

# Flughafen Wien AG

## Results

### 1-6/2010

August 2010



## 1-6/2010 – At a glance

- Total revenue: EUR 253.2 mill. (+3.5%)
- EBITDA: EUR 85.7 mill. (+6.9%)
- EBIT: EUR 52.6 mill. (+12.7%)
- Net profit : EUR 38.1 mill. (+11.6%)  
*after non-controlling interests*
- Passengers: 8.9 mill. (+5.5%)  
(European average of +2.4%\*)

\* Source: ACI January to June 2010

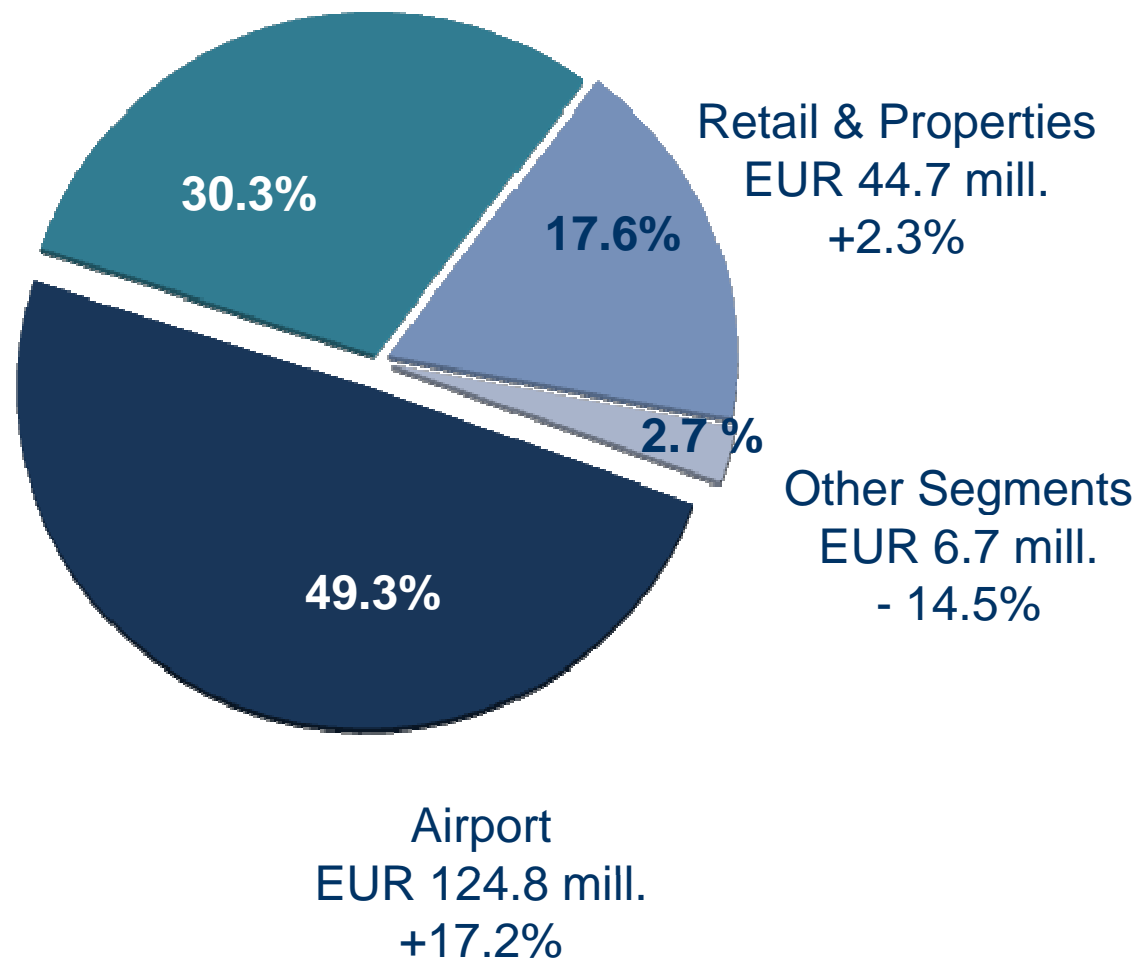
## Financial Results 1-6/2010

EUR mill.	1-6/2010	1-6/2009	Change in %
Revenues	<b>253.2</b>	244.6	+ 3.5
Other income	<b>7.5</b>	6.4	+ 17.8
Operating income	<b>260.7</b>	251.0	+ 3.9
Operating expenses (excl. depreciation)	<b>- 175.0</b>	- 170.8	+ 2.4
EBITDA	<b>85.7</b>	80.1	+ 6.9
Depreciation	<b>- 33.1</b>	-33.4	- 1.1
EBIT	<b>52.6</b>	46.7	+ 12.7
Financial results	<b>- 2.8</b>	- 2.4	+ 15.6
EBT	<b>49.9</b>	44.3	+ 12.5
Taxes	<b>- 11.8</b>	- 10.2	+ 15.5
Net profit after minority interests	<b>38.1</b>	34.1	+ 11.6

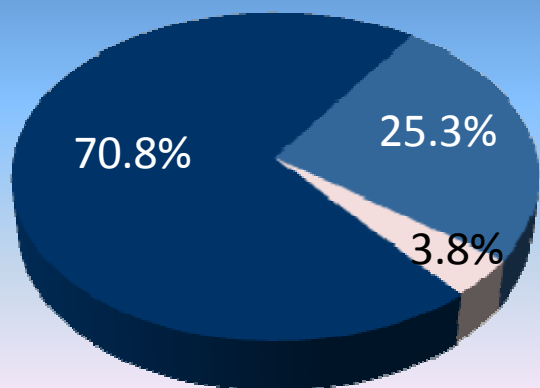
# Financial Results 1-6/2010

## Revenue by Segment

Handling  
