

FLUGHAFEN WIEN AG

Traffic Results 2022 and
Business Outlook for 2023



Press Conference, 19 January 2023



Traffic results: Aviation comeback in 2022 – Upswing to continue in 2023



Strong growth in 2022 following two tough crisis years

- 23.7 million passengers at Vienna Airport, more than double prior-year passenger traffic, 30.1 million passengers in the Flughafen Wien Group (incl. Malta and Kosice airports), close to tripling of passenger volume

Growth trend expected to continue in 2023 – Passenger traffic will further increase

- Vienna Airport: 26-27 million passengers
- Flughafen Wien Group: 32-34 million travellers
- Financial guidance: Net profit for the year of over € 150 million
- Airlines and flight connections are returning, long-haul traffic is expanding, initial announcements for the 2023 summer flight schedule are already promising

Strategy focusing on quality has a positive impact

- Vienna Airport is the third most punctual airport with more than 20 million passengers in Europe (ahead of MUC, ZRH, FRA), “Best Airport in Europe” in 2022 for ACI. Vienna Airport is continuing its quality-oriented strategy: planned “Terminal 3 Southern Enlargement” project will be resumed.

Climate protection is a top priority

- CO₂-neutral operations at VIE as of 2023

Traffic development in 2022: Growth at Vienna Airport



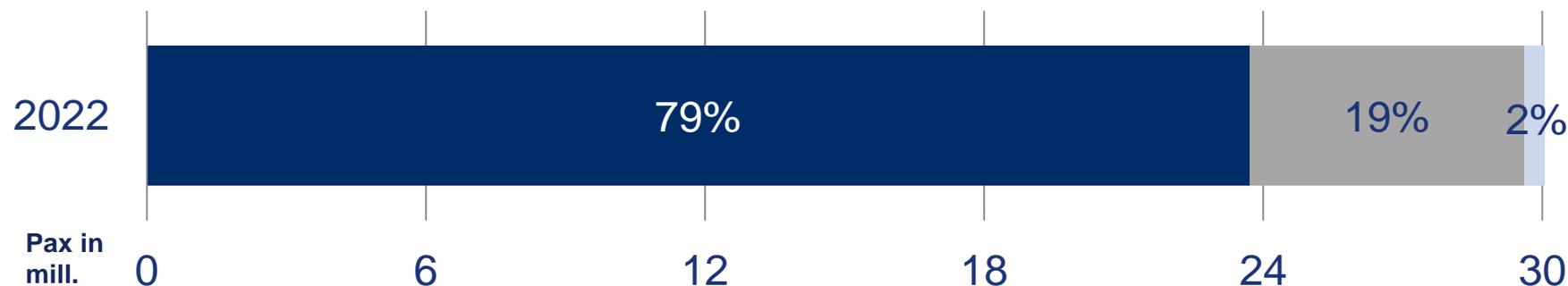
Traffic development at Vienna Airport	2022	2021	2019	Δ% 2021	Δ% 2019
Passengers (millions)	23.7	10.4	31.7	+127.6	-25.2
Local passengers (millions)	17.8	7.8	24.3	+126.9	-26.8
Transfer passengers (millions)	5.8	2.5	7.2	+130.3	-19.4
Flight movements (in 1,000)	188.4	111.6	266.8	+68.9	-29.4
Passengers per flight movement	129	99	121	+31.1	+6.5
Seats (arrivals and departures, millions)	30.6	16.7	41.1	+83.1	-25.6
Seat load factor (%)	77.6	62.5	77.3	+15.1p.	+0.3p.
Seats per flight movement	166	158	157	+5.5	+6.1
Cargo incl. trucking (in 1,000 tonnes)	250.6	261.3	283.8	-4.1	-11.7

Traffic development in 2022: Growth in the Flughafen Wien Group



Group passenger development	2022	2021	2019	Δ% 2021	Δ% 2019
Vienna Airport (millions)	23.7	10.4	31.7	+127.6	-25.2
Malta Airport (millions)	5.9	2.5	7.3	+130.3	-20.0
Kosice Airport (millions)	0.5	0.2	0.6	+224.1	-2.8
Vienna Airport and its strategic investments (VIE, MLA, KSC)	30.1	13.1	39.5	+129.3	-23.9

