

# FLUGHAFEN WIEN AG

Results H1/2021



19.8.2021

# H1/2021: After very difficult first half year, significant rise in passenger figures in July 2021



- COVID-19 pandemic takes its toll on the first half year of 2021: **H1/2021 with -34.3% in revenue, net profit before non-controlling interests at € -32.5 million, cargo with about -4% in July 2021 almost again on 2019 levels**
- Green Pass and 3G rule have provided significant relief for the summer travel period: **Highest passenger volumes in July 2021 since the begin of the pandemic**
- **Guidance for 2021:** Although the approximately 12 to 13 million passengers (of which around 10 million at Vienna Airport) expected in the FWAG Group for 2021 as a whole is below the figure originally planned for as a result of the pandemic, the current guidance of positive net profit for the period of around € 4 million for 2021 is confirmed under these conditions. This is due on the one hand to material cost savings such as lower expenses for incentives, lower maintenance expenses and reduced personnel costs, and on the other hand to higher government subsidies as a result of the extension of short-term work until the end of the year and additional revenue from property transactions. In 2021, revenue is expected to come to around € 380 million (previously € 430 million) and EBITDA to around plus € 150 million (unchanged). Net debt is expected to decline to around € 100 million again after the increase in the previous year. Capital expenditure will amount to around € 60 million.

# Profit and revenue drop due to COVID-19 pandemic



in € million	H1/2021	H1/2020	Δ in %
Revenue	128.6	195.8	-34.3
Earnings before interest, tax, depreciation and amortization (EBITDA)	25.2	48.9	-48.4
Earnings before interest and taxes (EBIT)	-40.3	-16.2	-149.2
Financial results	-5.9	-7.8	24.6
Earnings before tax (EBT)	-46.2	-24.0	-92.6
Net profit for the period	-32.5	-18.2	-79.1
Net profit for the period after noncontrolling interests	-30.8	-16.7	-84.4

➔ The results of the first half year of 2021 are significantly below the figures of the previous year, as the COVID-19 crisis only had a limited affect on the first quarter of 2020

# Expenses: Significant cost reduction achieved in all positions



- Expenses for consumables and services used were below previous year (-4.5%)
- Personnel expenses were down significantly by 26.7% due to lower average employee numbers (FTE) at the Flughafen Wien Group and the short-time work introduced in March 2020

in € million	H1/2021	H1/2020	Δ in %
Consumables and services used	-13.4	-14.0	-4.5
Personnel expenses	-80.2	-109.4	-26.7
Other operating expenses <sup>1</sup>	-19.5	-25.6	-23.7
Depreciation and Amortisation	-65.5	-65.0	0.7
Reversals of impairment/impairment on receivables	0.1	-0.5	n.a.

- Other operating expenses<sup>1</sup> were reduced by 23.7%
- Depreciation and amortisation rose by 0.7%