EUR 76.6 mill.  
- 11.2%



Revenue structure without Handling



## Financial Results 1-6/2010

### Summary of Operating Expenses

in EUR mill.	1-6/2010	1-6/2009	Change in %
Consumables and services used	<b>20.3</b>	18.9	+ 7.7
Personnel expenses	<b>112.4</b>	107.6	+ 4.4
Depreciation	<b>33.1</b>	33.4	- 1.1
Other operating expenses	<b>42.3</b>	44.4	- 4.7
<b>Total operating expenses</b>	<b>208.1</b>	204.3	+ 1.9

## Financial Results 1-6/2010

### Financial Indicators

in %	1-6/2010	1-6/2009
EBITDA Margin	<b>33.8</b>	32.8
EBIT Margin	<b>20.8</b>	19.1
ROE	<b>4.8</b>	4.5
ROCE	<b>2.7</b>	2.6
Gearing	<b>84.1</b>	80.1

# Financial Results 1-6/2010

## Segment Reporting

in EUR mill.	1-6/2010	1-6/2009
<b><u>Airport</u></b>		
External segment revenue	124.8	106.5
Segment EBIT	36.2	35.8
<b><u>Handling</u></b>		
External segment revenue	76.6	86.3
Segment EBIT	7.1	5.9
<b><u>Retail &amp; Properties</u></b>		
External segment revenue	44.7	43.7
Segment EBIT	22.5	20.8
<b><u>Other Segments</u></b>		
External segment revenue	6.7	7.9
Segment EBIT	-0.8	-2.2