Share of passengers in the Group ■ VIE ■ MLA ■ KSC

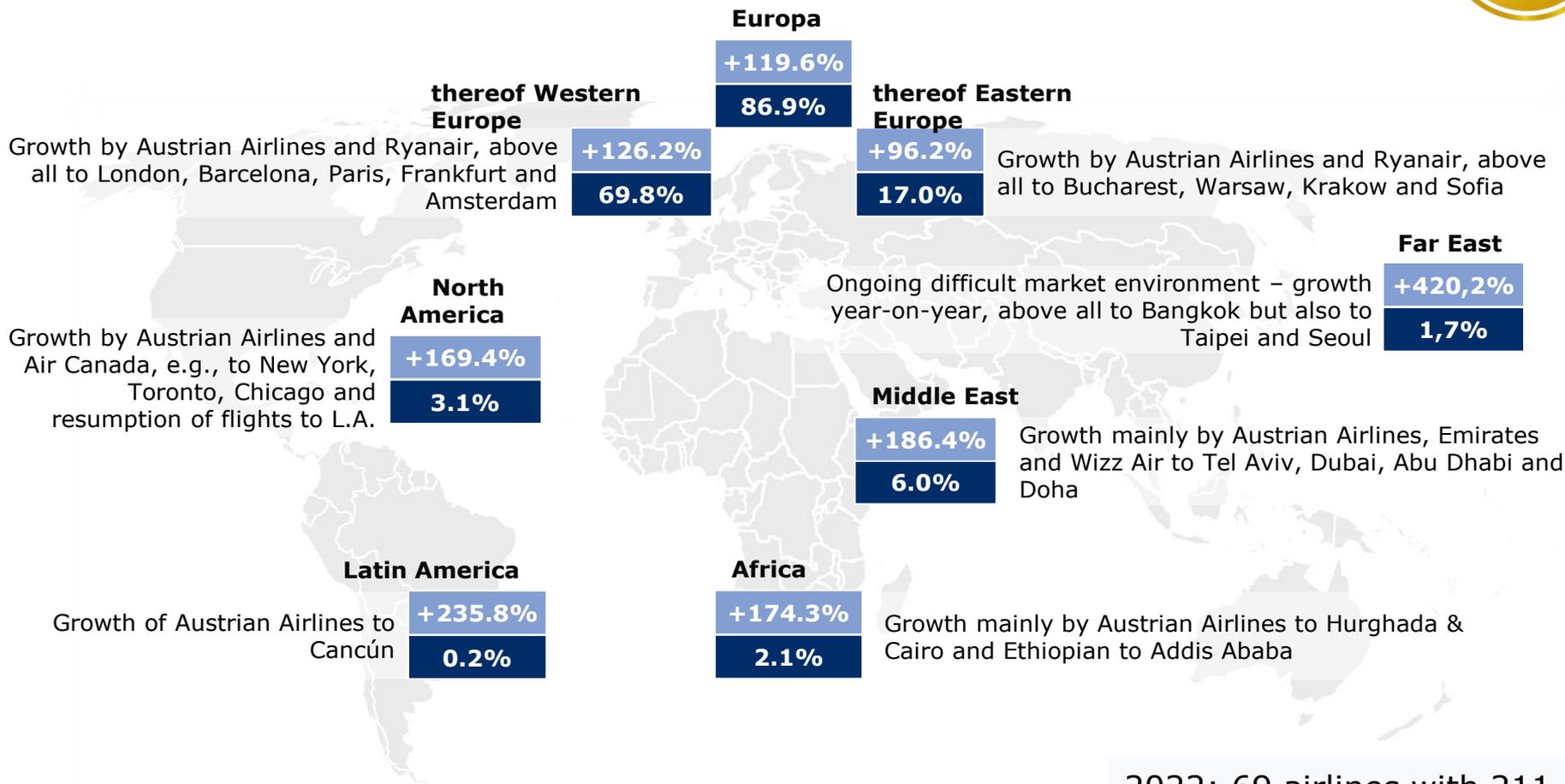


Share held by carriers in 2022



2022	Share in %	Passengers	PAX Δ% vs. 2021	PAX Δ% vs. 2019
1. Austrian	47.1	11,144,003	123.1	-18.5
2. Ryanair/Lauda	20.9	4,946,744	152.8	86.2
3. Wizz Air	6.8	1,600,351	77.1	-23.1
4. Turkish Airlines	2.4	574,977	80.7	4.5
5. Eurowings	2.0	482,731	156.5	-78.8
6. Lufthansa	1.7	412,371	178.5	-43.5
7. Emirates	1.3	311,360	108.3	-25.1
8. KLM Royal Dutch Airlines	1.3	305,033	77.6	-19.6
9. Pegasus Airlines	1.3	299,579	93.3	2.7
10. Iberia	1.2	281,753	193.3	-7.3
11. SunExpress	1.2	277,336	119.3	7.9
12. British Airways	1.1	255,713	>500	-42.9
13. Air France	1.0	234,231	193.7	-25.5
14. Qatar Airways	0.7	166,137	180.1	-27.2
15. Brussels Airlines	0.7	155,646	185.5	-18.6
Other	9.4	2,234,168	127.9	-67.4
Total	100.0	23,682,133	127.6	-25.2
thereof Lufthansa Group ¹	52.0	12,311,095	123.4	-28.9
thereof low-cost carriers	30.9	7,322,493	127.1	-4.4