# Higher net debt, positive cash flow from operating activities and significant CAPEX reduction

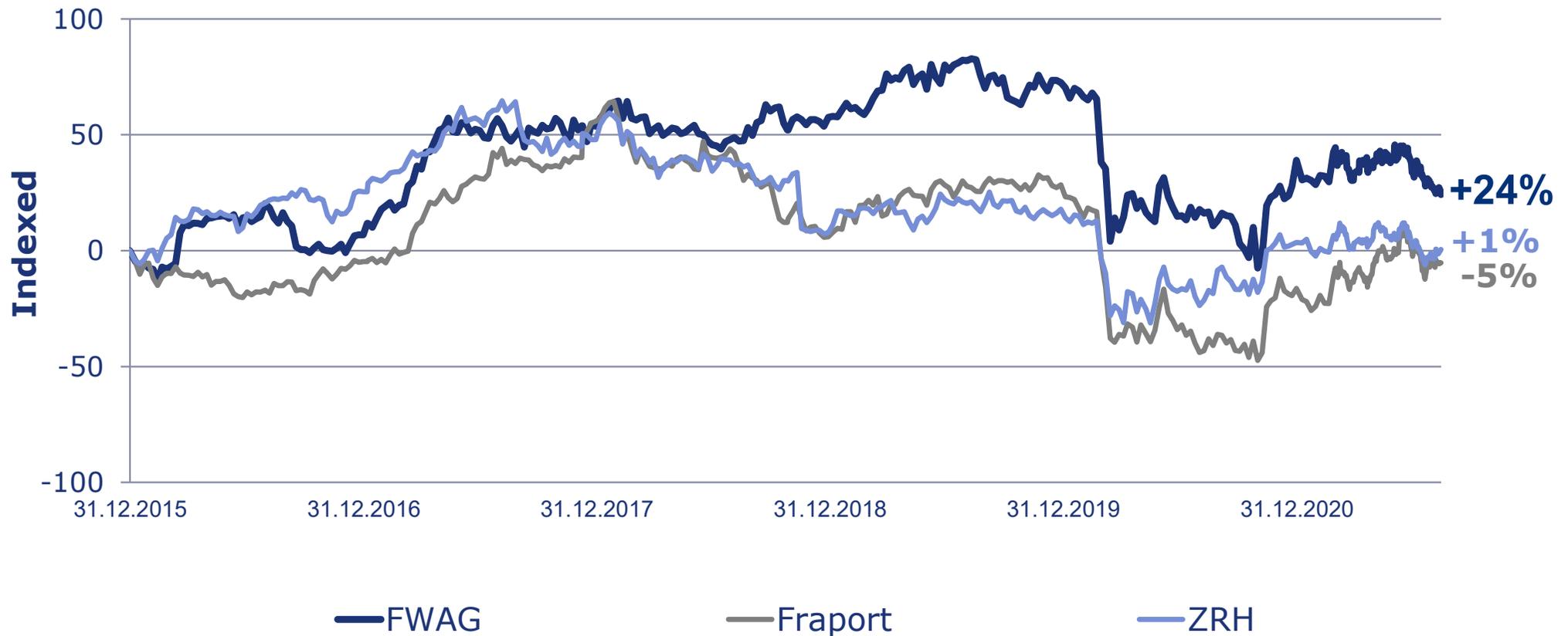


	H1/2021	H1/2020	Δ in %
Net debt (€ million) <sup>1</sup>	222.9	201.9	10.4
Gearing (in %) <sup>1</sup>	17.5	15.5	n.a.
Cash flow from operating activities (€ million)	9.4	-6.8	238.4
Free cash flow (€ million)	-2.2	-69.0	n.a.
CAPEX (€ million) <sup>2</sup>	17.3	39.2	-55.8
Equity (€ million) <sup>1</sup>	1,274.4	1,305.5	-2.4
Equity ratio (in %) <sup>1</sup>	61.3	60.1	n.a.

- ➔ Net debt rises due to crisis to € 222.9 million
- ➔ Cashflow from operating activities is positive, leads to only slightly negative free cash flow (minus € 2.2 million)
- ➔ Significant CAPEX reduction, equity ratio slightly up at 61.3%

5 <sup>1)</sup> Comparison of June 30, 2021 vs. December 31, 2020  
<sup>2)</sup> CAPEX excl. financial assets and business combinations

# Share price development since 01/2016: +24% outperforming competitors, market cap at about € 2.5 billion at the end of H1/2021



Share price development from 1.1.2016 to 13.08.2021

# COVID-19 vaccination is key to overcome the crisis – Vienna Airports takes measures



- **Over 100 companies at the Vienna site are using the corporate COVID-19 vaccination program of Flughafen Wien AG**
  - More than 80% of employees are vaccinated
  - Vaccination without pre-registration is possible in the Health Center of the airport
  
- **Over 300,000 antigen and PCR tests conducted at airport testing facility since May 2020**
  - In peak times this equalled 10% of all tests in Austria
  - Open 7 days per week – opening hours have been extended



