FLUGHAFEN WIEN AG
Traffic Results 2017 and
Business Outlook for 2018
Despite market consolidation: 2017 marked numerous records set by Vienna Airport

✈ **Record passenger volume**
- Flughafen Wien Group handles 2.0 million passengers more (+6.9%), reaching 30.9 million passengers for the first time
- Vienna Airport reports increase in passenger volume of one million (+4.5%), registering 24.4 million passengers for the first time (in spite of airberlin/NIKI crisis)

✈ **Lufthansa Group as the main growth driver (+18.8% passengers)**
- More than 2.5 million additional passengers, primarily due to Austrian Airlines (+1,398,527) and Eurowings¹ (+983,297) in 2017

✈ **Growth strategy focuses on successful expansion of low-cost segment and long-haul routes**
- Low-cost segment generates growth of 1.2 million passengers (+43.9%)
- New long-haul flight connections in 2017: Bangkok, Los Angeles and Mahé

¹ Eurowings and Germanwings
Traffic development in 2017: Flughafen Wien Group

<table>
<thead>
<tr>
<th>Group passenger development</th>
<th>2017</th>
<th>2016</th>
<th>Δ in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vienna Airport (millions)</td>
<td>24.4</td>
<td>23.4</td>
<td>+4.5</td>
</tr>
<tr>
<td>Malta Airport (millions)</td>
<td>6.0</td>
<td>5.1</td>
<td>+17.5</td>
</tr>
<tr>
<td>Kosice Airport (millions)</td>
<td>0.5</td>
<td>0.4</td>
<td>+13.8</td>
</tr>
<tr>
<td>Vienna Airport and its strategic investments (VIE, MLA, KSC)</td>
<td>30.9</td>
<td>28.9</td>
<td>+6.9</td>
</tr>
</tbody>
</table>

Total number of passengers includes local, transfer and transit passengers. Retroactive adjustment of comparative figures for 2016.
## Traffic development at Vienna Airport 2017 vs 2016

<table>
<thead>
<tr>
<th>Traffic development at Vienna Airport</th>
<th>2017</th>
<th>2016</th>
<th>Δ in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers (millions)</td>
<td>24.4</td>
<td>23.4</td>
<td>+4.5</td>
</tr>
<tr>
<td>Local passengers (millions)</td>
<td>17.8</td>
<td>17.1</td>
<td>+4.5</td>
</tr>
<tr>
<td>Transfer passengers (millions)</td>
<td>6.4</td>
<td>6.2</td>
<td>+4.4</td>
</tr>
<tr>
<td>Flight movements (in 1,000)</td>
<td>224.6</td>
<td>226.4</td>
<td>-0.8</td>
</tr>
<tr>
<td>MTOW (millions of tons)</td>
<td>8.8</td>
<td>8.7</td>
<td>+2.1</td>
</tr>
<tr>
<td>Seats (arrivals and departures, millions)</td>
<td>32.8</td>
<td>31.9</td>
<td>+2.6</td>
</tr>
<tr>
<td>Seat load factor (percent)</td>
<td>74.8</td>
<td>73.4</td>
<td>+1.3%p.</td>
</tr>
<tr>
<td>Cargo incl. trucking (in 1,000 tons)</td>
<td>288.0</td>
<td>282.7</td>
<td>+1.9</td>
</tr>
</tbody>
</table>
74 airlines serve 195 destinations in 70 countries

**Europe**
- Thereof Western Europe: +3.0%, 86.5%
  - Growth generated by Austrian Airlines, Eurowings and easyJet more than compensated for Niki/airberlin insolvency
- Thereof Eastern Europe: +9.4%, 17.2%
  - Strong growth to Russia (expanded frequencies by Austrian Airlines to Moscow, flight service to Moscow launched by Aeroflot and S7)

**North America**
- -2.9%, 2.7%
  - Decrease related to capacity reductions, growth on the Los Angeles route

**Latin America**
- -3.3%, 0.1%
  - Despite addition of Havana to the route network, decline due to termination of flight service to Punta Cana and Varadero

**Africa**
- +37.0%, 1.7%
  - Strong growth, especially to tourist destinations in Egypt

**Middle East**
- +2.3%, 5.2%
  - Growth based on capacity expansion and flight service launched to Isfahan

**Far East**
- +9.0%, 3.8%
  - Growth due to flight service initiated by Thai Airways, capacity expansion by EVA Air and China Airlines, Austrian Airlines adds Hong Kong to its route network

- Europe: -2.9%, 69.3%
  - Decrease related to capacity reductions, growth on the Los Angeles route
- North America: +3.0%, 2.7%
  - Despite addition of Havana to the route network, decline due to termination of flight service to Punta Cana and Varadero
- Latin America: -3.3%, 0.1%
Country highlights in 2017
Total number of passengers, change vs. 2016
TOP 5 countries with respect to growth/decline

