FLUGHAFEN WIEN AG

On a Growth Path:
Traffic Results 2018 and
Business Outlook for 2019
2018 marked the highest passenger volume in the history of Vienna Airport

- **Record:** More than 27 million passengers at Vienna Airport (VIE), more than 34 million in the Group
  - All-time single day record: 101,841 passengers at VIE on Sept. 21, 2018
  - **10.8% growth at VIE** to a total of 27,037,292 passengers in 2018 (rise of 2.6 million)
  - **11.3% growth of the Flughafen Wien Group** to about 34.4 million passengers (increase of 3.5 million)

- **Austrian Airlines was the top growth driver**
  - +1.05 million passengers to 12.85 million (+8.9%)
  - Expansion of short-haul and medium-haul capacity offering in Vienna

- **Expansion of the low-cost segment**
  - Growth of 58.5% to 6.4 million passengers
  - LCC share of 23.7% of passenger volume

- **Strong growth in the long-haul segment**
  - 24.0% growth to about two million passengers
  - Long-haul routes with 7.7% of total number of passengers
Traffic development of the Flughafen Wien Group in 2018

<table>
<thead>
<tr>
<th>Group passenger development</th>
<th>2018</th>
<th>2017</th>
<th>Δ in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vienna Airport (millions)</td>
<td>27.0</td>
<td>24.4</td>
<td>+10.8</td>
</tr>
<tr>
<td>Malta Airport (millions)</td>
<td>6.8</td>
<td>6.0</td>
<td>+13.2</td>
</tr>
<tr>
<td>Kosice Airport (millions)</td>
<td>0.5</td>
<td>0.5</td>
<td>+9.1</td>
</tr>
<tr>
<td>Vienna Airport and its strategic investments (VIE, MLA, KSC)</td>
<td>34.4</td>
<td>30.9</td>
<td>+11.3</td>
</tr>
</tbody>
</table>

**Share of passengers in the Group**

- **VIE**: 78.6%
- **MLA**: 19.8%
- **KSC**: 1.6%

*Total number of passengers incl. local, transfer and transit passengers.*

*Adjustment of comparative figures for 2017.*
## Traffic development of Vienna Airport in 2018

<table>
<thead>
<tr>
<th>Traffic development at Vienna Airport</th>
<th>2018</th>
<th>2017</th>
<th>Δ in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers (millions)</td>
<td>27.0</td>
<td>24.4</td>
<td>+10.8</td>
</tr>
<tr>
<td>Local passengers (millions)</td>
<td>20.3</td>
<td>17.8</td>
<td>+13.6</td>
</tr>
<tr>
<td>Transfer passengers (millions)</td>
<td>6.7</td>
<td>6.4</td>
<td>+3.7</td>
</tr>
<tr>
<td>Flight movements (in 1,000)</td>
<td>241.0</td>
<td>224.6</td>
<td>+7.3</td>
</tr>
<tr>
<td>MTOW (millions of tonnes)</td>
<td>9.6</td>
<td>8.8</td>
<td>+8.4</td>
</tr>
<tr>
<td>Seats (arrivals and departures)</td>
<td>35.7</td>
<td>32.8</td>
<td>+8.9</td>
</tr>
<tr>
<td>Seat load factor (percent)</td>
<td>76.0</td>
<td>74.8</td>
<td>+1.3p.</td>
</tr>
<tr>
<td>Cargo incl. trucking (in 1,000 tonnes)</td>
<td>295.4</td>
<td>288.0</td>
<td>+2.6</td>
</tr>
</tbody>
</table>
74 airlines serve 205 destinations in 71 countries

Departed passengers, development in 2018 compared to 2017 and share of total passenger volume in 2018

- **Europe**
  - thereof Western Europe: +10.3% (85.7%) Growth driven by Austrian Airlines, Laudamotion, easyJet, Level, Wizz Air and Eurowings, mainly to Spain and Italy
  - thereof Eastern Europe: +8.3% (16.8%) Strong growth thanks to Wizz Air and Austrian Airlines (mainly Poland, Ukraine, Romania)

- **North America**
  - Growth related to capacity increases, primarily Chicago and Los Angeles: +8.9% (2.6%)

- **Latin America**
  - Decline due to termination of flight service to Cuba and Dominican Republic: -76.2% (0.0%)

- **Africa**
  - Strong growth to Ethiopia and tourist destinations in Egypt: +29.8% (2.0%)