## Capex programme 2010 - 2014

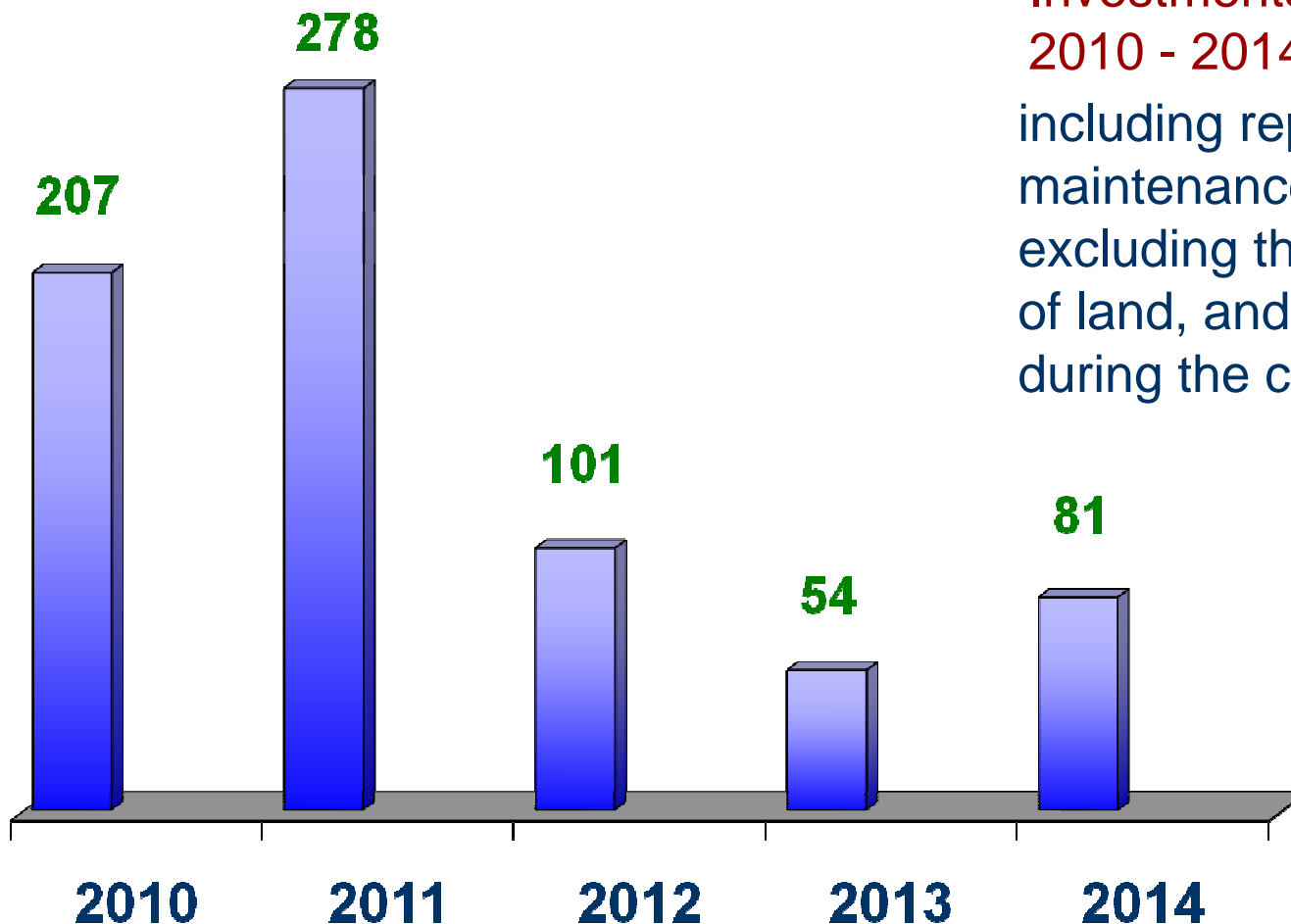
including replacement and maintenance investments – excluding third runway, purchase of land, and capitalised interest during the construction period

	in EUR mill.
Terminals	390
Apron, runways	30
Design of core zone	43
Security	38
Parking	17
Other projects	31
Technical noise protection	23
Replacement and maintenance investments	111
<b>Other investments</b>	<b>38</b>
<b>Total investments 2010 - 2014</b>	<b>721</b>



## Capex programme 2010 - 2014

in EUR mill.



### Investments

2010 - 2014: EUR 721 mill.

