

FLUGHAFEN WIEN AG

Traffic Results 2015 and
Business Outlook for 2016



2015: New passenger record at Vienna Airport

- ✈ **All-time high passenger volume of 22.8 million (+1.3%)**
- ✈ **Effects of crisis in Eastern Europe more than compensated by growth in flight traffic to North America, Middle East and Far East**



Vienna Airport's long-haul strategy is successful!

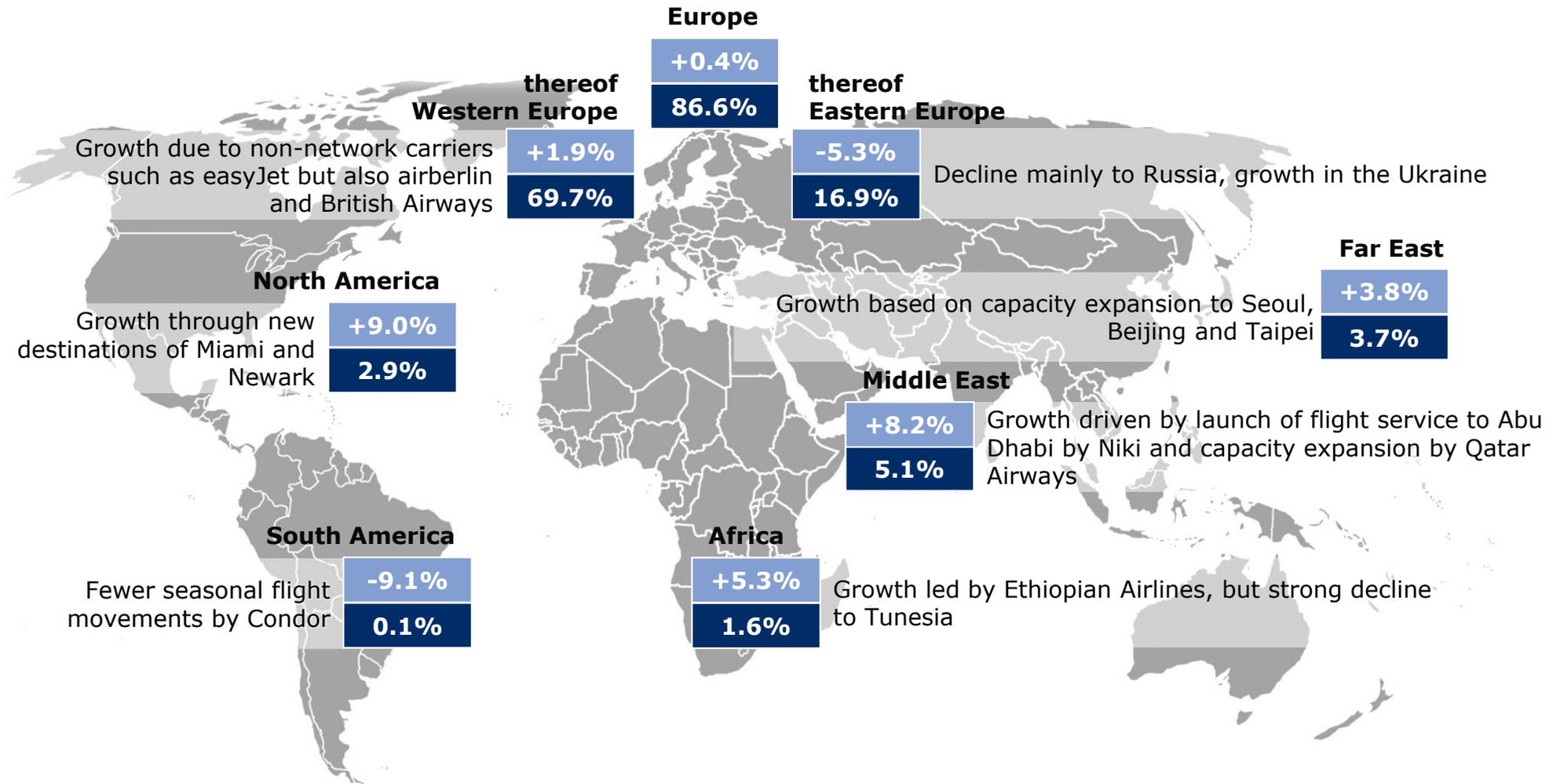
- ✈ **Vienna Airport in the premier league: 4-Star ranking and Best Airport Staff Europe**

