

FLUGHAFEN WIEN GROUP

Results 2019 and Forecast 2020



Press conference, 2 March 2020



Strong year 2019 – high uncertainty 2020 due to coronavirus – Vienna Airport is well positioned



- ✈ **Successful performance once again in 2019:** Rises in revenue (+7.2%) to € 857.6 million and net profit for the period¹ (+15.7%) to € 175.7 million
- ✈ **Dividend proposal: 27% dividend increase** for 2019 to € 1.13/share – **payout ratio of 60%** achieved
- ✈ **Guidance for 2020 still achievable, but high uncertainty due to coronavirus** - From a historic point of view, such external shocks have only resulted in a temporary reduction of growth – traffic from 1.1 until 27.2.2020: +9,8% passengers, but strong weakening in the last couple of days
- ✈ **Close cooperation with authorities to protect passengers and employees**
- ✈ **Further reductions in energy consumption (-16%) and CO₂ emissions (-15%) from the prior-year level despite traffic growth in 2019**

Airport growth creates jobs – at the business location and in Austria



- ✈ **Significant growth of staff at Vienna Airport and Austrian subsidiaries – up to the current level of 6,805 employees in 3 years**, a rise of more than 1,000 employees
- ✈ **In 2020, the airport site will reach the level of about 25,000 employees, an increase of 3,000 in just 3 years**
- ✈ **2020: Seven companies relocating business operations to the airport** (Self Storage, Spedition Robinson, Noodle King, PR Consulting, DB Schenker, Monpti, ISS)
- ✈ **1 new job in aviation creates 3 more in the region** – Aviation accounts for about 80,000 jobs nationwide at airports, airlines, logistics companies, suppliers and tourism companies
- ✈ This creates value: 1 euro in aviation is tripled for the entire economy – Aviation generates roughly 1.7% of Austrian GDP

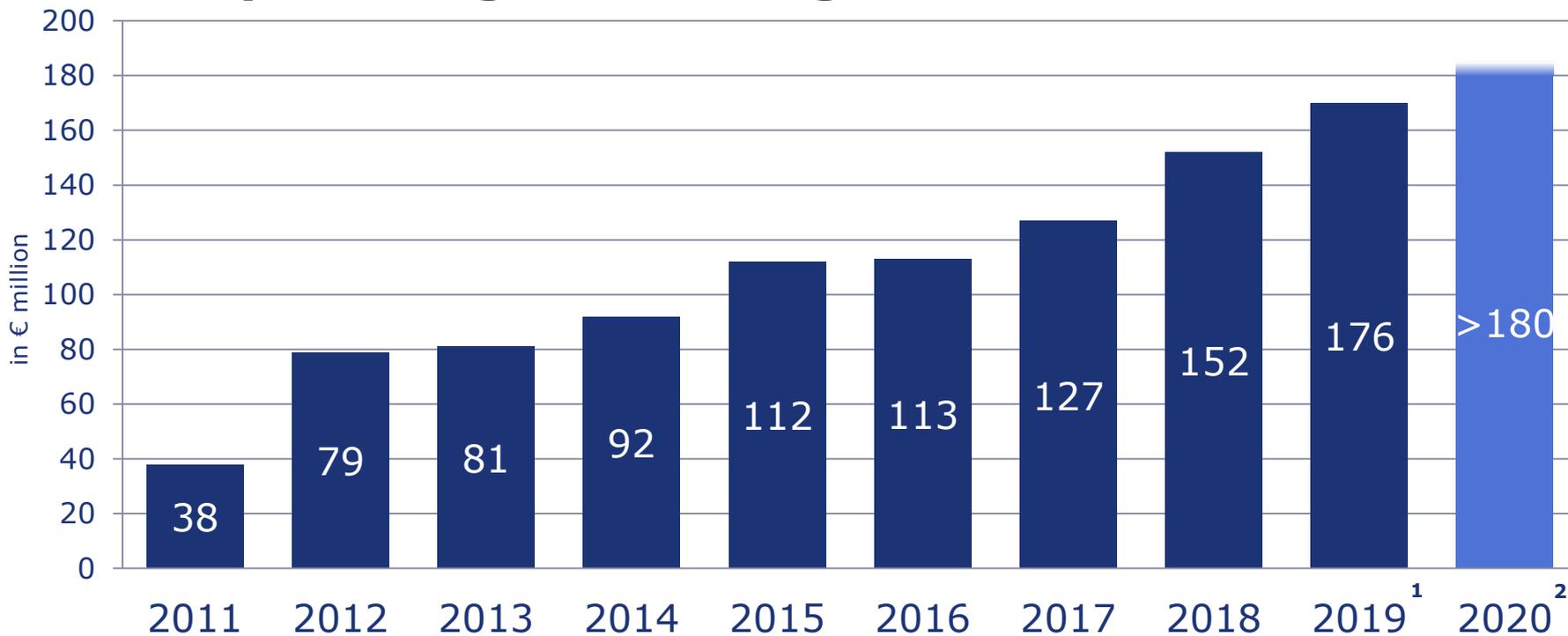
Flughafen Wien AG: Good net earnings in 2019