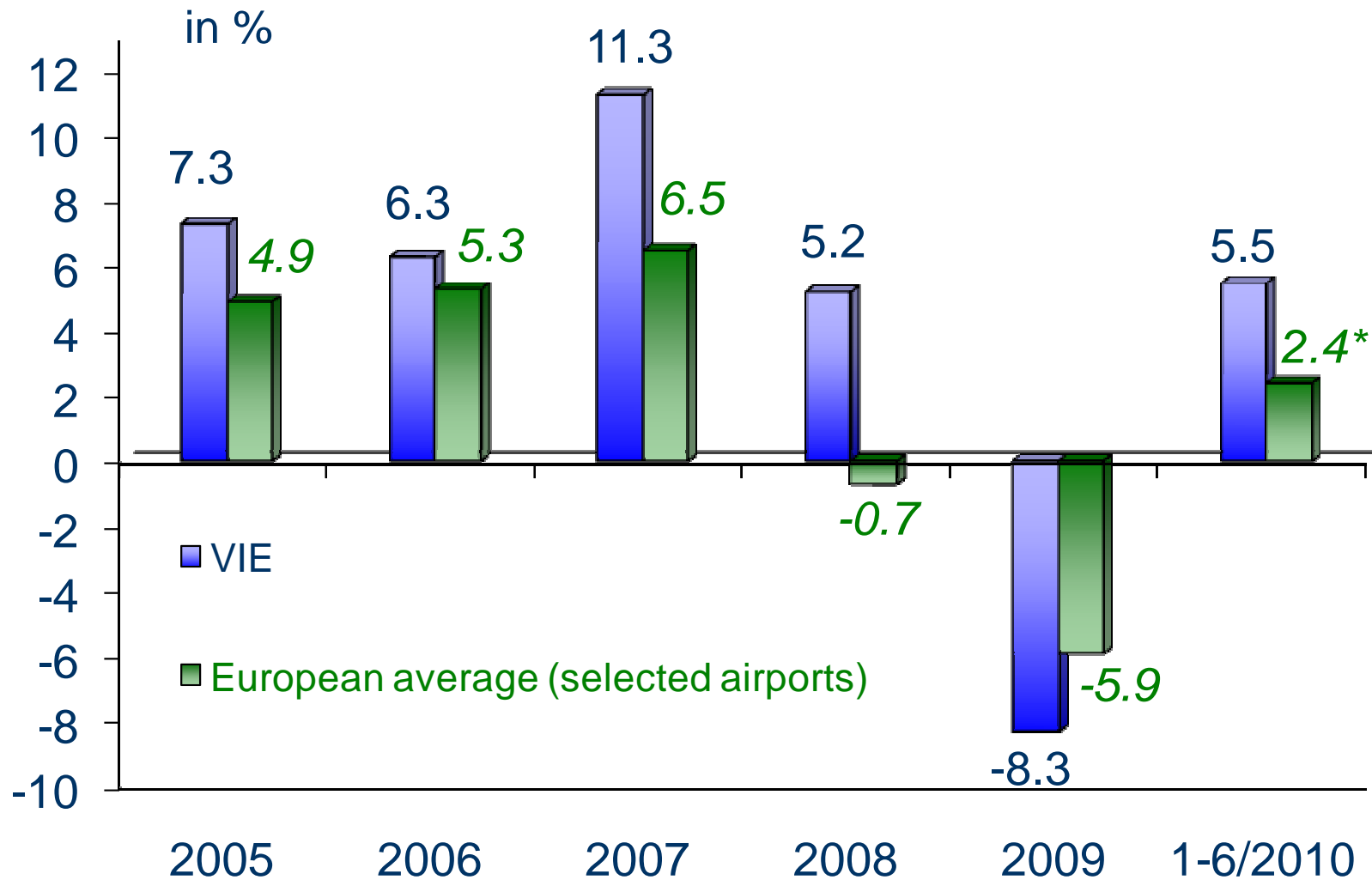
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## Traffic Results 1-6/2010 at a glance

- Passenger traffic 1-6/2010 +5.5%  
(European average +2.4%\*)
- Strong development in traffic to Middle East +11.5%
- Passengers - Eastern Europe +8.0%
- Passengers – Low-cost carriers -4.0%
- Share of total passengers - Low-cost carriers 21.8%

\* Source: ACI Average for the period January – June 2010

## Passenger development at european airports



\*source: ACI Airports Council International – Europe  
from 06/2010 – 34 biggest airports in Europe

## Traffic Results 1-6/2010

### Passengers:

8,899,368 (+5.5%)

### Transfer passengers:

2,677,072 (+6.3%)

### Flight movements:

119,167 (-0.2%)

### MTOW (in tonnes):

3,744,236 (+7.2%)