Strong growth compared to 2021



2022: 69 airlines with 211 destinations in 65 countries

■ Passenger development compared to the previous year
■ Market share

Departed passengers, development in 2022 vs. 2021 and share of total passenger volume in 2022

Performance of the TOP countries in 2022



Top 10 countries in 2022:

Countries	01-12/21	01-12/22	Δ 2021	Δ% 2021
1 Germany	1,490,608	3,246,405	+1,755,797	+117.8
2 Spain	932,853	2,314,288	+1,381,435	+148.1
3 Italy	714,146	1,911,274	+1,197,128	+167.6
4 Türkiye	640,074	1,249,215	+609,141	+95.2
5 UK	245,946	1,207,097	+961,151	+390.8
6 Greece	828,914	1,159,779	+330,865	+39.9
7 France	418,795	1,042,159	+623,364	+148.8
8 Switzerland	418,258	770,717	+352,459	+84.3
9 Netherlands	338,827	672,650	+333,823	+98.5
10 Romania	243,646	613,273	+369,627	+151.7

Top 3 winners (change vs. 2021):

Countries	01-12/21	01-12/22	Δ 2021	Δ% 2021
1 Germany	1,490,608	3,246,405	+1,755,797	+117.8
2 Spain	932,853	2,314,288	+1,381,435	+148.1
3 Italy	714,146	1,911,274	+1,197,128	+167.6

Top 3 losers (change vs. 2021):

Countries	01-12/21	01-12/22	Δ 2021	Δ% 2021
1 Ukraine Russian Federation	218,735	37,152	-181,583	-83.0
2 Federation	148,130	28,807	-119,323	-80.6
3 Belarus	2,871	0	-2,871	-100.0

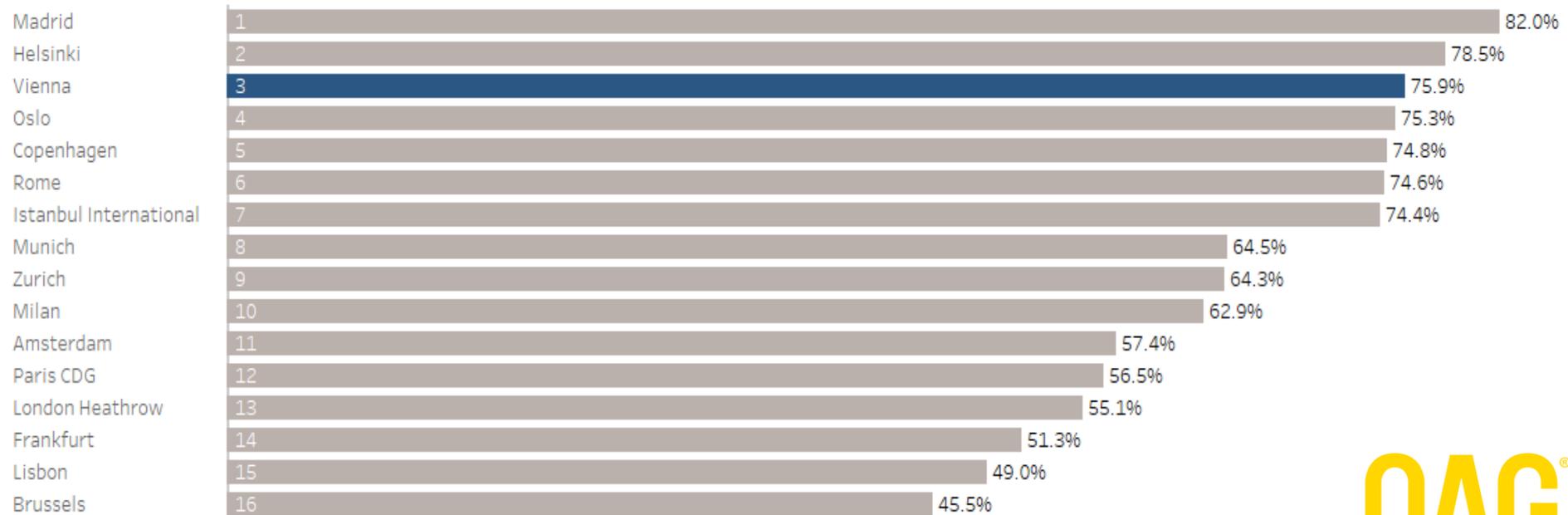


Quality: Vienna Airport is the third most punctual European airport with more than 20 million passengers