Dividend proposal of € 1.13 (+27.0%)



in € million	2019	2018	Δ in %
Revenue	857.6	799.7	+7.2
Earnings before interest, tax, depreciation and amortization (EBITDA)	384.8	350.4	+9.8
Earnings before interest and taxes (EBIT)	252.3	220.8	+14.3
Financial results	-14.4	-12.5	-15.3
Earnings before tax (EBT)	237.9	208.3	+14.2
Net profit for the period	175.7	151.9	+15.7
Net profit for the period after non-controlling interests	158.9	137.3	+15.7
Dividend (in €) ¹	1.13	0.89	+27.0

Nine-year growth: continuous increase in the net profit for the period since 2011 – coronavirus currently challenges 2020 target



5

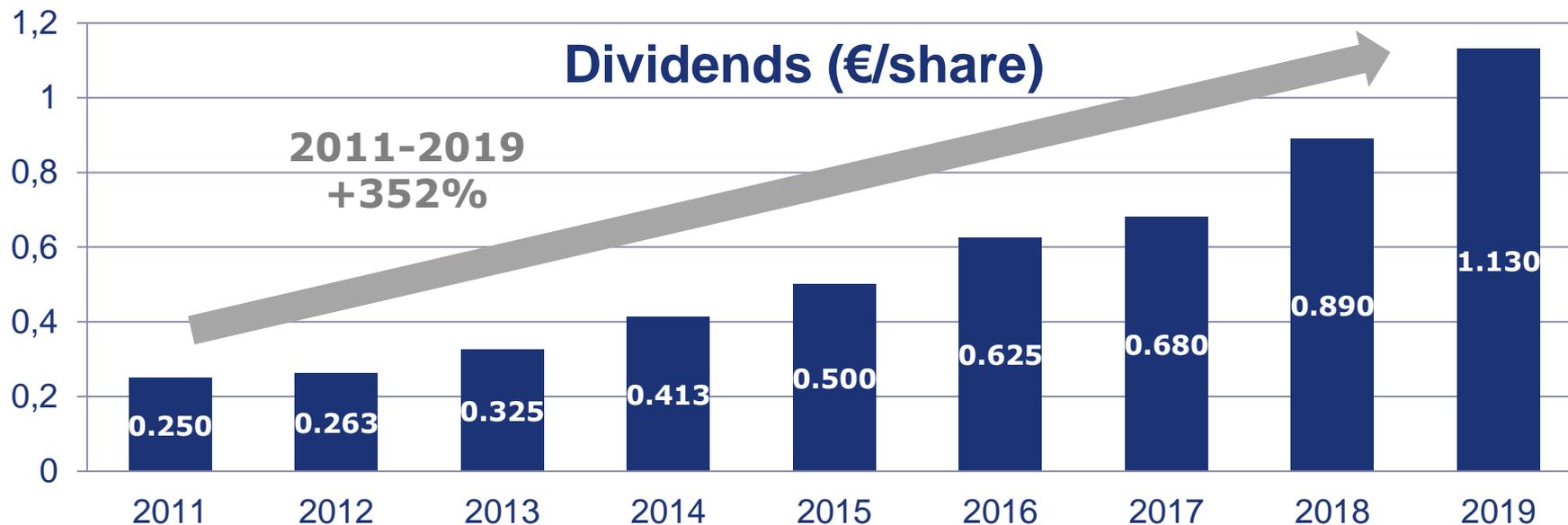
Profit for the period before non-controlling interests; Values adjusted for 2011-2015

