FLUGHAFEN WIEN AG

Traffic Results in 2016 and Business Outlook for 2017
2016: Three records set in one year

✈ Busiest day ever: 89,361 passengers on September 16, 2016
✈ Best month ever: 2.4 million passengers in July 2016
✈ Strongest year: 23.4 million passengers in 2016 (+2.5%)

✈ Low cost segment as a growth driver
  ➢ Increase of more than 800,000 passengers due to Eurowings, easyJet, Vueling, Transavia etc. in 2016 (+40.9%)
  ➢ Eurowings and easyJet generate highest passenger growth at VIE

✈ Growth strategy focuses on expansion of the low cost segment and long-haul flight service
### Traffic development at Vienna Airport 2016 vs. 2015

<table>
<thead>
<tr>
<th>Traffic development</th>
<th>2016</th>
<th>2015</th>
<th>Δ in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers (millions)</td>
<td>23.35</td>
<td>22.78</td>
<td>+2.5</td>
</tr>
<tr>
<td>Local passengers (millions)</td>
<td>17.08</td>
<td>16.38</td>
<td>+4.3</td>
</tr>
<tr>
<td>Transfer passengers (millions)</td>
<td>6.17</td>
<td>6.30</td>
<td>-2.0</td>
</tr>
<tr>
<td>Flight movements (in 1,000)</td>
<td>226.40</td>
<td>226.81</td>
<td>-0.2</td>
</tr>
<tr>
<td>MTOW (millions of tonnes)</td>
<td>8.65</td>
<td>8.40</td>
<td>+3.1</td>
</tr>
<tr>
<td>Seats (departure/arrival)</td>
<td>31,932,676</td>
<td>30,810,577</td>
<td>+3.6</td>
</tr>
<tr>
<td>Seat load factor (percent)</td>
<td>73.4</td>
<td>74.3</td>
<td>-0.8%p</td>
</tr>
<tr>
<td>Cargo incl. trucking (in 1,000 tonnes)</td>
<td>282.73</td>
<td>272.58</td>
<td>+3.7</td>
</tr>
</tbody>
</table>
74 airlines serve 186 destinations in 72 countries

- Europe:
  - thereof Western Europe: 86.7%
    - thereof Eastern Europe: 16.4%
      - Decrease especially to Russia, growth to Ukrainian destinations
  - passenger growth compared to previous year: +2.6%
  - share of total passenger volume: 70.3%
- North America:
  - passenger growth compared to previous year: +2.4%
  - share of total passenger volume: 2.9%
- Latin America:
  - passenger growth compared to previous year: +11.0%
  - share of total passenger volume: 0.1%
- Africa:
  - passenger growth compared to previous year: -13.1%
  - share of total passenger volume: 1.3%
- Middle East:
  - passenger growth compared to previous year: +6.2%
  - share of total passenger volume: 5.3%
- Far East:
  - passenger growth compared to previous year: +0.2%
  - share of total passenger volume: 3.7%

- Departed passengers, 2016 development compared to 2015 and share of total passenger volume in 2016

- Growth driven by low cost carriers such as Eurowings, Easyjet, Transavia and Vueling
- Increase related to launch of flights to Miami
- Growth thanks to addition of flights to Havana
- Decline above all to tourist destinations in Egypt
- Growth due to capacity expansion to Iran and Qatar
- Stable passenger volume related to addition of Shanghai and Hong Kong as new destinations to offset termination of flight service to Tokyo
- Increase related to launch of flights to Miami
Country highlights in 2016
Total passengers, change vs. 2015

TOP 3 countries for growth and decrease in passenger volume

1. UK +308' Pax (+28.9%)
2. NETHERLANDS +177' Pax (+28.0%)
3. SPAIN +111' Pax (+8.9%)

1. TURKEY -183' Pax (-17.0%)
2. RUSSIA -91' Pax (-14.5%)
3. EGYPT -67' Pax (-26.9%)

Top 3 Destinations 2016:
- Germany: 4,925,121 Passengers
- UK: 1,374,775 Passengers
- Switzerland: 1,370,246 Passengers
Strategic goal to expand long-haul flight service: strong rise in passenger volume since 2011

Departed passengers, figures for Europe in millions, otherwise in thousands
### Shares of scheduled carriers