Traffic development of Vienna Airport in 2015

	2015	2014	Δ in %
Passengers (in million)	22.78	22.48	+1.3
Local passengers (in million)	16.38	15.87	+3.2
Transfer passengers (in million)	6.30	6.53	-3.6
Flight movements (in 1,000)	226.81	230.78	-1.7
MTOW (in million of tonnes)	8.40	8.18	+2.6
Seat load factor (in %)	74.3	75.0	+0.7%p
Cargo incl. trucking (in 1,000 tonnes)	272.58	277.53	-1.8

**Passenger development of strategic investments in 2015:
Malta: +7.7%, Kosice: +15.1%**

75 airlines with 181 destinations in 73 countries

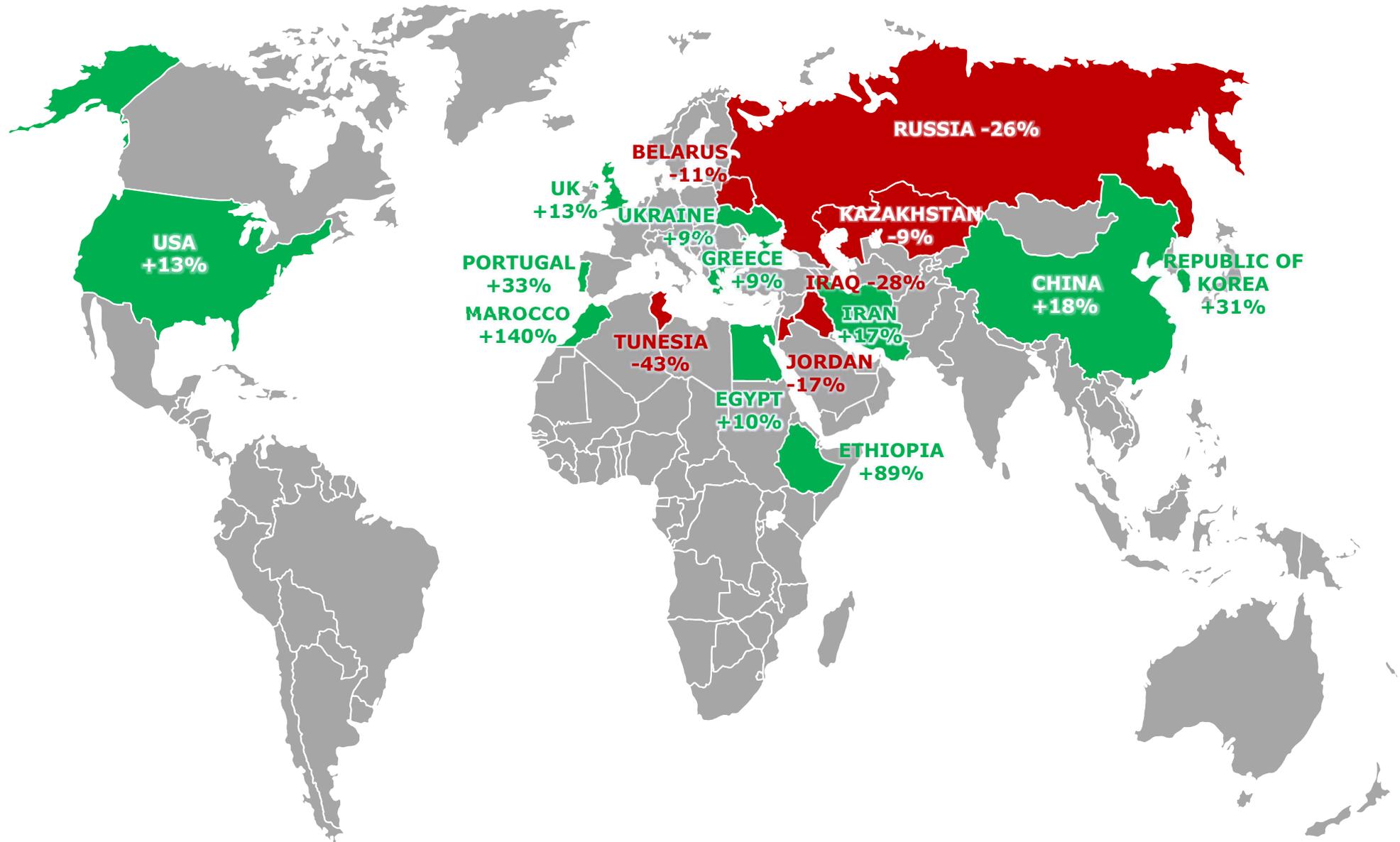


Passenger growth compared to prior-year level
 Share of total passenger volume

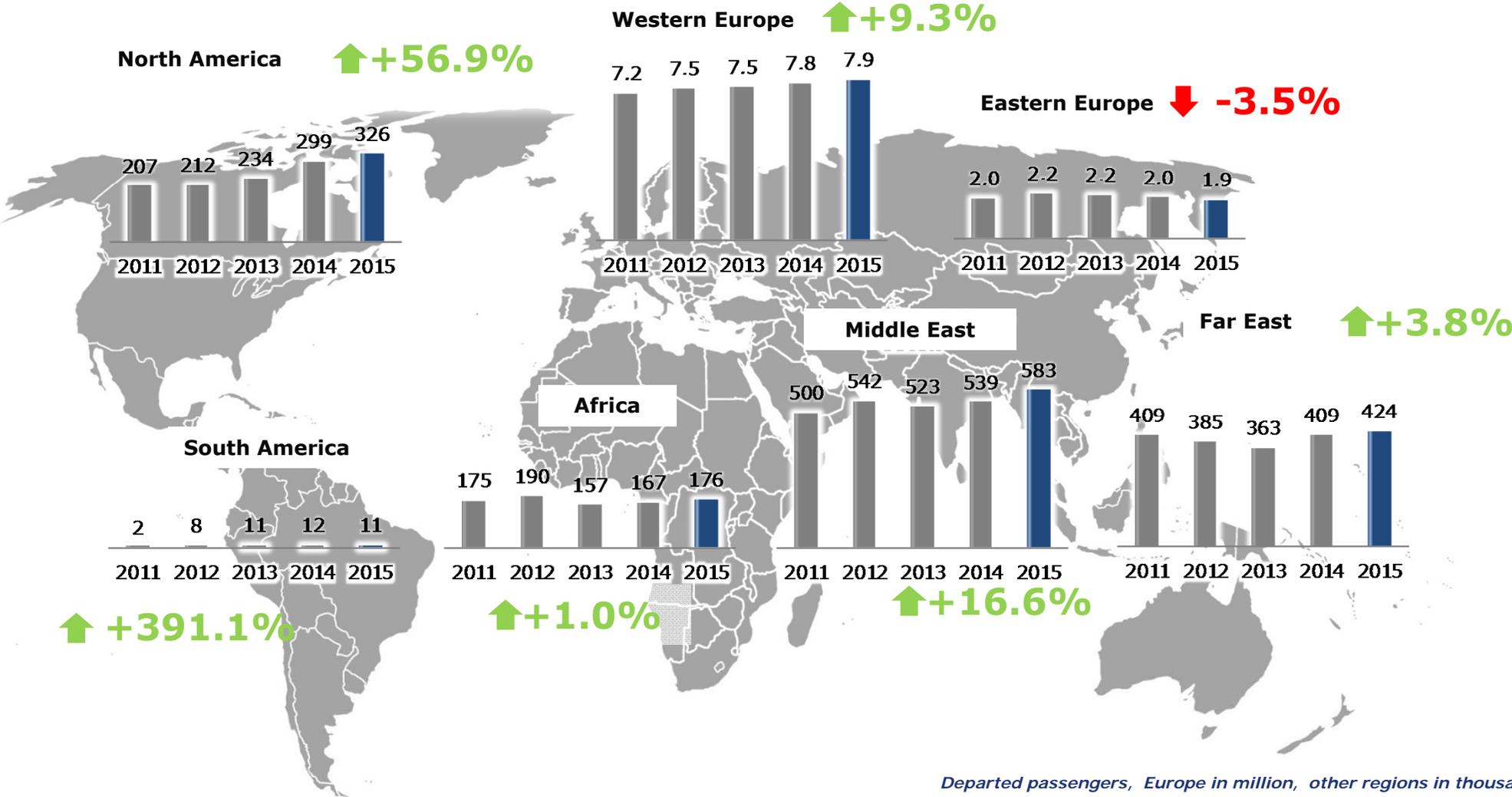
Departed passengers, figures for 2015 and development compared to 2014

