

# FLUGHAFEN WIEN AG

Traffic Results 2014 and  
Outlook for the Company 2015



# 2014: Passenger record despite burdens

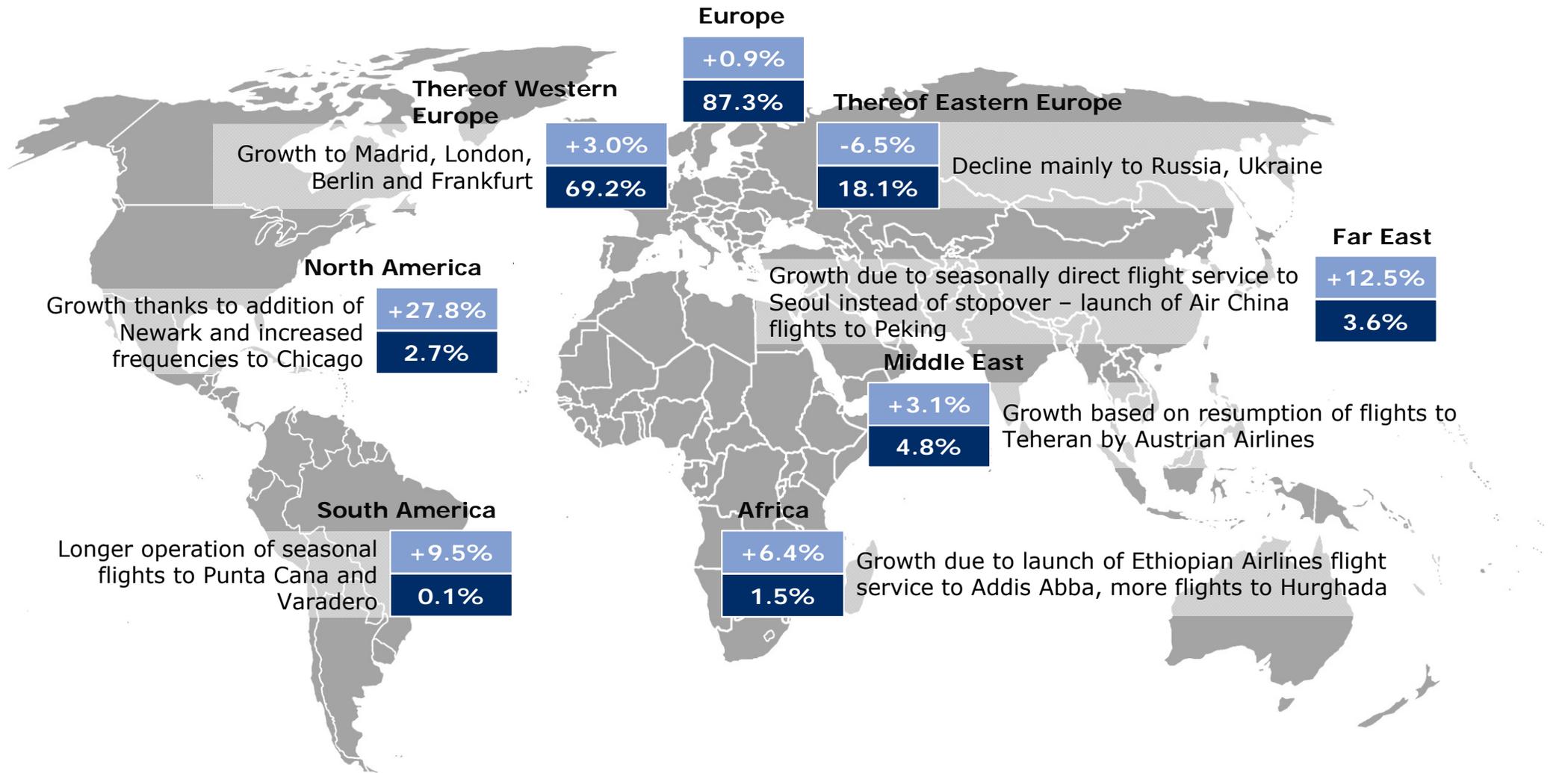
- ✈ **Record level at 22.5 million passengers (+2.2%)**
- ✈ **Excellent development of the long-haul routes:**
  - +27.8% North America, +12.5% Far East, +6.4% Africa**
  - 3 new long-haul routes, 6 new airlines
- ✈ **Service quality improvements - important progress made:**
  - New design of Pier West, new long-distance railway station, 120 service improvement measures, high handling quality (AUA: world's 3rd most punctual airline)
- ✈ **Negative impact of crises in Russia/Ukraine and Middle East** burden VIE as a CEE air traffic hub more than other airports