# Leaving the crisis behind via innovation: COVID-safe events, office spaces and startups at the AirportCity



- **Office Park 4 already in operation – COVID-safe conference or event offering with large test infrastructure on location**
  - 40-50% occupancy rate despite crisis
  - Austria's most sustainable office building
  - ÖGNI-certificate: Awarded for high energy efficiency
- **Innovation hub at Vienna Airport grows: Plug & Play with new startups and new investor at the site**
  - Presto Tech Hub new tenant at the AirportCity
- **Airport region grows despite crisis**
  - DLH builds new logistics park until end of 2021 on former FWAG premises
  - 45.000m<sup>2</sup> for logistics companies



# Vienna Airport on its way to becoming a CO2-neutral „Green Airport“



## Photovoltaic push is continued

- ➔ **Vienna Airport builds Austria´s biggest photovoltaic site with a size of 24 hectares and 24 MW peak performance**
- ➔ **Start of construction in 2021 – entry into operation in 2022. 30% of the annual power supply will be generated by eight photovoltaic sites at the airport**
- ➔ **Vienna Airport will continue its sustainability strategy:**
  - ➔ **New model of noise charges:** Older aircraft will be more expensive, preferential treatment to modern, eco-friendly planes
  - ➔ **Resolute implementation of energy efficiency measures in projects** – Office Park 4 honoured as the most sustainable office building
- ➔ **Most important lever for more climate protection: Alternative fuels and synthetic kerosene!**

# Forecast 2021: Adjusted revenue, net profit guidance is confirmed



	Forecast 2021	Results 2020
Revenue	→ around € 380 million	€ 333.7 million
EBITDA	→ around € 150 million	€ 54.1 million
Consolidated net profit	→ around € 4 million	€ -75.7 million
Net debt	→ around € 100 million	€ 201.9 million
CAPEX	→ around € 60 million	€ 79.9 million

Because of the difficulty of predicting the further course of the pandemic, the guidance for 2021 remains subject to uncertainty.



# TRAFFIC RESULTS H1/2021



# Traffic development H1/2021 Flughafen Wien Group



<b>Group passenger development</b>	<b>H1/2021</b>	<b>H1/2020</b>	<b>Δ in %</b>
Vienna Airport (millions)	2.0	5.1	-61.4
Malta Airport (millions)	0.4	1.0	-60.3
Kosice Airport (millions)	0.0	0.0	-54.0
Vienna Airport and its strategic investments (VIE, MLA, KSC)	2.4	6.2	-61.1

<b>Traffic development Vienna Airport</b>	<b>H1/2021</b>	<b>H1/2020</b>	<b>Δ in %</b>
Passengers (millions)	2.0	5.1	-61.4
Local passengers (millions)	1.4	4.1	-66.1
Transfer passengers (millions)	0.6	1.0	-42.7
Flight movements (in 1,000)	29.5	53.1	-44.5
MTOW (millions of tonnes)	1.3	2.3	-41.9
Seat load factor (percent)	52.8	63.9	-11.1%p
Cargo incl. trucking (in 1,000 tonnes)	125.2	107.8	16.1

# Shares of scheduled airlines



H1/2021	Share in %	Passengers	PAX Δ to H1/2020 in %
1. Austrian	56.5	1,110,350	-41.5
2. Ryanair/Lauda	10.2	201,211	-68.7
3. Wizz Air	5.3	104,353	-79.4
4. Turkish Airlines	4.7	93,321	-10.6
5. Emirates	2.6	51,930	-43.6
6. KLM Royal Dutch Airlines	2.4	46,824	-24.3
7. Pegasus Airlines	2.1	40,992	-25.0
8. Eurowings	1.8	35,750	-85.6
9. Ethiopian Airlines	1.6	31,264	+27.8
10. Lufthansa	1.4	28,122	-83.4
11. Iberia	1.3	26,530	-48.2
12. SWISS	1.2	23,483	-71.2
13. Aeroflot	1.0	19,616	-67.3
14. SunExpress	0.9	17,884	-19.1
15. Qatar Airways	0.8	15,493	-75.0
Other	6.1	119,470	-88.2
<b>Total</b>	<b>100.0</b>	<b>1,966,593</b>	<b>-61.4</b>
thereof Lufthansa Group <sup>1</sup>	61.2	1,203,497	-50.4
thereof low-cost carrier	18.3	360,567	-76.7