Top 5 countries in 2017:
✈ Germany: 5,170,620 passengers (21.2%)
✈ Switzerland: 1,431,238 passengers (5.9%)
✈ UK: 1,424,155 passengers (5.8%)
✈ France: 1,151,226 passengers (4.7%)
✈ Netherlands: 838,669 passengers (3.4%)
Strategic goal to expand long-haul flight service: strong passenger growth since 2011

Total passenger growth 2011-2017: +15.6%

Departed passengers, European figures in millions, other regions in thousands

- **Western Europe**: +16.3%
- **Eastern Europe**: +5.1%
- **Middle East**: +26.6%
- **Far East**: +13.4%
- **North America**: +56.0%
- **Latin America**: +427.2%
- **Africa**: +20.2%
# Shares of scheduled carriers

<table>
<thead>
<tr>
<th>Rank</th>
<th>Airline/Group</th>
<th>Share in %</th>
<th>Passengers</th>
<th>PAX Δ% vs. 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Austrian</td>
<td>48.4</td>
<td>11,801,152</td>
<td>+13.4</td>
</tr>
<tr>
<td>2.</td>
<td>Eurowings &amp; Germanwings</td>
<td>9.3</td>
<td>2,258,414</td>
<td>+77.1</td>
</tr>
<tr>
<td>3.</td>
<td>Lufthansa</td>
<td>3.7</td>
<td>905,232</td>
<td>+0.2</td>
</tr>
<tr>
<td>4.</td>
<td>easyJet Group (^1)</td>
<td>3.3</td>
<td>810,370</td>
<td>+28.9</td>
</tr>
<tr>
<td>5.</td>
<td>airberlin</td>
<td>3.3</td>
<td>807,892</td>
<td>-43.9</td>
</tr>
<tr>
<td>6.</td>
<td>NIKI</td>
<td>2.5</td>
<td>621,202</td>
<td>-71.2</td>
</tr>
<tr>
<td>7.</td>
<td>Turkish Airlines</td>
<td>2.1</td>
<td>500,238</td>
<td>+4.8</td>
</tr>
<tr>
<td>8.</td>
<td>British Airways</td>
<td>1.9</td>
<td>463,743</td>
<td>-8.0</td>
</tr>
<tr>
<td>9.</td>
<td>Emirates</td>
<td>1.9</td>
<td>462,539</td>
<td>+10.1</td>
</tr>
<tr>
<td>10.</td>
<td>SWISS</td>
<td>1.9</td>
<td>462,297</td>
<td>+19.6</td>
</tr>
<tr>
<td>11.</td>
<td>KLM Royal Dutch Airlines</td>
<td>1.6</td>
<td>383,797</td>
<td>+10.2</td>
</tr>
<tr>
<td>12.</td>
<td>Aeroflot</td>
<td>1.3</td>
<td>324,067</td>
<td>+17.3</td>
</tr>
<tr>
<td>13.</td>
<td>Air France</td>
<td>1.2</td>
<td>289,689</td>
<td>+6.8</td>
</tr>
<tr>
<td>14.</td>
<td>Vueling Airlines</td>
<td>1.0</td>
<td>251,195</td>
<td>+9.1</td>
</tr>
<tr>
<td>15.</td>
<td>Iberia</td>
<td>0.9</td>
<td>214,868</td>
<td>+5.4</td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td>15.7</td>
<td>3,836,110</td>
<td>+12.0</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td><strong>100.0</strong></td>
<td><strong>24,392,805</strong></td>
<td><strong>+4.5</strong></td>
</tr>
</tbody>
</table>

**Notes:**

1) easyJet Group: easyJet and easyJet Switzerland
2) Lufthansa Group: Austrian Airlines, Lufthansa, Germanwings, Eurowings, SWISS, Brussels Airlines
Successful year for strategic investments: Malta International Airport

- Record: 6.0 million passengers in 2017 (+17.5%)
- Top 3 markets: Great Britain (24.6%), Italy (20.4%), Germany (13.4%)
- Top 3 airlines: Ryanair (36.4%), Air Malta (27.6%), easyJet (5.4%)
Successful year for strategic investments: Kosice International Airport

✈ Record: About 500,000 passengers in 2017 (+13.8%)
✈ Top 3 markets: Great Britain (31%), Germany (14%), Turkey (11%)
✈ Top 3 airlines: Wizz Air (42%), Czech Airlines (14%), Austrian Airlines (10%)
Traffic forecast for 2018

Flughafen Wien Group:

- **Passengers**
  - 2017: 30.9 million
  - Forecast 2018: more than +5%

Flughafen Wien AG:

- **Passengers**
  - 2017: 24.4 million
  - Forecast 2018: more than +3%
Growth impetus in 2018

Flughafen Wien Group:
- Forecast for Malta International Airport: 7%-9% increase in passengers
- 16 new flight connections in the summer flight schedule 2018