1) Preliminary results for 2019: the final results will be published in the Annual Report and Annual Financial Report of Flughafen Wien AG.

2) Guidance 2020: as published at the end of January 2020

27% dividend increase in 2019 to € 1.13/share

Payout ratio of 60% achieved



- ✈ Management Board proposes dividend increase to € 1.13/share (+27.0%) to the AGM
- ✈ Payout ratio: 60%
- ✈ Dividend yield: 3.0%

Reduction in the mountain of debt: Net debt now only € 81 million – new investment cycle featuring terminal expansion begins to take effect in 2020



	2019	2018 ²	Δ in %
Net debt (€ million)	81.4	198.2	-58.9
Gearing (%)	5.9	15.3	-9.4%p
Cash flow from operating activities (€ million)	373.0	291.2	+28.1
Free cash flow (€ million)	196.9	92.4	+113.3
CAPEX (€ million) ¹	171.8	165.7	+3.7
Equity (€ million)	1,380.9	1,297.0	+6.5
Equity ratio (%)	60.0	60.1	-0.1%p

7

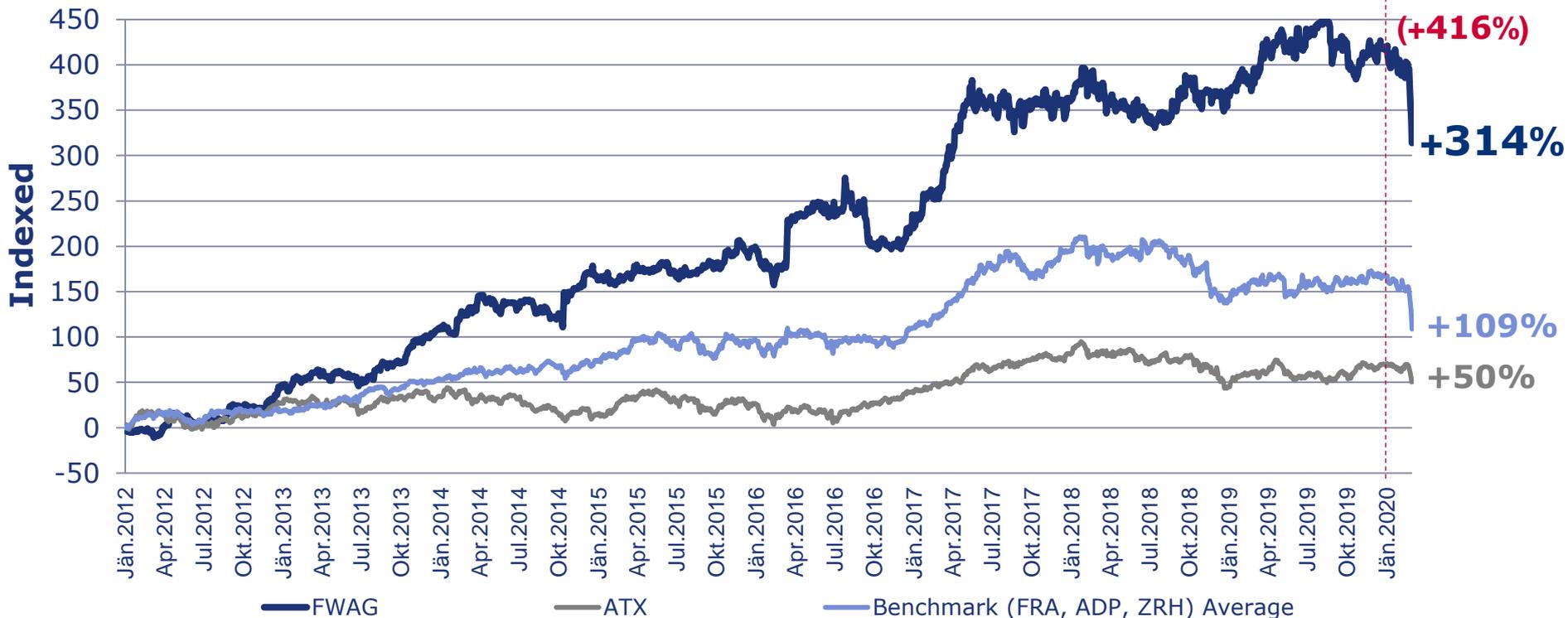
1) Excl. financial assets and acquisitions