Most punctual airport in the Lufthansa Group, ahead of Munich, Zurich and Frankfurt

January 2022 - December 2022



Vienna Airport sets standards: Quick security checks with short waiting times



- **Average waiting time at security checkpoints: 4-8 minutes**

- **Waiting times:**
 - 84% < 5 minutes
 - 98% < 10 minutes

- **24 security checkpoints in the terminals – new and state-of-the-art central security screening in Terminal 2**



Vienna Airport granted top quality awards for 2022



- **ACI Award** as the “**Best European Airport**” for its high level of reliability, service quality and reduction of CO₂ emissions
- **ASQ Award**: 1st place in the categories “Best Airport by Size & Region” and “Hygiene Measures by Region”
- Cargo magazine **Payload Asia** honours apron and cargo handling in Vienna: **Gold** in the category “**Ground Handler of the Year**”
- **Payload Asia Award: Silver Medal** in the category “**Best Cargo Airport Europe**”



Outlook for 2023: Further recovery of passenger traffic



→ Growth drivers in 2023 vs. 2022:

- Normalisation of passenger traffic in the first half of 2023 compared to 2022, with slight growth in the second half-year.
 - Growth also in the Middle East (Saudi Arabia, Israel and UAE) and Far East (Taiwan, Japan, India and China).
 - Announcements of airlines at Vienna Airport show a consistently positive trend.
- In midsummer we expect about 90% of the passenger volume of 2019.



Traffic forecast for 2023



Flughafen Wien Group:	2019	2021	2022	Forecast for 2023
Passengers:	39.5 mill.	13.1 mill.	30.1 mill.	32-34 mill.

Vienna Airport:	2019	2021	2022	Forecast for 2023
Passengers:	31.7 mill.	10.4 mill.	23.7 mill.	26-27 mill.

Improved quality and comfort: Terminal 3 Southern Enlargement project will be resumed, putting VIE in the premier league of airport terminals



Passengers can expect an improved quality of stay featuring enhanced comfort and service and significant expansion of their shopping and eating experience

Southern Enlargement: Terminal 3 to be expanded by 70,000 m²

- New central security checkpoint
- Expansion of shopping and restaurant space by approx. 10,000 m² (30 new outlets with a strong focus on domestic brands)
- New, spacious lounge areas
- Additional gate areas
- Greater comfort thanks to more leisure places – modern ambience
- Convenient connection between Terminals 3 and 2 (behind security checkpoints)
- **Preparations underway – Construction likely to begin in mid-2023 – Opening planned for 2027**

Greater quality: The new "Southern Enlargement"



ARGE AIRPORT VIENNA – T3 SÜD © ZOOMVP.AT
Albert Wimmer ZT-GmbH – T3 Wien Planungs-GmbH

Greater quality: The new "Southern Enlargement"





BUSINESS DEVELOPMENT AND FINANCIAL GUIDANCE FOR 2023



2023: Vienna Airport on a success path again – Net profit for the year to increase to € 150 million, investments will double to € 135 million



- **The company is debt-free for the first time in decades, increasing investments to approx. € 135 million.**
- **Positive outlook for 2023: 2023 revenue of approx. € 830 million, EBITDA of at least € 325 million, net profit for the year of at least € 150 million expected**
- **Dividends to be distributed after three years without any dividend payments, equalling at least 60% of the consolidated net profit (after non-controlling interests)**

Dynamic development leads to increase in the number of employees



- **Numerous business location projects at the airport from different sectors – from logistics to space technology**
- **In 2023, the number of employees at the airport will rise by at least 800 people – The staff increase in the Flughafen Wien Group will equal about 250 employees**

CO₂-neutral operations at Vienna Airport



Doubling of photovoltaic capacities to 45 hectares and approx. 100,000 panels will supply 40% of the airport's entire electricity needs in the future

- Vienna Airport will reduce CO₂ emissions by about 60,000 tonnes annually compared to 2011 thanks to eight photovoltaic plants, e-mobility, CO₂-neutral geothermal energy and district heat and many other measures.
- Austria's largest photovoltaic plant located at the airport has been in operation since May 2022 – Vienna Airport is continuing its climate protection drive, expanding photovoltaic capacities from 26 to 45 hectares in 2023.
- About 40% of annual electricity consumption will be generated by solar power in the future.