# Traffic development Vienna Airport July 2021



	07/2021	07/2020	07/2019
Passengers (millions)	1.5	0.6	3.2
Local passengers (millions)	1.1	0.5	2.4
Transfer passengers (millions)	0.4	0.1	0.8
Flight movements (in 1,000)	13.6	7.6	25.2
MTOW (in 1,000 tonnes)	553.7	301.7	1,025.0
Seat load factor (percent)	69.0	52.8	81.8
Cargo incl. trucking (in 1,000 tonnes)	22.4	15.8	23.3

- ➔ July 2021 was the strongest month since the start of the pandemic, the figures are still far below the ones achieved in 2019
- ➔ Cargo figures have, however, almost reached pre-crisis levels again
- ➔ The positive trend has continued in the first weeks of August

# Aviation is returning slowly but surely



- With increasing vaccination rates worldwide passenger travel is slowly increasing again, the 3G rule is important for the summer travel season
- Air Canada, Etihad Airways and EVA Air are commencing longhaul connections to Vienna, short- and medium-haul routes are also added by Austrian Airlines, Ryanair, Wizz Air, SAUDIA and other carriers
- Strongest 5 countries in July 2021: Greece, Germany, Spain, Turkey, Italy
- Strongest day: Sunday, 1.8.2021 with 68,848 passengers
- Terminal 3, Terminal 1 and parts of the modernised Terminal 2 and shopping and food & beverage are in operation



# VIE: Better development than ADV airports and other Lufthansa hubs



- After a similar development of all airports in the first half of 2021, Vienna Airport could detach itself since July in its passenger number development from the ADV airports and achieved 35-50% of pre-crisis levels on a weekly basis (ADV airports: 33-42%)
- If one compares the Lufthansa hubs with each other, then Vienna Airport has recorded more passengers in July 2021 in absolute figures than MUC and ZRH and, in relative figures, with 47% of the passenger volume of 2019, has achieved the best value of all Lufthansa hubs (FRA: 41%, MUC: 31% and ZRH: 43% of pre-crisis levels)
- From a worldwide perspective Europe still lags with its recovery in comparison to other big aviation markets: USA, China and the Middle East have shown stronger developments, but they also benefit from bigger domestic markets that have recovered quicker

# Traffic forecast for 2021



## Flughafen Wien Group:



## Flughafen Wien AG:





# SEGMENT RESULTS H1/2021



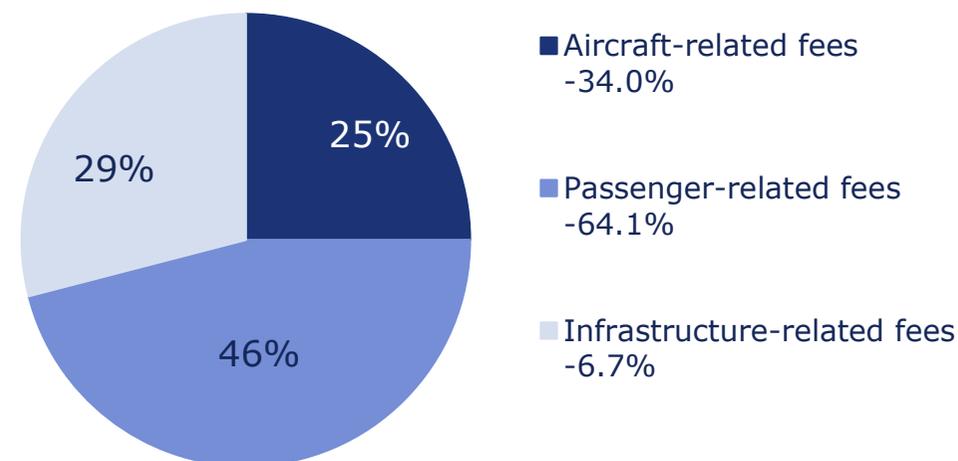
# Airport: Passenger decline leads to lower EBITDA and EBIT