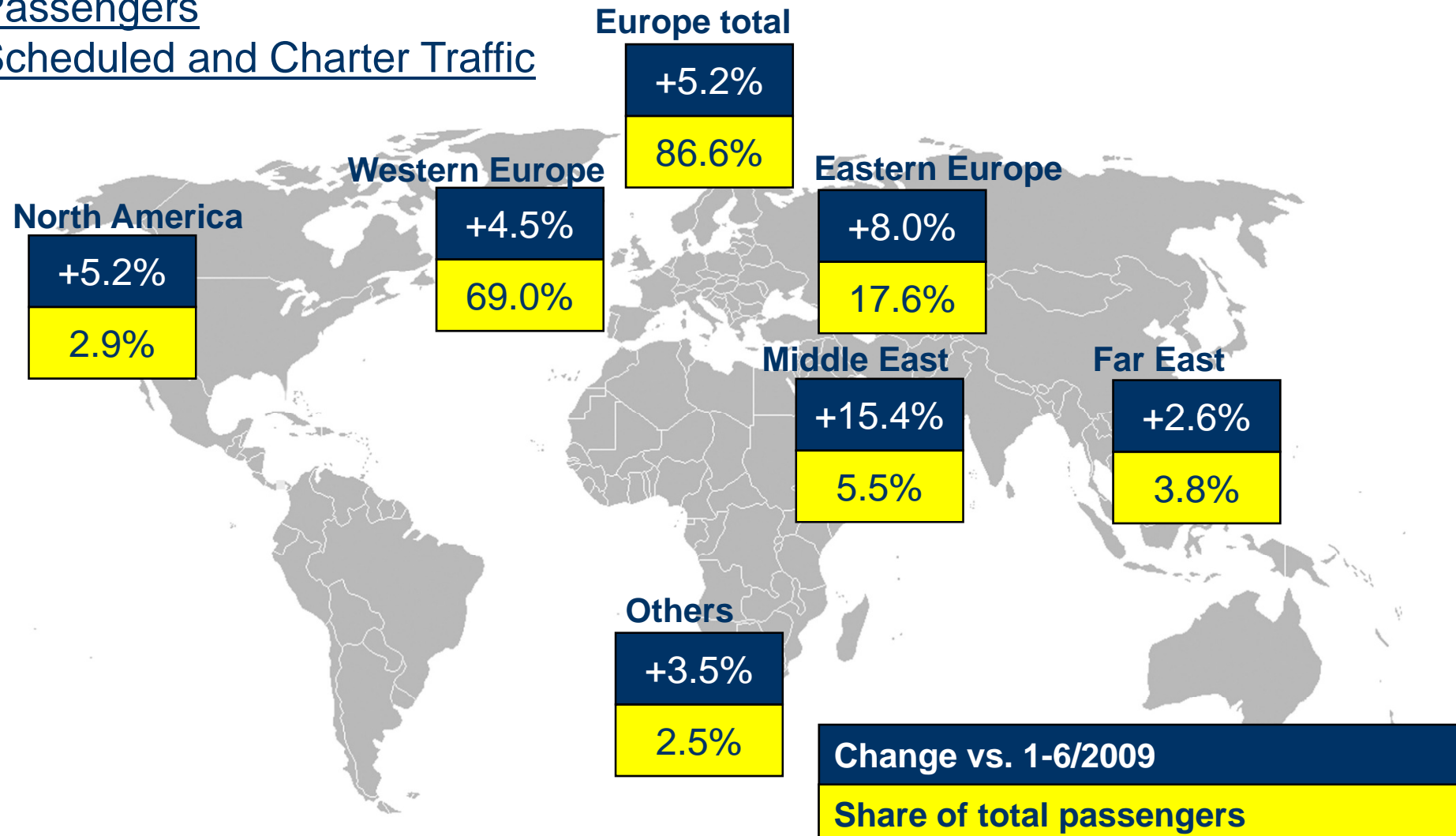
### Cargo incl. trucking in tonnes

148,353 (+30.4%)



# Traffic Results 1-6/2010

Passengers  
Scheduled and Charter Traffic



## Flight Plan Summer 2010

### New airlines:

- BMI
- Alitalia
- Wataniya
- S7
- EVA Air Cargo

### New destinations by airlines:

- Kuwait (Watanya)
- Novosibirsk via Moskau DME (S7)
- Gagliari (Niki)
- Barcelona (Niki)
- Kopenhagen (Niki)
- Nizza (Niki)
- Olbia (Niki)
- Hannover (Germanwings)
- Larnaca (Blue Air)
- Larnaca (Cyprus)