- **Middle East**
  - Growth mainly due to Wizz Air and Austrian Airlines to Israel: +8.3% (5.1%)

- **Far East**
  - +33.5% (4.6%) Growth due to new flight offering to Bangkok and Taipei and resumed flight service of Austrian Airlines to Tokyo

---

*Departed passengers, development in 2018 compared to 2017 and share of total passenger volume in 2018*
Tourism – Far East as a growth market in 2018

Tourism figures 2017/18¹:

- **Chinese market (incl. HK and Taiwan)**
  - Visitors to Vienna: 349,000 (+16%)

- **South East Asia²**
  - Visitors to Vienna: 90,000 (+22%)

- **Japan**
  - Visitors to Vienna: 132,000 (+10%)

- **India**
  - Visitors to Vienna: 62,000 (+7%)

Austrian retail sector profits from Asian tourists

- **Tax-free revenue ranked by country (outside of the EU):**
  Four Asian countries among the top ten: China (1st) Taiwan (4th), Thailand (5th) and South Korea (8th).

- **Average expenditures per purchase:**
  - Guests from China € 616 (+11%), non-European travellers € 508 (+10%) and +60% by tourists from Thailand and South Korea.

---

¹ Source: Austrian Statistical Office – Tourism Year 2018 (NOV17-OCT18) orf.at/Planet Payment Study
² Thailand, Indonesia, Malaysia, Singapore, North Korea, Brunei, Cambodia, Laos, Philippines, Vietnam
Country highlights in 2018
Total passenger volume, change vs. 2017

TOP 5 country growth

Top 5 countries according to total passenger volume in 2018¹:
- Germany: 5,335,498 passengers (19.7%)
- Spain: 1,625,836 passengers (6.0%)
- UK: 1,605,397 passengers (5.9%)
- Switzerland: 1,523,199 passengers (5.6%)
- Italy: 1,492,873 passengers (5.5%)

Δ vs. previous year in 1,000  Δ vs. prev. year
Spain    +374    +29.8%
Italy    +357    +31.4%
UK       +181    +12.7%
Germany  +165    +3.2%
Turkey   +144    +16.3%

¹) Total passenger volume and share in %
Strategic goal of expanding long-haul segment

Strong passenger growth over last seven years

- Western Europe: +28.3%
- Eastern Europe: +13.8%
- North America: +69.9%
- Latin America: +25.4%
- Africa: +56.1%
- Middle East: +37.1%
- Far East: +51.4%

Total passenger growth 2011-2018: +28.2%

Departed passengers, figures for Europe in millions, other regions in thousands

Total passenger growth 2011-2018: +28.2%
# Share of scheduled carriers

<table>
<thead>
<tr>
<th>2018</th>
<th>Share in %</th>
<th>Passengers</th>
<th>PAX Δ% vs. 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Austrian Airlines</td>
<td>47.5</td>
<td>12,850,423</td>
<td>+8.9</td>
</tr>
<tr>
<td>2. Eurowings &amp; Germanwings</td>
<td>9.2</td>
<td>2,484,008</td>
<td>+10.0</td>
</tr>
<tr>
<td>3. easyJet Group(^1)</td>
<td>4.9</td>
<td>1,332,009</td>
<td>+64.4</td>
</tr>
<tr>
<td>4. Lufthansa</td>
<td>3.4</td>
<td>919,347</td>
<td>+1.6</td>
</tr>
<tr>
<td>5. Laudamotion</td>
<td>2.2</td>
<td>593,211</td>
<td>n.a.</td>
</tr>
<tr>
<td>6. Turkish Airlines</td>
<td>2.0</td>
<td>545,790</td>
<td>+9.1</td>
</tr>
<tr>
<td>7. British Airways</td>
<td>1.8</td>
<td>482,381</td>
<td>+4.0</td>
</tr>
<tr>
<td>8. Swiss</td>
<td>1.7</td>
<td>469,377</td>
<td>+1.5</td>
</tr>
<tr>
<td>9. Emirates</td>
<td>1.7</td>
<td>447,387</td>
<td>-3.3</td>
</tr>
<tr>
<td>10. Wizz Air</td>
<td>1.6</td>
<td>444,578</td>
<td>n.a.</td>
</tr>
<tr>
<td>11. Vueling Airlines</td>
<td>1.5</td>
<td>416,133</td>
<td>+65.7</td>
</tr>
<tr>
<td>12. KLM Royal Dutch Airlines</td>
<td>1.5</td>
<td>392,180</td>
<td>+2.2</td>
</tr>
<tr>
<td>13. Level</td>
<td>1.3</td>
<td>351,982</td>
<td>n.a.</td>
</tr>
<tr>
<td>14. Aeroflot</td>
<td>1.3</td>
<td>338,303</td>
<td>+4.4</td>
</tr>
<tr>
<td>15. Air France</td>
<td>1.1</td>
<td>304,756</td>
<td>+5.2</td>
</tr>
<tr>
<td>Other</td>
<td>17.3</td>
<td>4,665,427</td>
<td>-14.9</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>100.0</strong></td>
<td><strong>27,037,292</strong></td>
<td><strong>+10.8</strong></td>
</tr>
<tr>
<td><strong>thereof Lufthansa Group(^2)</strong></td>
<td><strong>62.6</strong></td>
<td><strong>16,931,593</strong></td>
<td><strong>+8.3</strong></td>
</tr>
<tr>
<td><strong>thereof low-cost carriers</strong></td>
<td><strong>23.7</strong></td>
<td><strong>6,404,765</strong></td>
<td><strong>+58.5</strong></td>
</tr>
</tbody>
</table>