- Notable revenue decrease due to decline in passengers and flight movements
- Revenue from aircraft-related fees declined by 34.0% to € 10.4 million (H1/2020: € 15.8 million), passenger-related fees decreased by 64.1% to € 19.6 million (H1/2020: € 54.6 million) and infrastructure-related fees & services sank by 6.7% to € 12.1 million (H1/2020: € 13.0 million)
- Because of lower traffic figures, EBITDA and EBIT decreased accordingly

in € million	H1/2021	H1/2020	Δ in %
External revenue	42.2	83.4	-49.4
EBITDA	-1.0	25.3	-104.1
EBIT	-40.4	-14.7	-175.4

**Revenue distribution H1/2021 in the Airport Segment**



# Amendment to the airport charges regulations relating to COVID-19



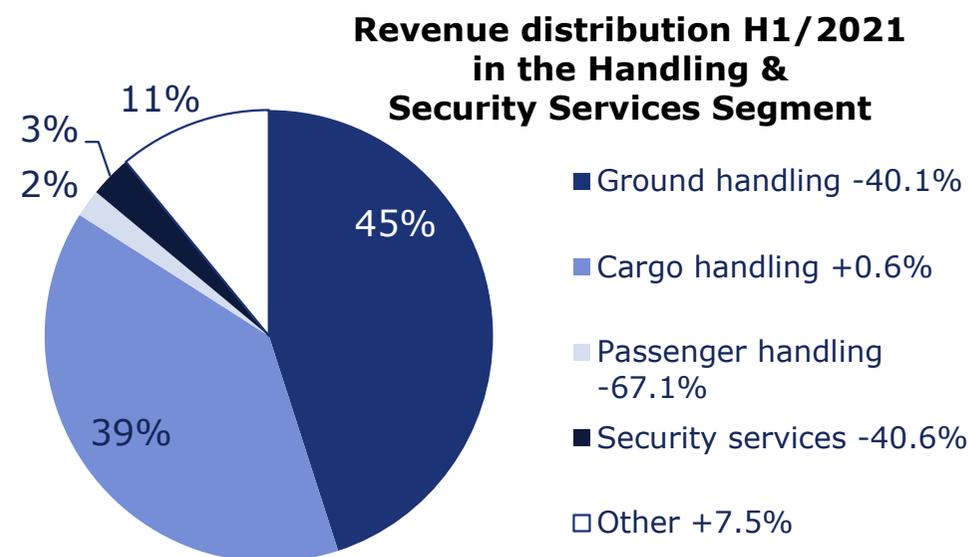
- Abandoning the previous formula, the airport charges will temporarily be increased by inflation at Vienna Airport and by inflation and the factor 0.5 at the airports of Graz, Innsbruck, Klagenfurt, Linz and Salzburg
- This ruling will end after 31 December 2026. This means that the airports will return to the existing formula in the charges application form in 2026 and starting at 1 January 2027 will again apply the existing formula
- If the industry recovers faster, then a quicker return to the existing formula is intended. This is the case if a three-year average of traffic volumes (MTOW, fuel volume, passenger numbers) exceeds the three-year average from 1.8.2016 to 31.7.2019