2) Adjusted on 1 January 2019 to include value of leases pursuant to IFRS 16

All financial indicators for the year 2019 refer to the preliminary annual results for 2019. The final annual results will be published in the Annual Report and the Annual Financial Report of Flughafen Wien AG.

Share p. up since 01/2012: +314% (FY2019: +416%)

Market cap at € 2.5 bn (FY2019: € 3.2 bn)



Outlook for 2020 with high uncertainty – Guidance from January still achievable



Outlook 2020

Revenue



> € 870 million

EBITDA



> € 395 million

Group profit for the period¹



> € 180 million

Net debt



< € 100 million

CAPEX



~ € 230 million

Airport City continues to grow – but sustainably: New Office Park 4 opens on 27 May 2020



✈ New Office Park 4 to open on 27 May 2020

- A total of 26,000 m² of state-of-the-art office and event space (facilities in part over several floors, own kindergarten), workplaces for 2,000 employees
- More than 40% already leased – strong interest by prospective tenants – high demand for first-time occupancy and co-working spaces



✈ Focus on sustainability

- Office Park 4 will be sustainably built and operated: innovative building engineering and geothermal energy – heating and cooling with thermal energy – also used in the Southern Extension project
- 441 energy piles in the ground, sole water heat pump – 94% of heat and 45% of cooling requirements p.a. should be covered
- Office Park 4 already certified for sustainability by the Austrian Sustainable Building Council (ÖGNI)



Vienna Airport continues to improve its energy efficiency despite growth



	2019	2018	Δ in %
Electricity consumption (kWh/TU ¹)	2.72	3.24	-15.9
Heat consumption (kWh/TU)	1.46	1.66	-12.0
Fuel consumption (kWh/TU)	1.07	1.15	-6.8
Total energy consumption (kWh/TU)	5.26	6.05	-13.1
CO ₂ emissions (kg/TU)*	0.58	0.68	-14.7

* Forecasted figures for 2019



“Green Airport”: Vienna Airport will become Europe`s most environmental-friendly airport



- ✈ **Vienna Airport will already be CO₂ neutral in a few years**
- ✈ **Expansion of photovoltaics: the airport plans a ten-fold increase in electricity production – About 30 hectares of photovoltaic space planned**
- ✈ **Smart Airport City:** Project “Intelligent Control” in cooperation with the Vienna University of Technology – Software to optimise energy supply and consumption
- ✈ **Use of geothermal energy:** in Office Park 4 and terminal projects - 94% of heat and 45% of cooling requirements p.a. should be supplied in this way
- ✈ **Use of waste heat for airport climate control**



More than 300 interested people: Plug&Play launches promotional programme for startups



✈ **More than 300 participants at the start of the “accelerator programme” of Plug&Play on 20 February 2020** – Plug&Play brings startups together with global investors

PLUGANDPLAY VIENNA

✈ **The airport offers a creative working environment: More than 2,700 m² of co-working space in Office Park 4 in the future** – ideal for young entrepreneurs, sole proprietorships, startups, service providers in the creative sector and companies requiring a professional business environment for their startup or project team