## Flight Plan Summer 2010

### Additional frequencies:

#### AUA

- Nizza
- Bukarest
- Sofia
- Stuttgart
- Berlin
- Graz
- Tokio
- Larnaca

#### Niki

- Paris

#### Turkish Airlines

- Istanbul

#### Air Baltic

- Riga

#### Sunexpress

- Antalya
- Izmir
- Istanbul

#### Brussels Airlines

- Brüssel

#### B&H Airlines

- Sarajevo

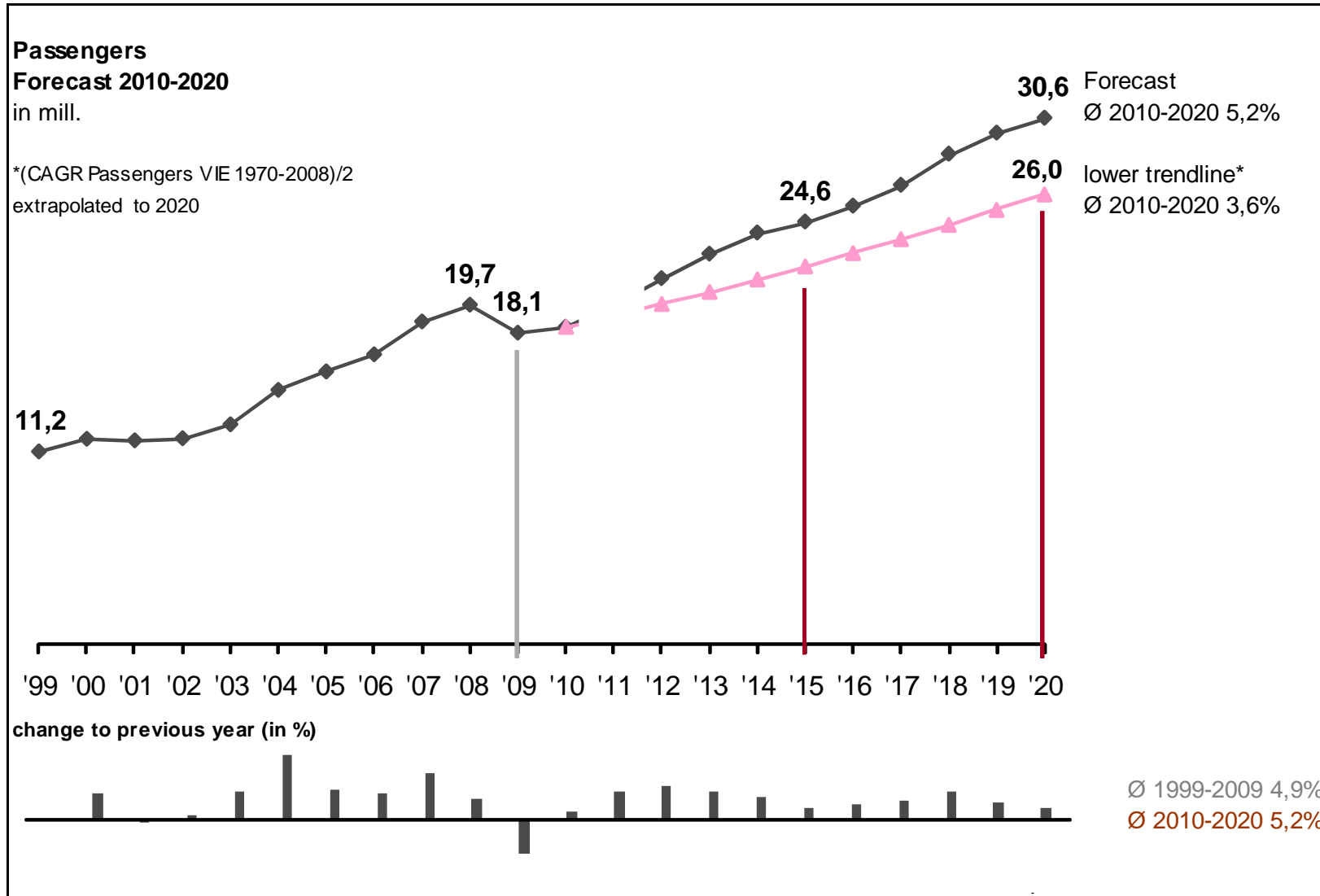


## Traffic Results January to July 2010

	1-6/2010	July 2010	1-7/2010	Forecast
Passengers	8,899,368	2,032,579	10,931,947	
Change in %	+5.5	+11.3	+6.6	<b>+6%</b>
MTOW (t)	3,744,236	743,671	4,487,907	
Change in %	+7.2	+10.7	+7.7	<b>+7%</b>
Flight movements	119,167	22,443	141,610	
Change in %	-0.2	+0.8	0.0	<b>+1%</b>
Cargo incl. trucking (in tonnes)	148,353	21,599	169,952	
Change in %	+30.4	+8.5	+27.1	