# Handling & Security Services: Lower volumes, better results



- ➔ Revenue from ground handling recorded a pandemic-related decrease by 40.1% to € 16.1 million
- ➔ Revenue from cargo handling slightly increased to € 13.8 million (+0.6%)
- ➔ The cost of materials fell by 50.7% year-on-year to € 1.5 million
- ➔ Personnel expenses fell by 28.6% to € 42.0 million (H1/2020: € 58.8 million) due to a lower average headcount and assistance from the COVID-19 short-time work program

in € million	H1/2021	H1/2020	Δ in %
External revenue	35.4	48.2	-26.5
EBITDA	-4.9	-9.4	48.0
EBIT	-9.3	-14.0	33.2



# Retail & Properties: Stable results at lower revenue, rental revenue up

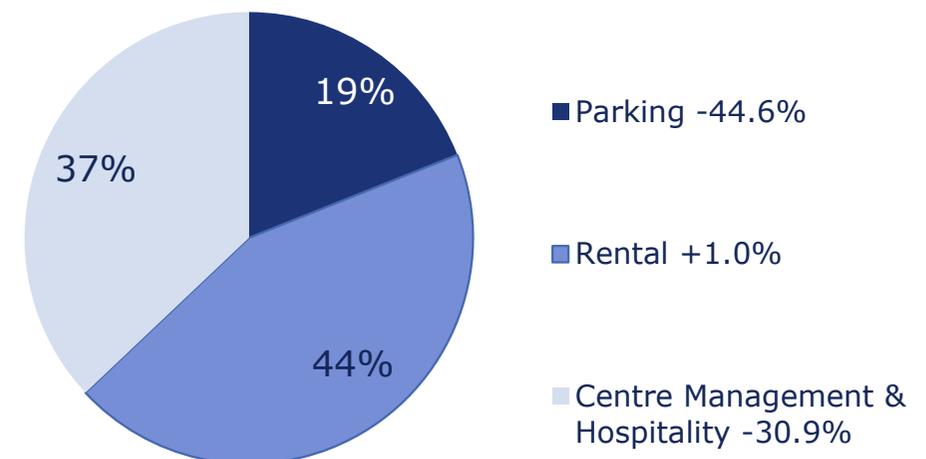


- Lower revenue from centre management & hospitality, which fell by 30.9% to € 11.7 million (H1/2020: € 17.0 million)
- Parking revenue also fell by 44.6% from € 11.2 million to € 6.2 million
- Rental revenue was slightly up by 1.0% to € 14.2 million (H1/2020: € 14.1 million)

in € million	H1/2021	H1/2020*	Δ in %
External revenue	32.2	42.3	-23.9
EBITDA	18.9	19.3	-1.9
EBIT	9.2	10.5	-12.4

*\*adjusted*

**Revenue distribution H1/2021  
in the Retail & Properties Segment**



# New food & beverage offerings for travellers: Hollywood at the airport and more local cuisine for passengers



- ➔ **Despite the crisis Vienna Airport is expanding its food & beverage offerings with new tenants:**
  - ➔ Dean & David in the arrival hall
  - ➔ Manner-Shop in Terminal 3
  
- ➔ **Highlight: „Wolfgang Puck Kitchen & Bar“ of Hollywood star chef Wolfgang Puck**
  - ➔ Restaurant with bar and takeaway located on 700 m<sup>2</sup> in the freely accessible arrival hall
  - ➔ Opening date: End of 2021
  
- ➔ **Additional new food & beverage and shopping offerings to be expected in the coming months**



# Malta: Lower revenue and results due to COVID-19



- External revenue of the Malta segment declined in the first half year by 15.5% to € 12.6 million (H1/2020: € 14.9 million), primarily due to the decrease in traffic due to travel restrictions as a result of the COVID-19 pandemic
- Personnel expenses fell by 28.4% to € 2.9 million (H1/2020: € 4.1 million) due to a lower average headcount and cost savings (salary waivers) and support

in € million	H1/2021	H1/2020	Δ in %
External revenue	12.6	14.9	-15.5
EBITDA	2.4	2.6	-7.8
EBIT	-4.2	-3.1	-33.0



**THANK YOU FOR YOUR ATTENTION!**