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

- Record: 6.8 million passengers in 2018 (+13.2%)
- Top 3 markets:
  - Great Britain (25%)
  - Italy (21%)
  - Germany (12%)
- Top 3 airlines:
  - Ryanair (36%)
  - Air Malta (30%)
  - easyJet (5%)
Successful year for foreign strategic investments: Kosice International Airport

- Record: 539,552 passengers in 2018 (+9.1%)
- Top 3 markets:
  - Great Britain (28%),
  - Turkey (13%),
  - Austria (11%)
- Top 3 airlines:
  - Wizz Air (33%),
  - Travel Service Slovakia (13%),
  - Czech Airlines (12%)
Flughafen Wien Group:

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>Forecast 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers</td>
<td>34.4 million</td>
<td>+ 8-10% (approx. 38 million)</td>
</tr>
</tbody>
</table>

Flughafen Wien AG:

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>Forecast 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers</td>
<td>27.0 million</td>
<td>approx. +10% (approx. 30 million)</td>
</tr>
</tbody>
</table>

- Passenger growth of 2018 to continue unabatedly in 2019
- VIE: Share of low-cost carriers will rise to about 25-30% (2018: 24%), further growth of Austrian Airlines (e.g. impacted by the phase-out of the Dash turboprop aircraft)
- Growth on intercontinental routes, mainly North America (> 20%)
- Passenger forecast for Malta +5.8%, Kosice -5%
## Highlights 2018 & initial news for 2019

### 2018:
- **24 new destinations**, incl. 3 new long-haul routes:
  - Cape Town,
  - Tokyo-Narita,
  - Shenzhen
- **8 new airlines**
  - Wizz Air
  - Saudia
  - flynas
  - Level
  - Laudamotion
  - Air Arabia Maroc
  - Hainan Airlines
  - Nouvelair
- **3 new airlines stationing aircraft** with a total of 15 jets in VIE
  - Laudamotion: 8 aircraft (Mix A320 & A321)
  - Level: 4 aircraft (A321)
  - Wizz Air: 3 aircraft (Mix A320 & A321)

### New in 2019:

#### Long-haul routes
- **Austrian**
  - Montreal as of the summer
- **ANA**
  - Tokyo-Haneda as of Feb.
- **Air Canada**
  - Toronto as of the summer

#### Short/Medium-haul
- **vueling**
  - Florence as of Sept.
- **VOLOTEA**
  - Bordeaux as of the summer
- **Austrian**
  - Skyros, Rostock & Brindisi as of June
- **Laudamotion**
  - Stuttgart and Kiev as of Feb.
- **Wizz**
  - to be increased to 5 aircraft stationed in VIE
  - Malmö, Milan, Madrid, Stockholm & Reykjavík as of Feb.; Catania as of Nov.
- **Air Europe**
  - Casablanca as of April
- **LEVEL**
  - Hamburg, Porto & Copenhagen as of the summer; Seasonal: Calvi & Genoa
Punctuality to be emphasized in 2019

Punctuality and reliability as top priorities

All system partners are called upon: airlines, air traffic control, airports, service providers, public authorities