# Traffic development of Vienna Airport in 2014

	2014	2013	Chg. in %
Passengers (in million)	22.48	22.00	+2.2
Local passengers (in million)	15.87	15.18	+4.6
Transfer passengers (in million)	6.53	6.79	-3.9
Flight movements (in 1,000)	230.78	231.18	-0.2
MTOW (in million tonnes)	8.18	7.91	+3.4
Seat load factor (in %)	75.0	74.8	+0.2%p
Cargo incl. trucking (in 1,000 tonnes)	277.53	256.19	+8.3

**Passenger development of strategic investments in 2014:  
Malta (Jan-Nov. 2014): + 6.5 %, Kosice: +50.4 %**

# 70 airlines with 172 destinations in 71 countries



Passenger growth compared to prior-year level  
 Share of total passenger volume

*Departed passengers, figures for 2014 and development compared to 2013*

# Shares of passengers by airline

	2014	2013	Chg. in %
	Share in %	Share in %	PAX Δ in %
Austrian Airlines Group	47.7	49.1	-0.7
Lufthansa	4.8	5.5	-12.4
Germanwings	3.2	2.7	+20.1
Swiss Intl.	1.7	1.7	+4.1
Total LH Group <sup>1)</sup>	58.8	60.5	-0.7
NIKI	11.0	11.0	+2.7
airberlin	6.2	6.1	+4.0
Total HG/AB Group	17.3	17.1	+3.2
Turkish Airlines	2.2	2.3	+0.2
British Airways	1.8	1.8	+0.7
Emirates	1.6	1.6	+5.0
KLM Royal Dutch Airlines	1.4	1.3	+8.9
Other	16.9	15.4	+12.3

1) Including Brussels Airlines, SunExpress, SunExpress Deutschland and Air Dolomiti (up to May 17, 2013)

# Good news already for 2015

- ✈ **Austrian Airlines:** Mauritius, increased frequencies to Newark and Athens
- ✈ **NIKI:** Catania, Alicante, Athen, Paphos and more flights to Zurich
- ✈ **Frequency increases and new flight connections** on the part of EasyJet, Vueling, TUIFly, Estonian Air, Aegean, SunExpress, Pegasus Airlines, Montenegro Airlines, Air Moldova
- ✈ **Continuation of joint growth strategy with Austrian Airlines**
  - Target of new long-haul routes and Star Alliance partners

