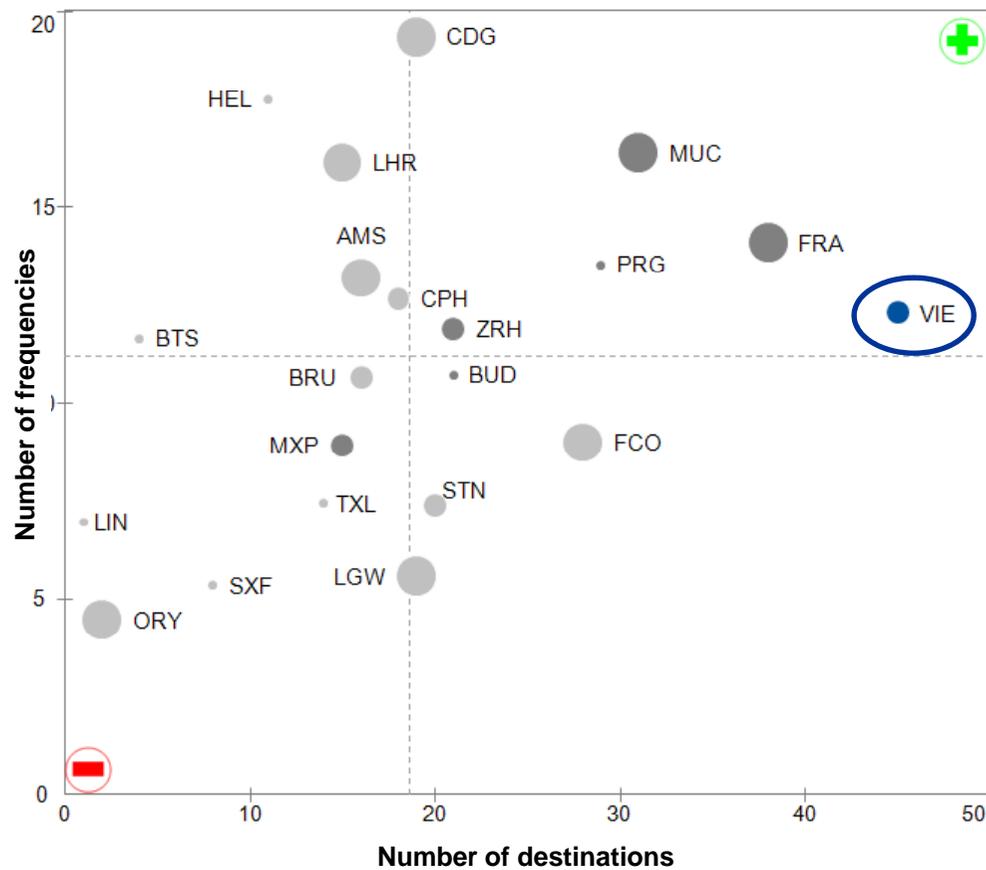
Lufthansa and Austrian: 23

* ex FRA, MUC

● LH & OS
 ● LH
 ● OS
 LH Fokus
 OS Fokus

1.4 Positioning of the airport in Eastern Europe

High frequencies, maximum destinations



Source: OAG, November 2009, incl. Ekaterinburg

Highest number of East European destinations in comparison

2.1 VIE's top quality standards

➤ 25-minute minimum connecting time:

Airport	MCT	Airport	MCT
Munich	30 - 35 min	Amsterdam	50 min
Zurich	40 min	Brussels	50 min
Copenhagen	45 min	London	45 - 75 min
Frankfurt	45 min	Paris	60 - 90 min

Source: OAG Flight Guide

➤ Short routes & comfortable transfers for passengers

- "One-roof concept"

➤ Outstanding turnaround time (A320: ~40 minutes)

