Traffic Results for 2011 and Outlook for 2012
2011: Passenger traffic at all-time high

Passengers:
21,106,292 (+7.2%)

Strong growth despite Japan and North Africa
(European average: 1-11/2011: 7.0%)

Transfer passengers :
6,521,292 (+10.2%)

Significant increase for AUA starting in H2/11

Flight movements :
246,157 (+0.0%)

Zero growth, but increase in MTOW/flight movement

MTOW (in tonnes):
8,269,850 (+3.7%)

Increasing use of larger aircraft

Cargo incl. trucking in tonnes:
277,784 (-6.2%)

After strong growth in 2010, a decline in 2011
Traffic results for 2011

Passengers

Europe total: +8.6%, 87.7%
Western Europe: +7.0%, 68.8%
Eastern Europe: +14.9%, 18.9%
North America: +2.3%, 2.0%
North America: +2.3%, 2.0%
Far East: +6.9%, 3.9%
Middle East: +3.7%, 4.8%
Others: -29.9%, 1.7%

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

The challenge is long-haul:
- ZRH with 39 and MUC with 38 dest. ahead of VIE (14)

Change vs. last year
Share of total passengers
### VIE is the leading hub to Eastern Europe

2011: 73 airlines, 174 destinations

With 40 destinations, the leading hub to Eastern Europe: (FRA: 35, MUC: 33)

<table>
<thead>
<tr>
<th>New airlines*</th>
<th>New destinations*</th>
<th>Increased frequencies*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transavia (Rotterdam)</td>
<td>• Rotterdam</td>
<td>• Berlin, Dusseldorf (Air Berlin)</td>
</tr>
<tr>
<td>TAP Portugal (Lisbon)</td>
<td>• Lisbon</td>
<td>• Toronto, Klagenfurt, Linz, Belgrade, Rostov (AUA)</td>
</tr>
<tr>
<td>Cirrus Airlines (Dresden)</td>
<td>• Baghdad</td>
<td>• Belgrade, Sofia (Niki)</td>
</tr>
<tr>
<td>SkyWork (Bern)</td>
<td>• Bern</td>
<td>• Dusseldorf, Berlin (Air Berlin)</td>
</tr>
<tr>
<td>Ural Airlines (Chelyabinsk)</td>
<td>• Chelyabinsk</td>
<td></td>
</tr>
<tr>
<td>Condor (Punta Cana)</td>
<td>• Punta Cana (seasonal)</td>
<td></td>
</tr>
<tr>
<td>People’s Viennaline (Alt.rhein)</td>
<td>• Calvi (seasonal)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Volos (seasonal)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Valencia (seasonal)</td>
<td></td>
</tr>
</tbody>
</table>

*New airlines and destinations in 2011; Increased frequency refers to winter schedule 2011/2012*
Traffic results: total passenger volume by airline

<table>
<thead>
<tr>
<th>Airline</th>
<th>2011 PAX in mill</th>
<th>2010 PAX in mill</th>
<th>Δ in %</th>
<th>2011 Share in %</th>
<th>2010 Share in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>AUA</td>
<td>10.55</td>
<td>10.03</td>
<td>+5.2</td>
<td>50.0</td>
<td>50.9</td>
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<tr>
<td>Lufthansa</td>
<td>1.09</td>
<td>0.94</td>
<td>+16.5</td>
<td>5.2</td>
<td>4.7</td>
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<tr>
<td>Germanwings</td>
<td>0.48</td>
<td>0.44</td>
<td>+9.3</td>
<td>2.3</td>
<td>2.3</td>
</tr>
<tr>
<td>Swiss</td>
<td>0.34</td>
<td>0.32</td>
<td>+6.2</td>
<td>1.6</td>
<td>1.6</td>
</tr>
<tr>
<td>Other in LHGR *</td>
<td>0.55</td>
<td>0.47</td>
<td>+21.0</td>
<td>2.6</td>
<td>2.3</td>
</tr>
<tr>
<td>Total LHGR</td>
<td>13.01</td>
<td>12.18</td>
<td>+6.8</td>
<td>61.7</td>
<td>61.9</td>
</tr>
<tr>
<td>Niki</td>
<td>2.44</td>
<td>2.12</td>
<td>+15.1</td>
<td>11.6</td>
<td>10.8</td>
</tr>
<tr>
<td>Air Berlin</td>
<td>1.37</td>
<td>1.40</td>
<td>-2.8</td>
<td>6.5</td>
<td>7.1</td>
</tr>
<tr>
<td>Total Niki &amp; Air Berlin</td>
<td>3.81</td>
<td>3.53</td>
<td>+6.3</td>
<td>18.1</td>
<td>17.9</td>
</tr>
<tr>
<td>British Airways</td>
<td>0.33</td>
<td>0.31</td>
<td>+6.6</td>
<td>1.6</td>
<td>1.6</td>
</tr>
<tr>
<td>Air France</td>
<td>0.31</td>
<td>0.31</td>
<td>+0.1</td>
<td>1.5</td>
<td>1.6</td>
</tr>
<tr>
<td>Emirates</td>
<td>0.28</td>
<td>0.21</td>
<td>+30.9</td>
<td>1.3</td>
<td>1.1</td>
</tr>
<tr>
<td>Turkish Airlines</td>
<td>0.27</td>
<td>0.24</td>
<td>+14.9</td>
<td>1.3</td>
<td>1.2</td>
</tr>
<tr>
<td>Others</td>
<td>3.09</td>
<td>2.91</td>
<td>+6.2</td>
<td>14.6</td>
<td>14.8</td>
</tr>
</tbody>
</table>