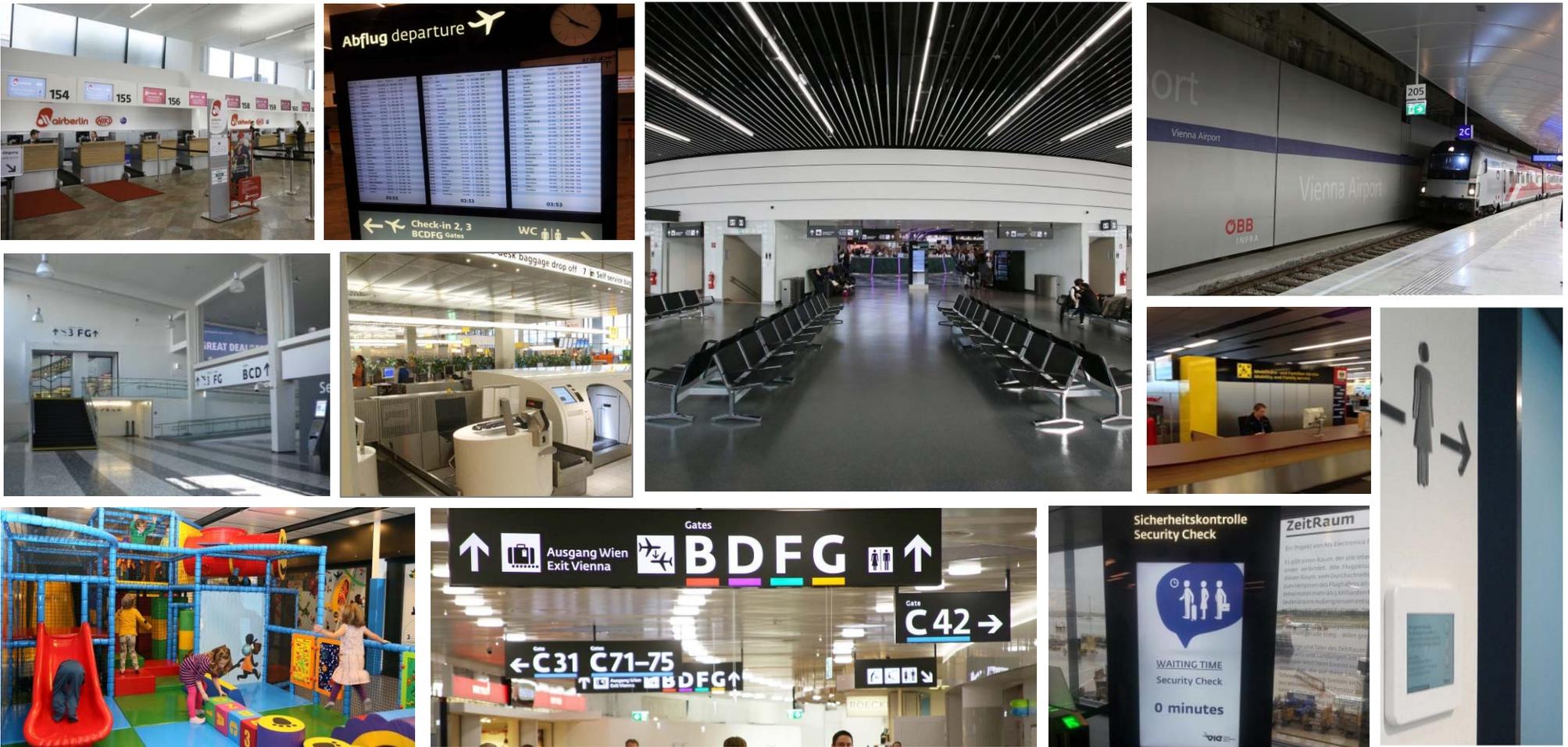
# Traffic estimates for 2015

	2014	Forecast for 2015
Passengers	22.5 million	0% to +2%
Flight movements	230,781	0% to +1%

- ✈ Crises continue – perceptible pressure on VIE as a CEE hub; ticket tax is a competitive disadvantage
- ✈ Passenger decline expected in Q1/2015
- ✈ Slightly optimistic outlook for passenger volume in the entire year 2015 – enhanced seasonality
- ✈ Capacity utilization is already high, thus slightly positive development of flight movements is anticipated

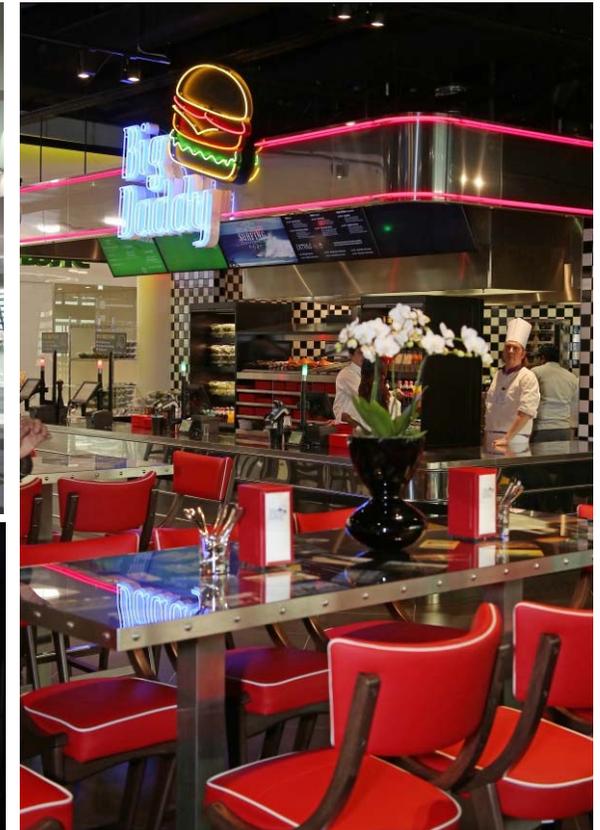
# Successful service initiative at the airport

- ✈ 120 quality improvement measures since September 2011
  - Key projects: Pier West, barrier-free access, guidance system



# Expanded shopping and gastronomy offering at VIE

- ✈ 102 shops and restaurants newly opened since September 2011
  - Upcoming additions: Daily Roast and further shopping and gastronomy facilities



# CORPORATE DEVELOPMENT AND FINANCIAL GUIDANCE FOR 2015



# Flughafen Wien hopes for growth despite challenges, elements of uncertainty due to crises – earnings improvement targeted again in 2015

- ✈ Ongoing, sustainable productivity increases against the backdrop of persistent reduction in operating, financing and staff costs should lead to revenue and earnings improvements again in 2015
- ✈ Significant success of our energy efficiency program – approx. 7% savings in electricity consumption and about 16% drop in heat consumption in 2014
- ✈ Considerable reduction in net debt improves the company's credit rating