AIRPORTCITYSPACE
vie CO-WORKING & INNOVATION



RESULTS 2019

Coronavirus effects Segment results 2019



2019 was a strong year for the Flughafen Wien Group – but coronavirus is a big uncertainty factor



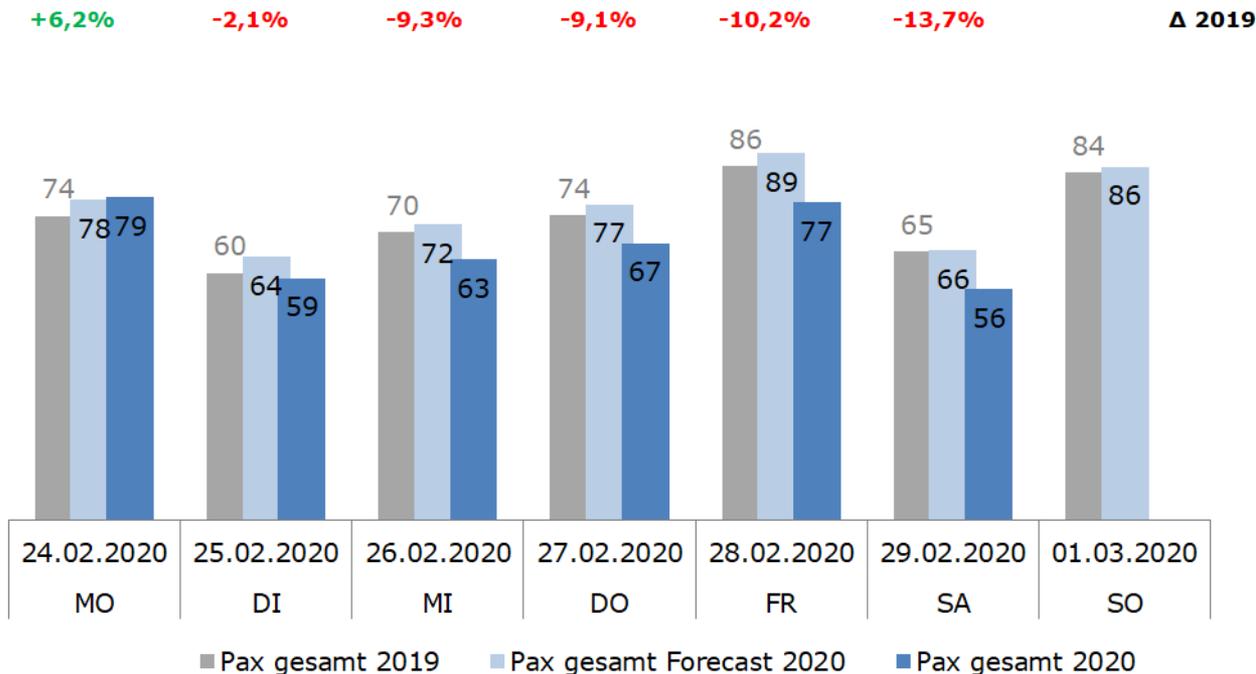
- ✈ **Strong growth in 2019:** About 40 million passengers (+15.0%) in the Flughafen Wien Group and 31.7 million passengers (+17.1%) at Vienna Airport
- ✈ **Traffic forecast for 2020 still achievable, but big uncertainty due to coronavirus effects**
 - Significant effects on traffic behaviour since 25.2.2020 – strong declines on longhaul routes (e.g. China) and Italy traffic
 - After a temporary crisis a quick upswing follows – historic comparisons (e.g. SARS) show that after a temporary crisis passenger figures quickly rebound
- ✈ **Focus on improved quality for passengers:** terminal modernisation, new project with Austrian Airlines and Austro Control to improve punctuality, new shopping, food and beverage offerings

Coronavirus leads to reduced travel behaviour



Pax comparison total per weekday (calender week 9)