<table>
<thead>
<tr>
<th>2016</th>
<th>Share in %</th>
<th>Passengers</th>
<th>PAX Δ% vs. 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Austrian</td>
<td>44.5</td>
<td>10,402,625</td>
<td>+0.1</td>
</tr>
<tr>
<td>2. NIKI</td>
<td>9.2</td>
<td>2,158,023</td>
<td>-10.5</td>
</tr>
<tr>
<td>3. airberlin</td>
<td>6.2</td>
<td>1,440,965</td>
<td>-1.6</td>
</tr>
<tr>
<td>4. Eurowings &amp; Germanwings</td>
<td>5.5</td>
<td>1,275,117</td>
<td>+44.6</td>
</tr>
<tr>
<td>5. Lufthansa</td>
<td>3.9</td>
<td>903,585</td>
<td>+0.6</td>
</tr>
<tr>
<td>6. easyJet Group¹</td>
<td>2.7</td>
<td>628,578</td>
<td>+87.0</td>
</tr>
<tr>
<td>7. British Airways</td>
<td>2.2</td>
<td>504,014</td>
<td>+11.6</td>
</tr>
<tr>
<td>8. Turkish Airlines</td>
<td>2.0</td>
<td>477,195</td>
<td>-2.0</td>
</tr>
<tr>
<td>9. Emirates</td>
<td>1.8</td>
<td>420,090</td>
<td>+6.7</td>
</tr>
<tr>
<td>10. SWISS</td>
<td>1.7</td>
<td>386,582</td>
<td>+4.9</td>
</tr>
<tr>
<td>11. KLM Royal Dutch Airlines</td>
<td>1.5</td>
<td>348,228</td>
<td>+4.3</td>
</tr>
<tr>
<td>12. Aeroflot</td>
<td>1.2</td>
<td>276,224</td>
<td>+3.9</td>
</tr>
<tr>
<td>13. Air France</td>
<td>1.2</td>
<td>271,331</td>
<td>-2.9</td>
</tr>
<tr>
<td>14. Vueling Airlines</td>
<td>1.0</td>
<td>230,328</td>
<td>+42.4</td>
</tr>
<tr>
<td>15. Iberia</td>
<td>0.9</td>
<td>203,866</td>
<td>+0.0</td>
</tr>
<tr>
<td>Other</td>
<td>14.7</td>
<td>3,425,265</td>
<td>-0.7</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>100.0</strong></td>
<td><strong>23,352,016</strong></td>
<td><strong>+2.5</strong></td>
</tr>
<tr>
<td>thereof Lufthansa Group²</td>
<td>56.8</td>
<td>13,271,077</td>
<td>+2.9</td>
</tr>
<tr>
<td>thereof airberlin &amp; NIKI</td>
<td>15.4</td>
<td>3,598,988</td>
<td>-7.1</td>
</tr>
</tbody>
</table>

1) **easyJet Group**: easyJet and easyJet Switzerland
2) **Lufthansa Group**: Austrian Airlines, Lufthansa, Germanwings, Eurowings, SWISS, Brussels Airlines, SunExpress, SunExpress Deutschland
Traffic development in 2016
Flughafen Wien Group

<table>
<thead>
<tr>
<th>Group passenger development</th>
<th>2016</th>
<th>2015</th>
<th>Δ in %</th>
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<tr>
<td>Vienna Airport (millions)</td>
<td>23.35</td>
<td>22.78</td>
<td>+2.5</td>
</tr>
<tr>
<td>Malta Airport (millions)</td>
<td>5.08</td>
<td>4.62</td>
<td>+10.0</td>
</tr>
<tr>
<td>Kosice Airport (millions)</td>
<td>0.44</td>
<td>0.41</td>
<td>+6.4</td>
</tr>
<tr>
<td>Vienna Airport and strategic investments (VIE, MLA, KSC)</td>
<td>28.87</td>
<td>27.80</td>
<td>+3.8</td>
</tr>
</tbody>
</table>

Malta Airport:

- New passenger record, exceeding five million passengers for the first time
- Above average growth in the off-peak season (November +22.4%, December +32.2%)
Traffic forecast for 2017

Flughafen Wien Group:

<table>
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<tr>
<th>Passengers</th>
<th>2016</th>
<th>Forecast for 2017</th>
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<tbody>
<tr>
<td>Passengers</td>
<td>28.9 million</td>
<td>+1% to +3%</td>
</tr>
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Vienna Airport:

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<tr>
<td>Passengers</td>
<td>23.4 million</td>
<td>0% to +2%</td>
</tr>
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- Crises continue – Recovery in flight traffic to Eastern Europe
- Ticket tax remains a competitive disadvantage
- Far-reaching capacity reductions due to restructuring of the airberlin Group – Low cost segment and Lufthansa Group as growth drivers in 2017 expected to more than offset this development
New routes and flight service cancellations in 2017

✈ Austrian Airlines
New: Los Angeles, Mahé (Seychelles), Burgas, Gothenburg
Increases to Cairo, Frankfurt, Hamburg, Lviv, Milan, Odessa, Paris, Stockholm, Zurich
Service terminated: Jerez

✈ NIKI
Reduction to 21 holiday destinations

✈ airberlin
Increases to Berlin, Düsseldorf
Service terminated: Hamburg, Hannover

✈ Volotea
New: Marseille, Nantes

✈ Eurowings
New: Birmingham, Brindisi, Ibiza, Jerez, Kavala, Lamezia Terme, Las Palmas, Madrid, Malaga, Malta, Mytilene, Nice, Nuremberg, Olbia, Paphos, Pisa, Porto, Samos, Zadar
Increases to Barcelona, Hamburg, Hannover, Rome
Service terminated: Valencia

✈ Flybe/Stobart Air
New: London Southend

✈ Germania
New: Rostock

✈ S7 Airlines
New: Moscow

✈ SunExpress
New: Ankara
Vienna Airport is preparing for the future

✈ Successful completion of large-scale runway renovation 11/29 – Repair of 210,000 m², 95,000 tonnes of concrete, 270 km of cables, 15 km of conduits – securing of long-term resilience of both runways

✈ Technological progress also perceptible at VIE: Airbus 380, Airbus 350 and Boeing 787 Dreamliner in regular operation, baggage drop off at Terminal 3

✈ Terminal development underway – € 500 million in investments to modernise the terminal infrastructure by 2023
BUSINESS DEVELOPMENT AND FINANCIAL GUIDANCE FOR 2017
Meet challenges on the basis of cost efficiency and higher productivity

Investments in quality and growth while maintaining the strategy to enhance productivity and reduce costs

✈ € 1.6 billion investment programme up to 2025 to ensure growth and secure employment

✈ Significantly higher dividends for 2016
The Airport City continues to grow

✈ Successful location marketing: 12 new companies with over 600 employees located at the airport site in 12 months

✈ New services: 24/7 postal partner office, MOXY Hotel to open in March 2017, modernisation of Car Park 4

✈ 20,000 m² new office space: Office Park 4 – completion at the beginning of 2020

✈ Inter-municipal cooperation and marketing of the Vienna Airport Region

✈ Airport City is the optimal site for “Brexit refugees”
Expectations for 2017

✈ Further increase in revenue, EBITDA and consolidated net profit, ongoing reduction in net debt

✈ Significantly higher dividends for 2016 due to earnings improvement

✈ Investments in quality and capacities of about € 100 million (€ 16 million for expansion of Air Cargo Center, € 50 million for Office Park 4 and much more in the coming years)

✈ Focus in 2017 on further expansion and aggressive marketing of the Airport City and Vienna Airport Region
Share price development since January 2012: market capitalisation over € 2 billion

Share price development from January 1, 2012 to January 13, 2017

- FWAG: +230%
- ATX: +117%
- Benchmark (FRA, ADP, ZRH) average: +42%

Share price development from January 1, 2012 to January 13, 2017
### Outlook for 2017 – Further earnings improvement expected

<table>
<thead>
<tr>
<th>Category</th>
<th>2017 Outlook (2016 Outlook)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>&gt; € 740 million (&gt; € 725 million)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>&gt; € 315 million (&gt; € 310 million)</td>
</tr>
<tr>
<td>Consolidated net profit</td>
<td>&gt; € 120 million (≥ € 115 million)</td>
</tr>
<tr>
<td>Net debt</td>
<td>&lt; € 350 million (≤ 400 million)</td>
</tr>
<tr>
<td>CAPEX</td>
<td>&gt; € 100 million (~ € 95 million)</td>
</tr>
</tbody>
</table>
THANK YOU FOR YOUR ATTENTION!