Traffic Results for 2010

Flughafen Wien AG

19 January 2011
2010: A Year of Successes and Challenges

- Sound traffic growth after the crisis year 2009
  - Approx. 19.7 million passengers (+8.7%) in 2010 – far more than the EU average (1-11/2010: +2.5%)
- New growth agreements concluded with Austrian Airlines and NIKI
- Substantial progress on the terminal extension VIE-Skylink
- Changes on the Management Board of Flughafen Wien AG and redistribution of duties to reflect three strong focal points: Aviation, Non-Aviation and Strategy/Finances
Focus on Customers: New Organisational Structure

3 strong focal points: Aviation, Non-Aviation, Finances & Strategy

- Lean and efficient structures
- Close cooperation between front services: aviation, handling, and real estate
Extensive Work Programme for 2011

Our goal: To become the best airport in the region

- Focus on completion of Skylink and increased preparations for operational start-up
- Adjustment of organisational structure – with clear positioning as the fourth hub in the Lufthansa system and the base for two strong airline partners
- Reduction in operating costs and improvement in efficiency
- Strengthening of Non-Aviation segment
- Further development and expansion of VIE‘s position - A first step: the Davis Cup from 4 to 6 March 2011 live at Vienna International Airport!
Traffic Results for 2010

Passengers:
19,691,206 (+8.7%)

Transfer passengers:
5,919,852 (+8.6%)

Flight movements:
246,146 (+1.1%)

MTOW (in tonnes):
7,975,333 (+9.9%)

Cargo incl. trucking in Tonnes
295,989 (+16.5%)
Passenger Growth Far Above the European Average

Traffic Results for 2010

Strongest destinations (scheduled flights)

Eastern Europe: Moscow, Bucharest, Sofia
Western Europe: Frankfurt, London, Zurich
Long-haul: Bangkok, Tokyo, New York

Growth drivers:

Eastern Europe passenger growth: +13.6%
Middle East passenger growth: +10.0%
### Traffic Results for 2010

Airline share of total passenger volume in %

<table>
<thead>
<tr>
<th>Airline</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Austrian Airlines Group</td>
<td>50.9</td>
<td>49.5</td>
</tr>
<tr>
<td>Niki</td>
<td>10.8</td>
<td>9.2</td>
</tr>
<tr>
<td>Air Berlin</td>
<td>7.1</td>
<td>7.5</td>
</tr>
<tr>
<td>Lufthansa</td>
<td>4.7</td>
<td>5.6</td>
</tr>
<tr>
<td>Germanwings</td>
<td>2.3</td>
<td>2.1</td>
</tr>
<tr>
<td>Swiss Intl.</td>
<td>1.6</td>
<td>1.9</td>
</tr>
<tr>
<td>British Airways</td>
<td>1.6</td>
<td>1.8</td>
</tr>
<tr>
<td>Air France</td>
<td>1.6</td>
<td>1.6</td>
</tr>
<tr>
<td>Turkish Airlines</td>
<td>1.2</td>
<td>1.2</td>
</tr>
<tr>
<td>KLM Royal Dutch Airlines</td>
<td>1.2</td>
<td>1.1</td>
</tr>
<tr>
<td>Other</td>
<td>17.0</td>
<td>18.5</td>
</tr>
</tbody>
</table>
Traffic Results for 2010

30th (typical) peak day and 30th (typical) peak hour

Peak day 2010:
Passengers 68,180 +11.6% (26.09.2010)
Flight movements (arrival+departure) 769 +2.1% (20.05.2010)

Peak hour 2010:
Passengers 5,835 +11.6%
Flight movements (arrival+departure) 68 +4.6%

2 mill. pax in July 2010 – strongest passenger month in VIE history
VIE is the most punctual hub in the LH-system (better than MUC, ZRH, FRA)
Airport Steering Center

Better cooperation with key customers to improve hub management

Responsibilities:
- Central coordination of all handling processes
- Online monitoring of ongoing operations
- Increased cooperation with major customers and partners

Goals:
- Reinforcement of VIE as a hub and stronger competitive position
- Improvement of the most important key success factors (punctuality, minimum connecting time)
- Greater efficiency and optimised planning for available resources
VIE Underscores its Strong Performance

Successful winter service
- No interruption of operations at Vienna International Airport due to the bad weather, no de-icing problems

Additional hiring for handling and security services
- Pax/MTOW growth leads to +9% in handling and +24% in security

City Airport Train (CAT): 1.1 million passengers in 2010, new design for CAT wagons
Forecast for 2011

Passengers + 5.0%
Maximum take-off weight (MTOW) + 3.0%
Flight movements +2.0%
More Quality for More Passengers: Skylink

Skylink represents a modernisation leap for Vienna International Airport as well as a significant quality improvement for passengers and their travel experience.

- **Gross floor space:**
  - Terminal: 76,000 m², Pier: 71,000 m²

- **Dimensions:**
  - Pier length: 450 m, terminal length: 270 m

- **Infrastructure:**
  - Approx. 100 check-in counters and machines
  - Baggage carousels: 10
  - Up to 17 pier positions
  - Shopping area: 5,900 m²
  - Gastronomy area: 3,700 m²

- One-roof concept – everything under a single roof
- 3-level concept: short transfers, easy orientation
- Maximum cost: EUR 830 million
- Start of operations: 1st half of 2012
Substantial Progress in 2010:

- Project refocused: new organisation, new management, new local construction oversight
- Completion of project timeline and overall schedule
- Contracts renegotiated with better conditions for FWAG
- Court registration of evidence and remedy of defects
- Restart of construction in February 2010
- Preparations begin for start of operations
2011: Focus on Completion and Preparations for Start-up

Status January 2011:
- Work on mechanical services and interior construction proceeding at full speed, work on IT and communications started
- Gradual increase in personnel and scope of construction, 600 to 700 persons now working at the site

Next steps for 2011:
- Increase in scope of construction and on-site personnel
- Continuation of start-up preparations (under direction of board member G. Schmid)
- Step-by-step technical start-up beginning in Q4/2011
Opportunities for Development of Non-Aviation

Terminal extension Skylink:

- Substantial increase in gastronomy and shopping areas

<table>
<thead>
<tr>
<th>Space shops / gastronomy</th>
<th>Available space 2010</th>
<th>Decrease in space with opening SKYLINK</th>
<th>Additional space SKYLINK</th>
<th>Total space with opening SKYLINK</th>
</tr>
</thead>
<tbody>
<tr>
<td>11,500 m²</td>
<td>- 1,500 m²</td>
<td>9,600 m²</td>
<td>19,600 m²</td>
<td></td>
</tr>
<tr>
<td>Number of shops and gastronomy</td>
<td>79 Shops/ 26 Gastro</td>
<td>-5 Shops/ -7 Gastro</td>
<td>32 Shops/ 18 Gastro</td>
<td>106 Shops/ 37 Gastro</td>
</tr>
</tbody>
</table>

- Tenders for allocation of space in Skylink largely completed
Highlights in Non-Aviation Segment

- New bus station adjacent to the arrivals hall
- Maintenance work in Terminal 2 to be completed by the end of August 2011
- 3 new shops and 5 gastronomy facilities – for a total of 79 shops and 26 gastronomy operations at the airport
Meore Than Just an Airport: Davis Cup 2011 at VIE

VIE to host a sporting event for 6,000 visitors per day

- Further development and expanded positioning for Vienna
  “The airport is more than just a hub”

- For 6,000 visitors and 50,000 travellers, Vienna International Airport will be the focal point of an international top-flight sporting event

- AUT vs. FRA:
  From 4 to 6 March 2010
  in Hangar 3
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