Vienna Airport:
- Passenger growth in 2017 to continue unabatedly in 2018
- Share of low-cost carriers to exceed 21% (2017: 16.4%)
  - Growth of easyJet, +300,000 passengers for Wizz Air, reduction of ticket tax is a positive factor for the airport site
- Share of Lufthansa Group to rise above 65% (2017: 64.1%)
  - Growth of Austrian Airlines and Eurowings
- Strong growth of intercontinental flight traffic, particularly in the Far East (more than 30%), share of total passenger volume to exceed 14% (2017: 13.5%)
- Outcome of sales process for NIKI remains to be seen
New routes and flight service cancellations in 2018

- **11 new destinations**
- Including 2 new long-haul destinations
- 5 new CEE destinations (total of 44)

- **Austrian Airlines**
  New: Cape Town, Tokyo

- **easyjet**
  New: Berlin TXL, Milan MXP, Basel

- **Vueling**
  New: Palma de Mallorca

- **Wizz Air**
  New: Bari, Bergen, Billund, Dortmund, Gdansk, Kutaisi, Larnaca, Malta, Nis, Ohrid, Rome, Tel Aviv, Tuzla, Tenerife, Thessaloniki, Valencia, Varna

- **Eurowings**
  New: Catania, Calvi, Chania, Corfu, Heraklion, Kos, Larnaca, Tenerife, Rhodes
  Service terminated: Agadir, Malta

- **Volotea**
  New: Bilbao

- **EVA Air**
  New: additional direct flight to Taipei as of March 10, 2018

- **Ethiopian Airlines**
  Daily to Addis Ababa as of June 1, 2018 (+3 to 7 frequencies)

- **Air Malta**
  New: Catania
BUSINESS DEVELOPMENT AND FINANCIAL GUIDANCE FOR 2018
Ongoing increase in the net profit for the period since 2011 will continue in 2018

Net profit for the period before non-controlling interests: figures adjusted for 2011-2015
2) Guidance 2018: Status beginning of January 2018
Further dividend increase expected in 2017
Development 2011-2016: +150%

Stock split in the ratio of 1:4 carried out effective June 27, 2016 – corresponding adjustment of history
Expectations and demands for 2018

✈ Stable revenue development, increases in EBITDA and net profit, further reduction of net debt
✈ Higher dividend for 2017 due to the improvement of the results
✈ Higher investment volume for 2018 at € 175 million
✈ Further expansion of energy efficiency measures at the Vienna Airport site and continuation of the marketing offensive for the Airport City and Airport Region in 2018

✈ Implementation of plans to simplify procedures and streamline bureaucracy as stipulated in the government programme
✈ Urgently needed improvement of traffic situation on the Eastern Highway – Lobau Tunnel – railway link to Bratislava
The Airport City continues to grow
Higher investments, new companies launch operations, attractive office offering, new services

✈ Business location projects – demand remains high
✈ More than 1,000 new jobs to be created at the airport site in 2018
✈ DHL concluding work to set up operations at the airport – Cargo Partner to open in the spring of 2018
✈ Search for business partners for third airport hotel to begin in the near future
✈ New health centre in the implementation phase
✈ 25,000 m² of new office space and € 60 million investments: Office Park 4 to be completed at the beginning of 2020
Massive efforts to enhance energy efficiency

✈ Austrian Sustainable Building Council (ÖGNI) certificate for Office Park 4 and Airport City, “Klimaaktiv” (climate protection) award 2017 for Flughafen Wien AG

✈ EVN biomass facility for Airport Region to commence operations in the spring of 2018

✈ Another photovoltaic facility with 8,000 m² will come on stream in 2018

✈ Positive impact of airport energy efficiency research project with Vienna University of Technology: energy consumption per passenger cut by 22%, CO₂ emissions down 30%

✈ New energy efficiency projects for electromobility and energy optimisation supported by Austrian Research Promotion Agency
Share price development since January 2012: +379%
Market capitalisation about € 3 billion

Indexed

Share price development from January 1, 2012 to January 12, 2018

FWAG
ATX
Benchmark (FRA, ADP, ZRH) average
Positive outlook for 2018 – Substantial rise in earnings and investments planned

<table>
<thead>
<tr>
<th>Category</th>
<th>2018 (2017)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>&gt; € 755 million (&gt; € 740 million)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>&gt; € 325 million (&gt; € 315 million)</td>
</tr>
<tr>
<td>Consolidated net profit</td>
<td>&gt; € 132 million (&gt; € 120 million)</td>
</tr>
<tr>
<td>Net debt</td>
<td>&lt; € 300 million (&lt; 350 million)</td>
</tr>
<tr>
<td>CAPEX</td>
<td>&gt; € 175 million (&gt; € 100 million)</td>
</tr>
</tbody>
</table>
THANK YOU FOR YOUR ATTENTION!