The AirportCity is growing dynamically but sustainably: New hotel with 510 rooms about to be built



Go-ahead for Austria's fifth largest hotel located at Vienna Airport - Overnight accommodations to be expanded to 1,400 rooms

- New hotel with 510 rooms is arising at Vienna Airport: The "Vienna House Easy" is Austria's fifth largest hotel – Construction to begin in the autumn of 2023, opening planned for the spring of 2025
- The airport site is thus expanding its overnight accommodations to 1,400 rooms
- Focus on sustainability: wood-based hybrid construction, photovoltaics and wind power on the roof



Financial guidance for 2023



Outlook for 2023

Revenue



Approx. € 830 million

EBITDA



> € 325 million

Group net profit



> € 150 million

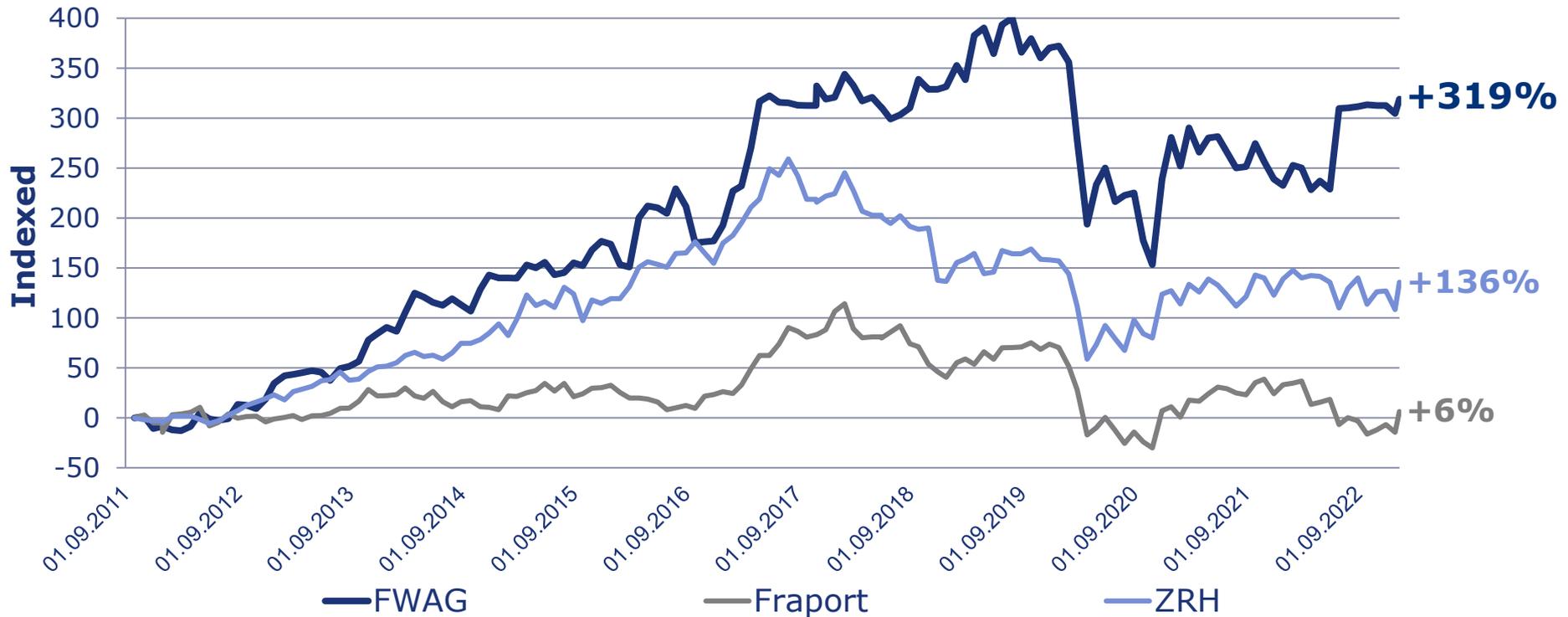
CAPEX



Approx. € 135 million

**All planned investments will be financed via the cash flow
– No plans to take out loans**

Share price increase of 319% since September 2011 outperforms competitors; market capitalisation of about € 2.7 billion at the end of 2022



Share price development from 1 September 2011 to 13 January 2023

THANK YOU FOR YOUR ATTENTION!