Pax in thousands; graphic in German



Significant decline of passenger figures since 25.2.2020

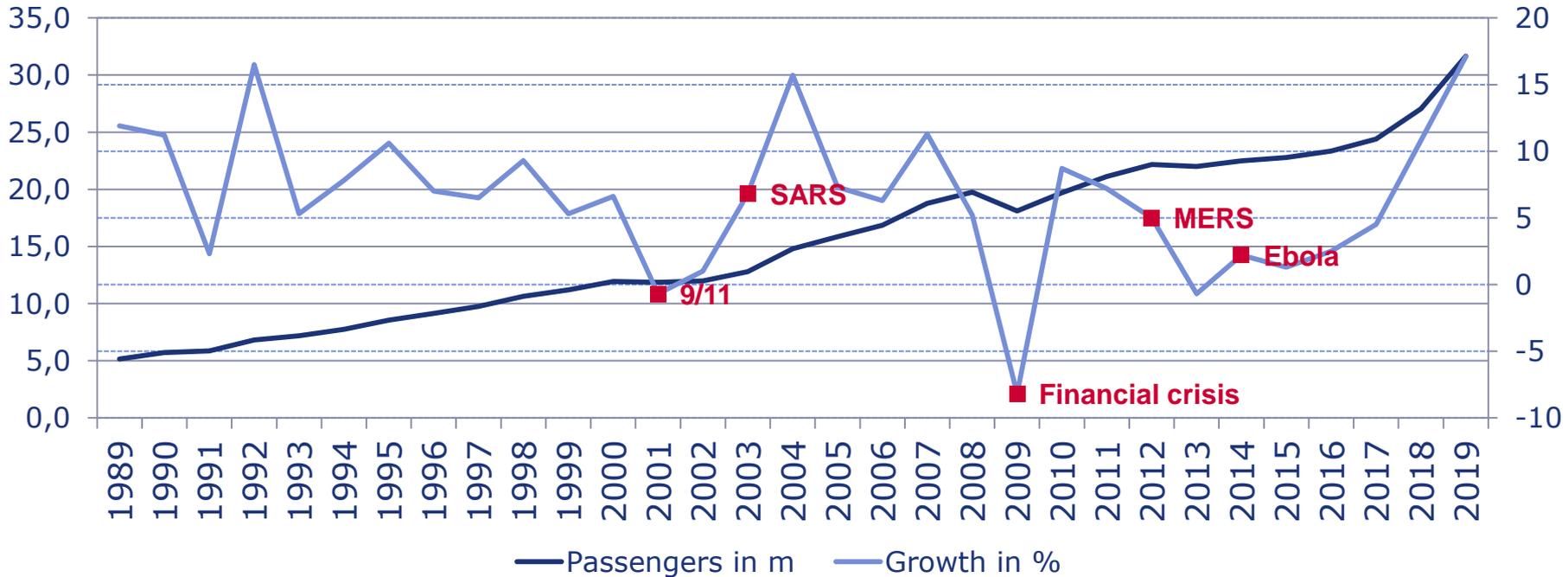
1-27 February 2020:

+5,2% passengers to 1,882,618 in total

Aviation has always quickly recovered from crises



✈ After 9/11, SARS, financial crisis 2009, MERS and Ebola passenger figures have always quickly recovered (2003: +6.8%, 2004: +15.7%, 2010: +8.7% passengers)



Traffic forecast for 2020



Flughafen Wien Group:

2019

Passengers

39.5 million



Forecast for 2020

+3-4%

Flughafen Wien AG:

2019

Passengers

31.7 million



Forecast for 2020

+3-5%

- ✈ **+9.8% passengers from 1.1. until 27.2.2020**
- ✈ **Clearer assessment regarding forecast only possible at Easter 2020**
- ✈ **No long-term implications for aviation from a current point of view**