Country highlights in 2015

Total passengers, year-on-year change



Strong passenger growth on long-haul routes since 2011



Shares of scheduled carriers

2015	Share in %	Passengers	PAX Δ% vs.2014
1. Austrian	45.6	10,388,250	-3.1
2. NIKI	10.6	2,411,068	-2.9
3. airberlin	6.4	1,463,938	4.5
4. Lufthansa	3.9	898,358	-15.9
5. germanwings & Eurowings	3.9	881,770	23.7
6. Turkish Airlines	2.1	486,764	-2.0
7. British Airways	2.0	451,705	12.1
8. Emirates	1.7	393,712	7.5
9. SWISS	1.6	368,375	-2.8
10. easyJet ¹	1.5	336,154	90.0
11. KLM Royal Dutch Airlines	1.5	333,811	8.6
12. Air France	1.2	279,469	1.8
13. Aeroflot	1.2	265,827	3.7
14. Iberia	0.9	203,798	0.3
15. Brussels Airlines	0.9	201,415	1.1
Others	15.0	3,410,640	12.4
Total	100.0	22,775,054	1.3
thereof Lufthansa Group ²	56.6	12,895,615	-2.4
thereof airberlin & NIKI	17.0	3,875,006	-0.2

7 1) easyJet: including easyJet Switzerland

2) Lufthansa Group: Austrian Airlines, Lufthansa, Germanwings, Eurowings, SWISS, Brussels Airlines, SunExpress, SunExpress Deutschland,

New Routes/Flight Service Cancelled in 2016

✈ **Austrian Airlines** 
New: Shanghai, Isfahan, Bari,
Havana (starting in the autumn)
Terminated: Baku, Kharkov, Dubai,
Palma, Rostov, seasonal stop:
Astana, Barcelona, St. Petersburg

✈ **NIKI** 
New: Faro, Split, Dubrovnik
Terminated: Athena, Moscow,
Munich, Sharm El Sheikh, Tel Aviv,
seasonal stop: Malta

✈ **airberlin** 
Reduction to Berlin, Düsseldorf,
Hamburg and Hannover

✈ **Alitalia** 
Terminated: Milan, Rome

✈ **easyJet** 
New: Edinburgh, Naples, Frequency
increases to Amsterdam, Berlin-
Schönefeld, London-Luton
Terminated: Rome

✈ **Transaero** 
Terminated: St. Petersburg, Moscow

Additions:

✈ **Eurowings:** Alicante, Bastia, Faro,
Rome and Valencia 

✈ **Jet2com:** Edinburgh 

✈ **SAS:** Copenhagen 

✈ **Transavia:** Expanded service to
Rotterdam, new to Paris Orly 

✈ **Vueling:** Paris CDG 

Traffic forecasts for 2016

	2015	2016 forecast
Passengers	22.8 million	0% to +2%
Flight movements	226,811	-1% to 0%

- ✈ Crises continue – Pressure remains perceptible on Vienna Airport as CEE flight hub – Ticket tax is competitive disadvantage
- ✈ Slightly optimistic outlook for passenger volume in the entire year 2016 – enhanced seasonality
- ✈ Ongoing flat development of flight movements is expected

In the top 10: Vienna Airport is a 4-Star Airport

✈ Our service initiative is internationally acclaimed

✈ **Two awards from Skytrax** in 2015:

“4-Star Airport” and “Best Airport Staff Europe”

✈ Vienna Airport in good company:

Only 10 European airports boast a 4-Star rating

(AMS, BCN, CPH, DUS, FRA, LHR, CDG, ZRH, HEL, VIE)



CORPORATE DEVELOPMENT AND FINANCIAL GUIDANCE FOR 2016



Optimism for 2016: Continuation of sustainably positive business development expected

Improvements in all dimensions of a sustainable corporate development:

- ✈ **Profitability** – Productivity increase to the same level as the very best, and successful debt reduction
- ✈ **Quality** – High customer satisfaction
- ✈ **Ecology** – Enhanced energy efficiency (+11% in 2012-2014)
- ✈ **Social** – High employee satisfaction/Reduction in the accident frequency rate/Social responsibility (accommodations for refugees)

Expectations for 2016

- ✈ **Further increase in revenue, EBITDA and net profit**
- ✈ **Ongoing debt reduction**
- ✈ **Higher dividends for 2015 thanks to improved earnings**
- ✈ **Higher level of investments of about € 95 million** (e.g. runway renovation, expansion of Air Cargo Center, energy supply/photovoltaics etc.)
- ✈ **New business location projects create additional jobs – large international investment project about to be finalized – further expansion of the Airport City**

Successful location development – The Airport City continues to grow



✈ Successful site marketing: Five new companies with over 500 employees set up business operations at the airport site (Makita, Cargo Partner, Kühne + Nagel, Eurowings, EVA Air)



✈ Further expansion of service offering: Fitness center opened in 2015



✈ 2016: Construction begin on the new MOXY hotel (opening in 2017), Cargo Partner, Makita