➤ Punctual and efficient service: 2009: Delays of more than 15 minutes: 14.0%

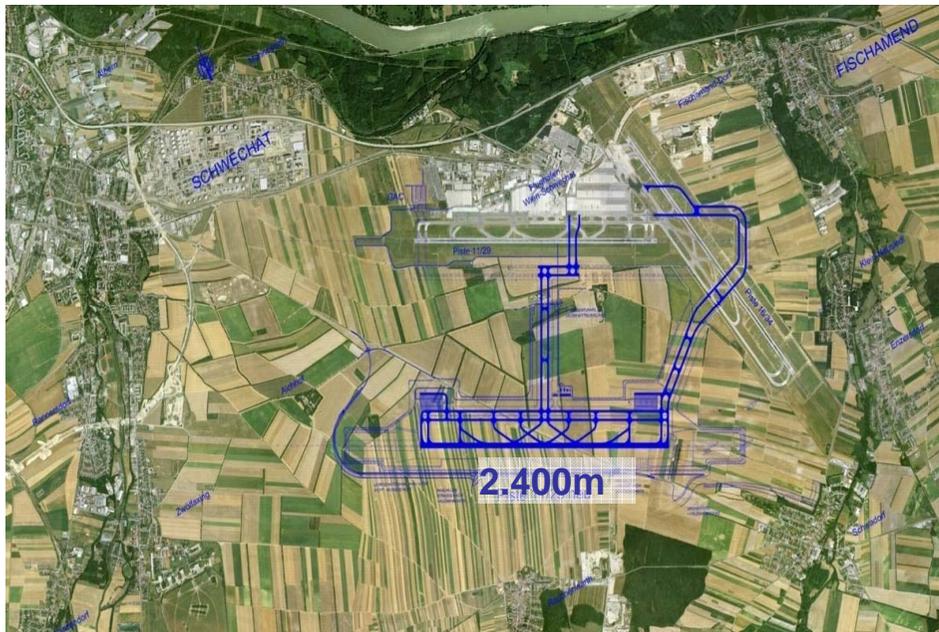
3.1. Capacity

Skylink

- **Gross floor space :**
 - Terminal: 76,000 m² , Pier: 71,000 m²
- **Dimensions:**
 - Length of Pier: 450 m, Length of Terminal: 270 m
- **Infrastructure:**
 - Check-in-counters: 64
 - Baggage carousels: 10
 - Pier positions : 17
 - Shopping areas: 5.900 m²
 - Gastronomy areas: 3.700 m²
- **One-roof-concept**
- **Three-floor-concept**
- **Start of operations: 1st half of 2012**
- **Total costs: EUR 830 mill.**



3.2 Third runway



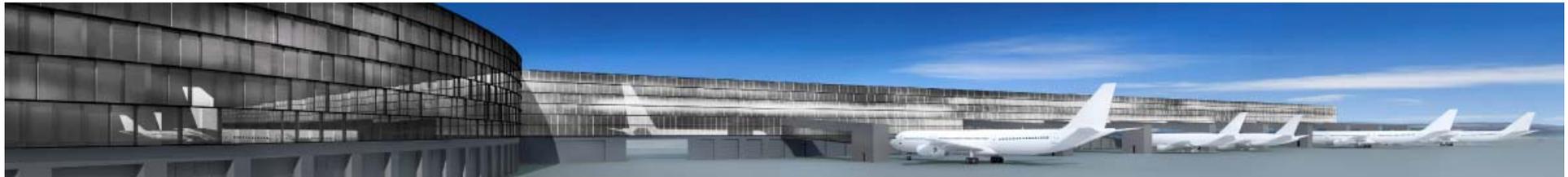
Name:	11R/29L
Length:	3,680 meter
Width	60 meter
Taxiways:	~ 27.5 km
Category:	CAT III

Status:

- March 2007: initial filing for the environmental impact assessment proceedings
- 14 citizens' initiatives were recognised as parties to these proceedings
- February 2009: Statement by Flughafen Wien AG regarding questions related to environmental impact.
- Not before the first half of 2011: Official ruling in the first instance

4.1 Development of non-aviation business

Terminal expansion Skylink:



- Substantial increase in gastronomy and shopping areas

	Available space 2009	Decrease in space with opening Skylink	Additional space Skylink	Total space with opening Skylink	Additional space in T2 and Pier West	Total space
Shops / gastronomy	11,000 m ²	- 1,500 m ²	9,600 m ²	19,100 m ²	2,500 m ²	21,600 m ²