* Brussels Airlines, SunExpress, British Midland and Air Dolomiti
Traffic results for 2011

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

Peak day 2011:
Passengers 72,146 +5.8% (19.09.2011)
Flight movements (arr.+dep.) 755 -1.8% (26.09.2011)

Peak hour 2011:
Passengers 6,363 +9.0%
Flight movements (arr.+dep.) 68 +/- 0%

- VIE is the most punctual hub in the LH-system (ahead of MUC, ZRH, FRA)
  - Extension of security infrastructure to include 11 new security control lines
  - Reduction of 89.9% in departure delays caused by security checks (1.3 sec./start)
25.5 mill passengers within the Flughafen Wien Group

**Malta International Airport**
- 3,506,521 passengers (+6.5%)

**Kosice Airport**
- 266,143 passengers (+0.3%)

**Friedrichshafen Airport**
- 571,709 passengers (-3.2%)

+ 21.1 million passengers at Vienna Airport (+7.2%)
2012 will be a challenging year for the aviation business

Challenges and opportunities for VIE

- Reserved expectations for economic growth
- Rising costs (federal aviation duty, kerosene prices, emission certificates) increase pressure on the airlines – and thereby on the airports with respect to tariffs, service quality and capacity
- Limited possibilities for capacity increase at European airports – 3rd runway as chance for VIE
- Austrian Airlines with new management – possible added momentum for VIE through Star Alliance
- Long-haul is the focal point
- Successful start of operations in Skylink is key for VIE
Traffic growth will level off in 2012

Passengers
0% to 1%

Flight movements
-1% to 0%

Maximum take-off weight (MTOW)
-3% to -2%

Assumptions:

- Increased seating capacity in same aircraft type
- General economic environment and AUA fleet conversion
- MTOW decline due to decrease in flight movements and cargo-only flights

Long-term passenger growth 2010-2020: 4.2% per year on average
Outlook for 2012

Important progress with savings programme and reorganisation – Plus in 2012 despite numerous challenges

- In spite of economic headwinds and stronger pressure on earnings due to Skylink: increase in revenue and net profit over 2011
- SUCCESS OF SAVINGS PROGRAMME – improvement of results by approx. € 25 million
- Despite slower passenger growth anticipated, Vienna Airport remains JOB CREATOR – plus approx. 300 jobs in Skylink shops and gastronomy
- SHARE HEAVILY UNDervalued – market capitalisation equals only approx. 70% of equity/book value
- EXPECTED DIVIDEND RECOMMENDATION FOR 2011 – NOT LESS THAN 50% OF PRIOR YEAR
Significant undervaluation – market capitalisation only approx. 70% of equity/book value

- Sustainable positive business development is the basis for strengthening the share
- Revitalisation of existing facilities
- Utilisation of opportunities in non-aviation sector
- Sufficient capacity for medium-term traffic growth

1) Equity: indicative as of 30 September 2011
2) Market capitalisation as of 17 January 2012 based on price of EUR 27.75/share
FWAG share substantially undervalued in comparison with other listed airports

Price / book value of FWAG share far below peers

Values based on Reuters estimates for book value in 2011 and median of price recommendations on 17.1.2012
Successful start-up of Skylink has top priority in 2012

- Skylink will significantly improve quality and travel comfort at Vienna International Airport
- Construction and start-up on schedule – test operations currently in progress
- Capacity increase up to 30 million passengers, attractive shopping and gastronomy offering
- Expected indicators for 2012:
  - Operating costs for Skylink (approx. € 30-35 million, revenue approx. € 20 million in 2012)
  - Interest expense approx. € 20 million
  - Depreciation for Skylink (approx. € 40 million)
  - Costs under € 770 million
Flughafen Wien is ready for challenging times

Successful implementation of key strategic course:

- Investment programme for 2011-2015 cut from € 650 million to € 590 million
- Savings programme realised
  - Reduction in internal operating costs
  - Slowdown in personnel costs: reduction in overtime work, unused vacation time, hiring freeze for vacant positions and new employment
- Restructuring of corporate organisation
  - Strengthening of central functions (personnel, procurement, controlling)
  - New construction department
  - Reorganisation of technical services
New organisational structure with focus on transparency and greater efficiency
Traffic Results for 2011 and Outlook for 2012

19 January 2012