Vienna Airport is in close contact with health authorities



- ✈ **Airport personnel is not included in high risk group** – only brief customer contact and sufficient distance, information and instruction by corporate medical office and HR department
- ✈ **Measures in the terminal and Vienna Airport site:** Additional cleaning and disinfection – concerning handrails , door knobs, toilets, more frequent exchange of filters of the air ventilation
- ✈ **Ongoing close cooperation with the authorities** (Health Authority of the Province of Lower Austria, Ministry of Health, Ministry of the Interior and emergency services), Emergency Task Force established at the airport
- ✈ **Excellent emergency services at the airport** including ambulances, medical center, fire brigade and airside services

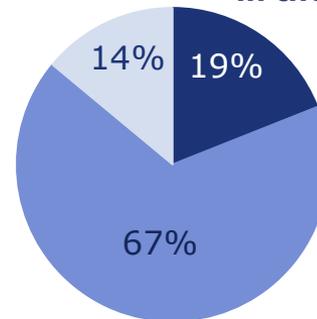
Airport: Strong EBITDA and EBIT growth due to record passenger volume



- ✈ Passenger record at Vienna Airport: 31.7 million passengers (+17.1%)
- ✈ Also rise in the number of flight movements (+10.7%)
- ✈ Further strong growth of low cost carriers and Austrian Airlines
- ✈ New record: +25.1% lounge visits in 2019
- ✈ New noise pollution fees model in 2020
- ✈ Focus on continuous improvement of service quality – terminal development and punctuality

in € million	2019	2018	Δ in %
External revenue	411.7	381.7	+7.9
EBITDA	187.6	183.3	+2.4
EBIT	104.0	99.8	+4.2

**Revenue distribution 2019
in the Airport Segment**



- Aircraft-related fees +11.2%
- Passenger-related fees +5.8%
- Infrastructure-related fees and services +14.6%

On its way to the 5th star: VIE invests in its terminal infrastructure



- ✈ **Modernised Terminal 2 will start operations end of 2020**
 - New central security control for B-, C- und D-Gates, modern and bright layout
 - +25.1% lounge accesses in 2019, new and comfortable lounges with approx. 2,500 m² and around 600 seats

- ✈ **Pier East with open gates and more shopping and F&B**
 - Around 900 m² of new shopping and food & beverage offers with 302 additional seats
 - Pier East will open in 2023

- ✈ **New southward extension will open in 2023**
 - 11,000 m² of shopping and food & beverage, strong focus on Austrian brands, tenders will start in autumn 2020
 - 4,000 m² of new lounges, central security control



Handling & Security Services: Higher earnings due to revenue increase and savings achieved



✈ Higher revenue (€ +3.0 million), especially due to additional income from traffic handling (€ +2.7 million) related to increase in flight movements and new customers despite a weather-related decrease in de-icing revenue (€ -3.6 million)

in € million	2019	2018	Δ in %
External revenue	166.3	163.3	+1.8
EBITDA	15.8	10.7	+47.1
EBIT	7.3	2.2	+224.5

✈ Slight rise in handling market share to 85% because of new customers (2018: 84%)

✈ On the cost side: lower material costs, slightly higher personnel expenses and higher other operating expenses related to more third-party services



Successful turnaround – Handling well-positioned for the future



✈️ **Realignment of ground handling:**

- Successful implementation of zone handling
- Strong increase in punctuality: VIE is 3rd most punctual airport in its class in Europe in 2019 – despite more passengers & movements



✈️ **Considerable rise in productivity despite traffic growth**

- Sustainable safeguarding of profitability of ground handling based on reduction of overtime (-51%) and provisions for vacations
- Personnel costs per handling process reduced by 10% (second half of 2019 even by 16%) – at 12% more handling processes



✈️ **Numerous new handling customers for Flughafen Wien AG:**

- 7 new customers, 8 contract extensions and 4 contract expansions (additional services in passenger handling)