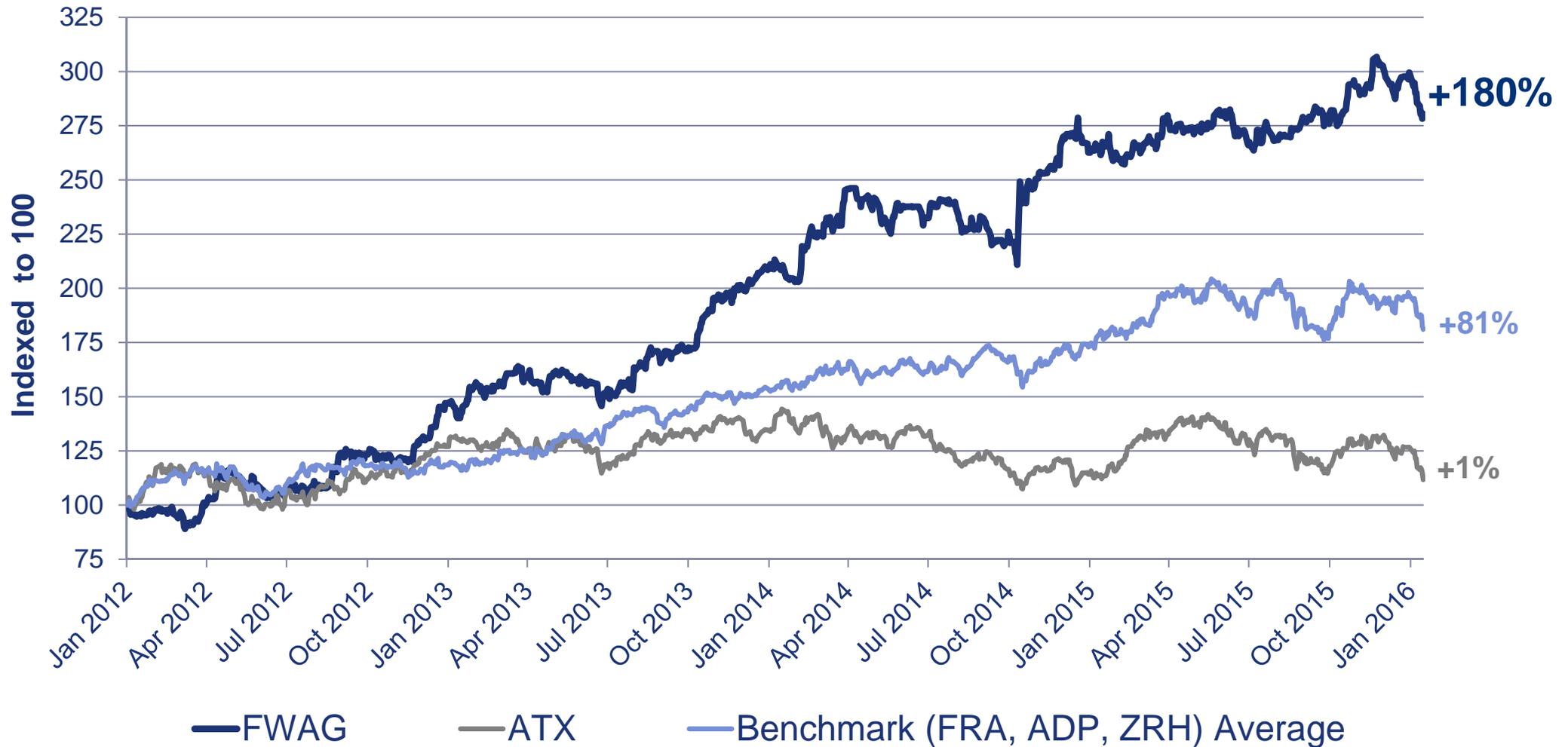
✈ Start of project development work on Office Park 4



✈ Hermione acquisition adds more than 25,000 m² of additional development property in the core area of airport operations.



Share price development since January 2012: +180%, market capitalization over € 1.7 billion



Outlook 2016 – Targeted earnings improvement

Outlook 2016 (Targets 2015)

Revenue



> € 675 million (> € 650 million)

EBITDA



> € 280 million (> € 260 million)

Net profit



≥ € 105 million (> € 95 million)

Net debt



≤ € 400 million (≤ € 500 million)

CAPEX



~ € 95 million (~ € 65 million)

THANK YOU FOR YOUR ATTENTION!

