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

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

**Passenger development of strategic investments in 2015:**
Malta: +7.7%, Kosice: +15.1%
Departed passengers, figures for 2015 and development compared to 2014

**Passenger growth compared to prior-year level**

**Share of total passenger volume**

- **Africa:**
  - Growth led by Ethiopian Airlines, but strong decline to Tunesia
  - 1.6%
  - +5.3%
  - 5.1%

- **Middle East:**
  - Growth driven by launch of flight service to Abu Dhabi by Niki and capacity expansion by Qatar Airways
  - 3.7%
  - +8.2%
  - 5.1%

- **Far East:**
  - Growth due to non-network carriers such as easyJet but also airberlin and British Airways
  - 3.8%
  - +3.8%

- **Europe:**
  - Decline mainly to Russia, growth in the Ukraine
  - 16.9%
  - -5.3%
  - 86.6%
  - +0.4%

- **Western Europe:**
  - Growth led by Ethiopian Airlines, but strong decline to Tunesia
  - 69.7%
  - +5.3%

- **Eastern Europe:**
  - Decline mainly to Russia, growth in the Ukraine
  - 16.9%
  - -5.3%

- **North America:**
  - Growth through new destinations of Miami and Newark
  - 2.9%
  - +9.0%

- **South America:**
  - Fewer seasonal flight movements by Condor
  - 0.1%
  - -9.1%
Country highlights in 2015
Total passengers, year-on-year change

- **RUSSIA** -26%
- **TUNESIA** -43%
- **EGYPT** +10%
- **UKRAINE** +9%
- **USA** +13%
- **PORTUGAL** +33%
- **MAROCCO** +140%
- **CHINA** +18%
- **UK** +13%
- **GREECE** +9%
- **IRELAND** +17%
- **IRAN** +17%
- **REPUBLIC OF KOREA** +31%
- **JORDAN** -17%
- **EGYPT** +10%
- **ETHIOPIA** +89%
- **BELARUS** -11%
- **IRAQ** -28%
- **KAZAKHSTAN** -9%
Strong passenger growth on long-haul routes since 2011

- **North America**: +56.9%
- **Western Europe**: +9.3%
- **Eastern Europe**: -3.5%
- **South America**: +391.1%
- **Middle East**: +1.0%
- **Far East**: +3.8%

*Departed passengers, Europe in million, other regions in thousand*
## Shares of scheduled carriers

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

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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
✈ Jet2.com: Edinburgh
✈ SAS: Copenhagen
✈ Transavia: Expanded service to Rotterdam, new to Paris Orly
✈ Vueling: Paris CDG
Traffic forecasts for 2016

- **Passengers**
  - 2015: 22.8 million
  - 2016 forecast: 0% to +2%

- **Flight movements**
  - 2015: 226,811
  - 2016 forecast: -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, ÉVA 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

<table>
<thead>
<tr>
<th>Category</th>
<th>2015 Targets</th>
<th>2016 Targets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>&gt; € 675 m</td>
<td>&gt; € 650 m</td>
</tr>
<tr>
<td>EBITDA</td>
<td>&gt; € 280 m</td>
<td>&gt; € 260 m</td>
</tr>
<tr>
<td>Net profit</td>
<td>≥ € 105 m</td>
<td>&gt; € 95 m</td>
</tr>
<tr>
<td>Net debt</td>
<td>≤ € 400 m</td>
<td>≤ € 500 m</td>
</tr>
<tr>
<td>CAPEX</td>
<td>~ € 95 m</td>
<td>~ € 65 m</td>
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THANK YOU FOR YOUR ATTENTION!