- 71.5% of departures were punctual at VIE from Jan.-Dec. 2018
- 2018: VIE was the second most punctual hub in the Lufthansa Group (behind ZRH, ahead of MUC, FRA)
- 90% of passengers wait less than ten minutes at the security checks – very short waiting times

Joint project “ChronOS@VIE” with Austrian Airlines

- Objective: improvement of punctuality
- Focus: morning punctuality (departures)
- Analysis of entire rotation process, optimisation and flexibilisation of processes in turnaround
- e.g.: cleaning beginning at de-boarding, reconciliation of load sheet data remotely via telephone/wireless/tablet, pre-deicing, reorganisation of aircraft handling by handling groups

1) Source: OAG
Investments in airport security

Expansion of IT infrastructure in the security area

- Technical re-equipping of the **security centre**
- Vienna Airport already preparing itself now for the future
- Expansion of various **management systems** (software): access control, alarm management, video management and ID card/authorisation management
- **Replacement of door controller, ID card reader** in the access control area
- Number of **cameras** likely to increase to 3,600 over the next five years
- **Costs**: € 10 million
- **Timetable**: 3 years (2019 to 2021)
- **Project status**: tender procedure underway
CORPORATE DEVELOPMENT AND FINANCIAL GUIDANCE FOR 2019
Ongoing increase in the profit for the period since 2011 will continue in 2019

Net profit for the period before non-controlling interests: figures adjusted for 2011-2015

2 ) Guidance 2019: Status beginning of January 2019
30% dividend increase expected for 2018 – two-step rise in the payout ratio from 50% to 60%

Stock split in the ratio of 1:4 carried out effective June 27, 2016 – corresponding adjustment of history
Capacity as a crucial factor

Flughafen Wien Group: € 2.5 billion in investments planned by 2028 (excl. 3rd runway)

- **Terminal development project** – higher quality / more capacity
  - Renovation of Terminal 2
  - Renovation/Revitalisation of Pier East
  - Southern enlargement project

- **Office Park 4 – Completion at the beginning of 2020**
  - 25,000 m² of state-of-the-art office space

- **3rd hotel at the airport** in preparation

- **New health centre** in operation since October 2018

- **New GAC hangars 8 and 9** – Completion by the autumn of 2019 and an additional large hangar

- **Expansion of apron areas**

- **Expansion of the Air Cargo Center**

- **Opening of the DHL Logistics Campus**

- **Helicopter training centre to be located at the airport**
Threat of a gridlock if the traffic infrastructure is not expanded – Necessity for a concerted action plan

✈ Quick realisation of the high-speed rail line Vienna Airport-Bruck/Leitha-Budapest/Bratislava

✈ Construction of bypass roads on the heavily burdened main through-roads in towns in the Airport Region (B10/ B60)

✈ Strengthening of the rail network in the Vienna region, additional frequencies for the City Airport Train

✈ Capacity expansion of the A4 and S1 motorways

✈ Construction of a new junction on the A4 motorway west of the airport
Abolish the ticket tax as a petty tax within the context of tax reform measures

- The 50% reduction of the air passenger ticket tax has strongly supported traffic and passenger growth.
- Growth leads to value creation of more than € 500 million for Austria.
- Complete elimination of the airport tax (approx. € 60 million at present) would likely mean higher income for the financial authorities.
3rd runway legal proceedings currently in the hands of the Higher Administrative Court

- Decision on legal action taken by runway opponents could be made in the first half of 2019
- Initiative of the EU Commission to centralise airport charges would massively threaten the project
Positive outlook for 2019 – Significant rise expected in earnings and investments

<table>
<thead>
<tr>
<th>Financial Measure</th>
<th>Outlook 2019 (Outlook 2018)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>&gt; € 820 million (&gt; € 770 million)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>&gt; € 370 million (&gt; € 350 million)</td>
</tr>
<tr>
<td>Consolidated net profit(^1)</td>
<td>&gt; € 165 million (&gt; € 148 million)</td>
</tr>
<tr>
<td>Net debt</td>
<td>&lt; € 150 million (&lt; € 200 million)</td>
</tr>
<tr>
<td>CAPEX</td>
<td>&gt; € 240 million (&gt; € 175 million)</td>
</tr>
</tbody>
</table>

\(^1\) Before non-controlling interests
THANK YOU FOR YOUR ATTENTION!