# Long-Term Forecast 2010 - 2020



# Vienna International Airport

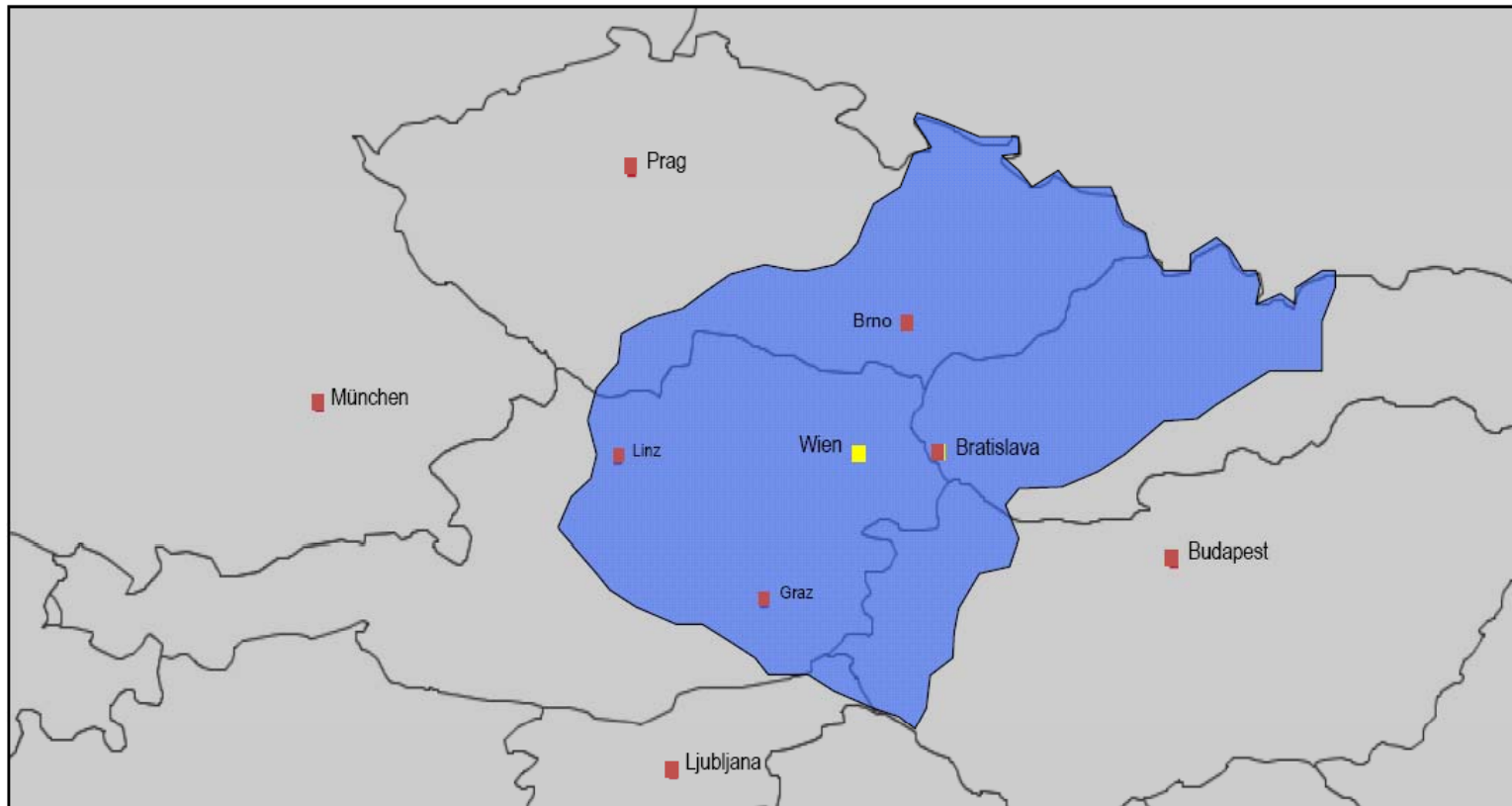
*Key advantages support the hub function*