# Success on the path to creating an Airport City

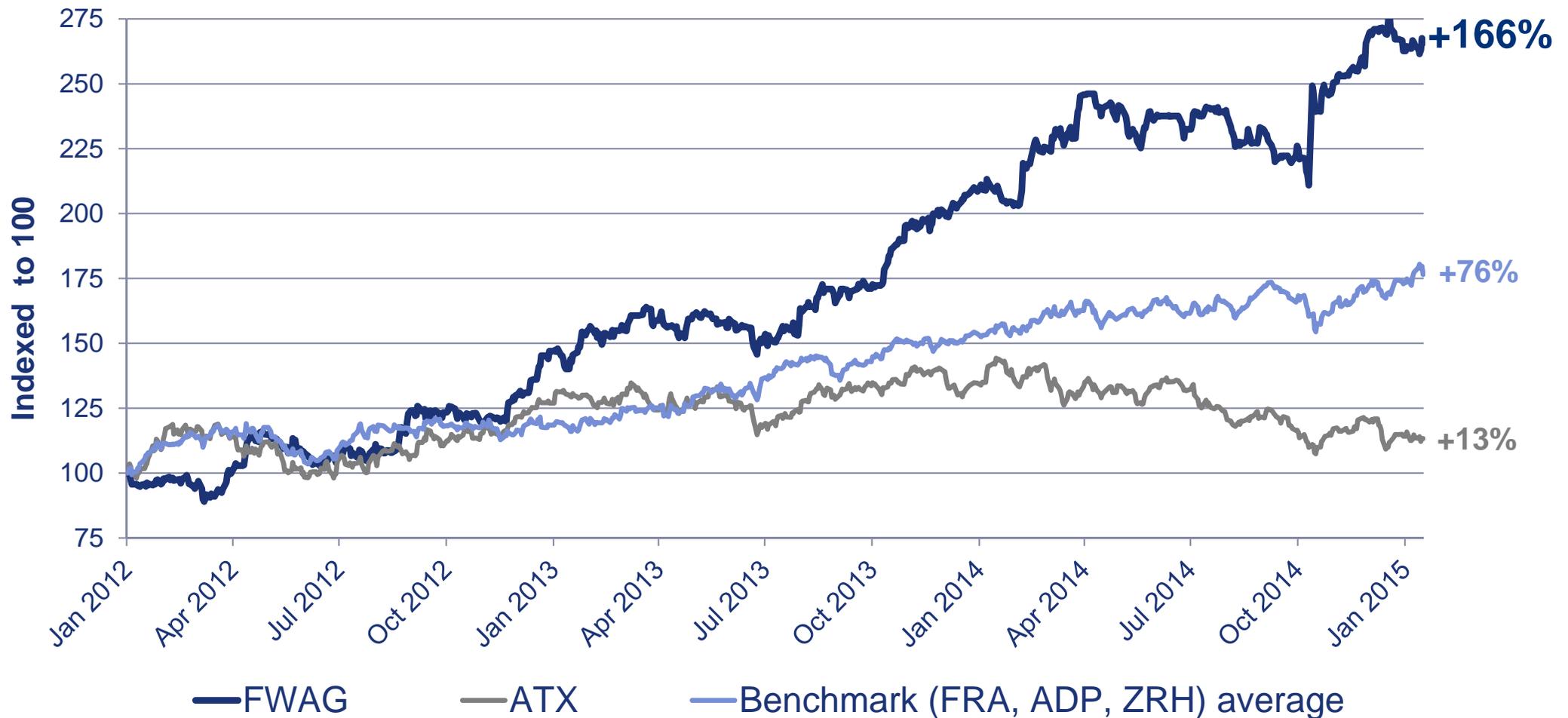
- ✈ Expansion of conferencing offering in preparation. Start of planning to extend office space (OP4).
- ✈ Intensification of location marketing and efforts to lure businesses – two new companies (Makita and Cargo Partner) have already set up operations at VIE (about 380 employees) – discussions being held with firms potentially interested in locating at the airport
- ✈ Opening of a fitness center in 2015, start of construction on the new MOXY hotel at the airport



# Tax reform should add impetus to growth and employment

- ✈ Ticket tax impedes growth – drives away air traffic to neighboring countries and has a negative impact on passenger volume
- ✈ Abolishment would immediately create new jobs – at least 1,000 new jobs at the airport per 1 million additional passengers
- ✈ Growth effects of passenger increases result in higher tax revenue and social security contributions than the current proceeds arising from the ticket tax (2014: approx. € 100 million)
- ✈ Abolishment of ticket tax as part of the tax reform would be an important stimulus for employment and would immediately create new jobs

# Share price development since January 2012: +166%, market capitalization over € 1.6 billion



**Return of share to ATX (March 24, 2014)**

# Outlook 2015 – Targeted earnings improvement

## Outlook for 2015

Revenue



> € 645 million

EBITDA



> € 250 million

Net profit



≥ € 85 million

Net debt



≤ € 500 million

CAPEX



~ € 95 million

**THANK YOU FOR YOUR ATTENTION!**