4.2 Development of non-aviation business

Parking space at Vienna International Airport

- Parking spaces indoor: 10,763
- Parking spaces outdoor: 12,752



4.3 Development of non-aviation business

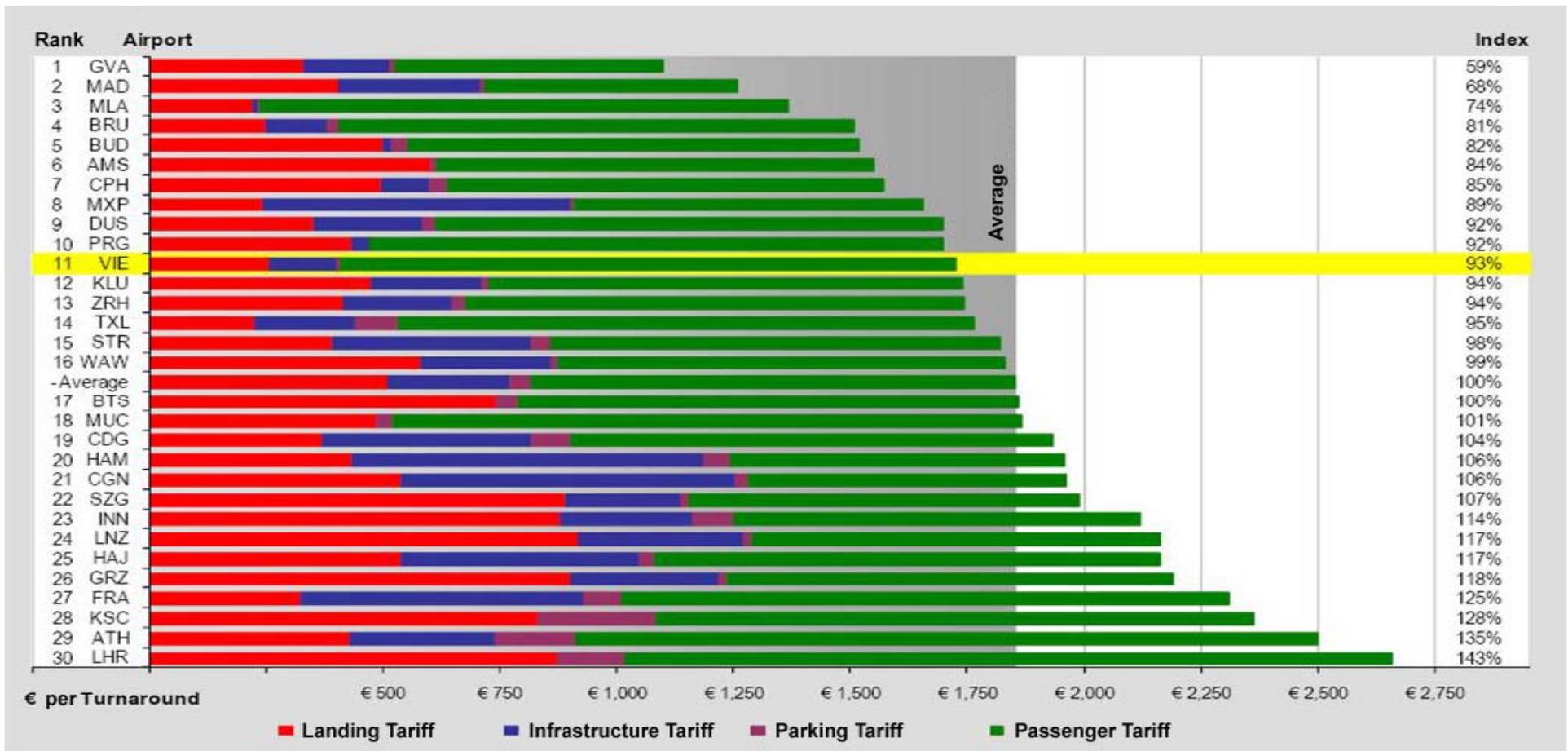
Real Estate

Enough free space to develop further real estate projects (e.g. office parks, multi storey carparks....)



5.1 Competitive tariffs and attractive incentives

Better than the European average*



* All airlines, all fees, excluding security, including incentives

5.2 Competitive tariffs and attractive incentives

Change in tariff regulation as of 1.1.2010

- Increase of tariffs by a net total of 0.5%.

These adjustments includes:

- 13.0% decrease in landing tariff
- 7.3% (€ 1.03) increase in passenger tariff to € 15.62 per departing passenger
- accounting for 50% of the noise tariffs from 1.7.2010 has no effect on the income statement

as well as

€ 2.00 increase in transfer incentive for each departing passenger to € 10.21 from 01.07.2009

Flughafen Wien AG Company Presentation

November 2010