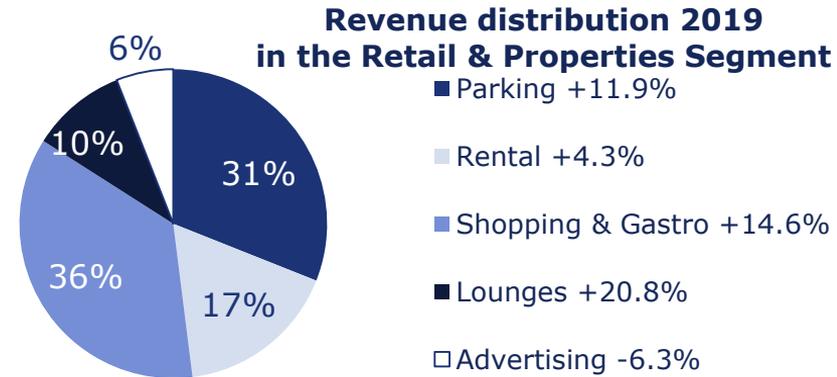


Retail & Properties: Growth in all areas



- ✈ Strong rise in revenue from the gastronomy (+19.4%) and retail (+12.9%) businesses – in spite of the modernisation of Terminal 2 and temporary shutdown of shops
- ✈ PRR at € 1.88 (2018: € 1.92) slightly below the previous year due to disproportionately high PAX growth on the part of LCCs
- ✈ Slight rise in rental income, up 4.3% from 2018
- ✈ Significant increase in parking income (+11.9%)
- ✈ Substantial improvement in EBITDA and EBIT
- ✈ Around 1,100m² of new restaurant openings in the next 12 months

in € million	2019	2018	Δ in %
External revenue	162.6	146.4	+11.1
EBITDA	103.3	90.4	+14.2
EBIT	85.6	73.1	+17.1

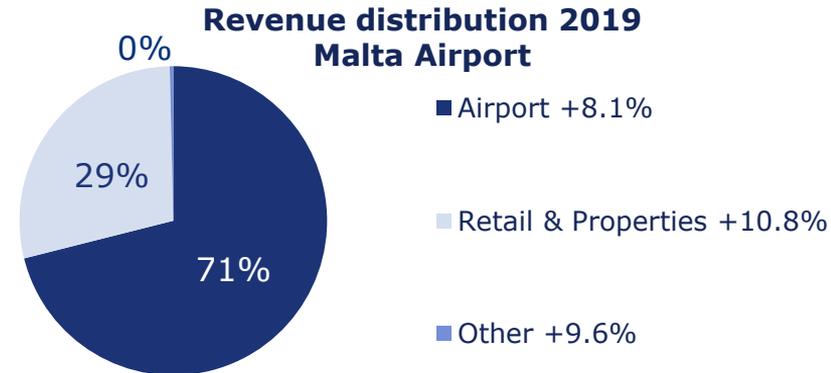


Malta: Earnings increase due to strong passenger growth



- ✈ New record in 2019: more than 7.3 million passengers, 7.4% passenger growth
- ✈ Considerable revenue growth reflects the traffic development: Airport and Retail & Properties income benefit from increased passenger volume
- ✈ Slight increase in the cost level due to higher personnel expenses (rise in the number of employees and salary increases mandated by collective wage agreements), higher maintenance, marketing and market communication expenses
- ✈ Investments in air traffic surfaces and construction work on a new parking garage drive airport development forward

in € million	2019	2018	Δ in %
External revenue	100.3	92.2	+8.8
EBITDA	63.5	53.2	+19.3
EBIT	52.4	44.0	+19.0



Results of strategic investments in 2019



Malta Int. Airport

- ✈ About 7.3 million passengers (+7.4%)
- ✈ Revenue: € 100.3 million
- ✈ EBITDA: € 63.2 million
- ✈ EBITDA margin: 63.0%
- ✈ Net profit for the period: € 34.0 million

Kosice Airport

- ✈ About 0.6 million passengers (+2.9%)
- ✈ Revenue: € 14.0 million
- ✈ EBITDA: € 4.3 million
- ✈ EBITDA margin: 30.7%
- ✈ Net profit for the period: € 2.7 million