## Key advantages

1. Location
2. Quality
3. Capacity
4. Development of non-aviation business
5. Tariffs and incentives

## 1.1 Catchment area

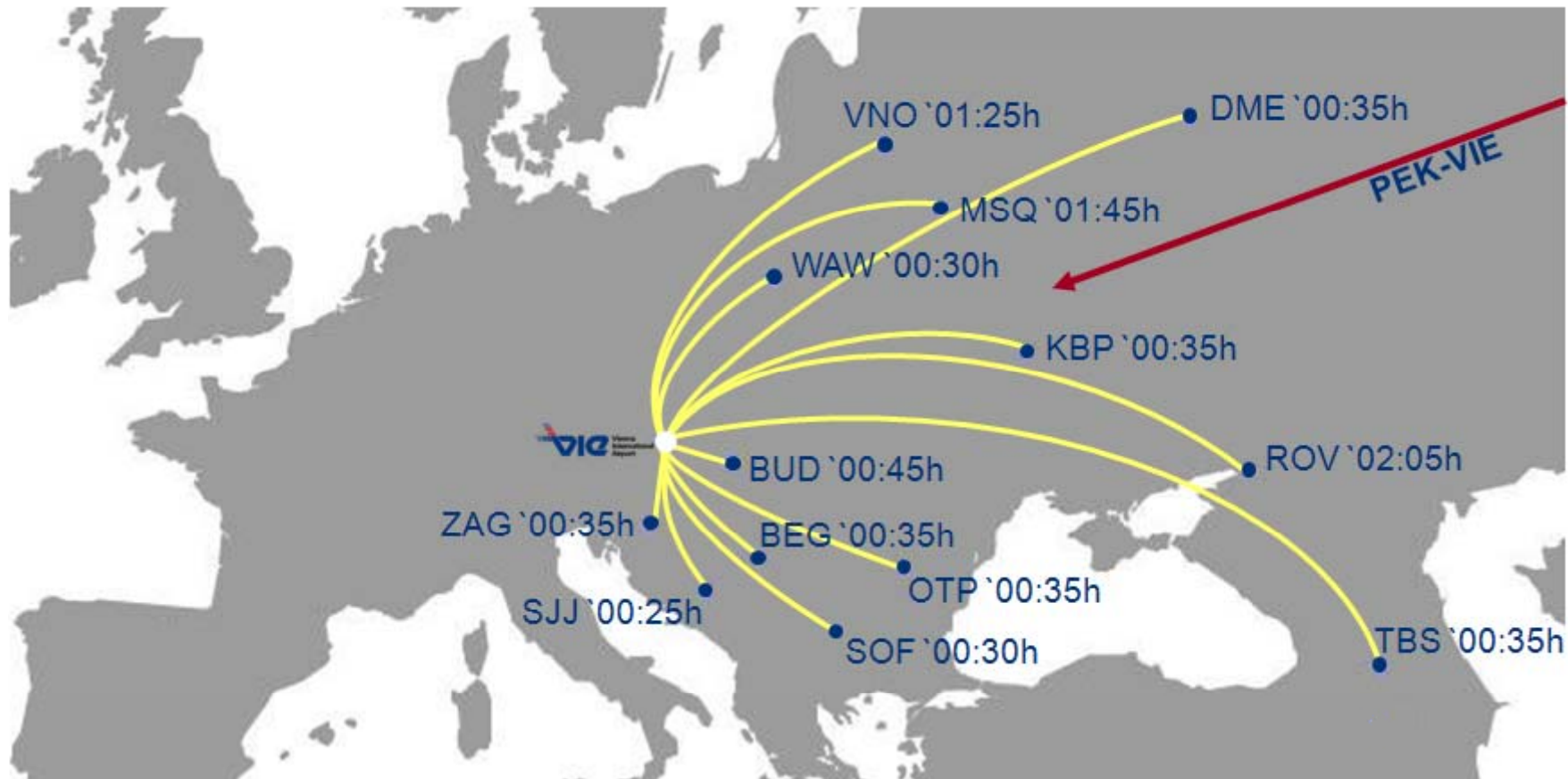
*Approx. 14.3 million people live in the catchment area*



Catchment area:  
The hub airport that can be  
reached in the shortest time

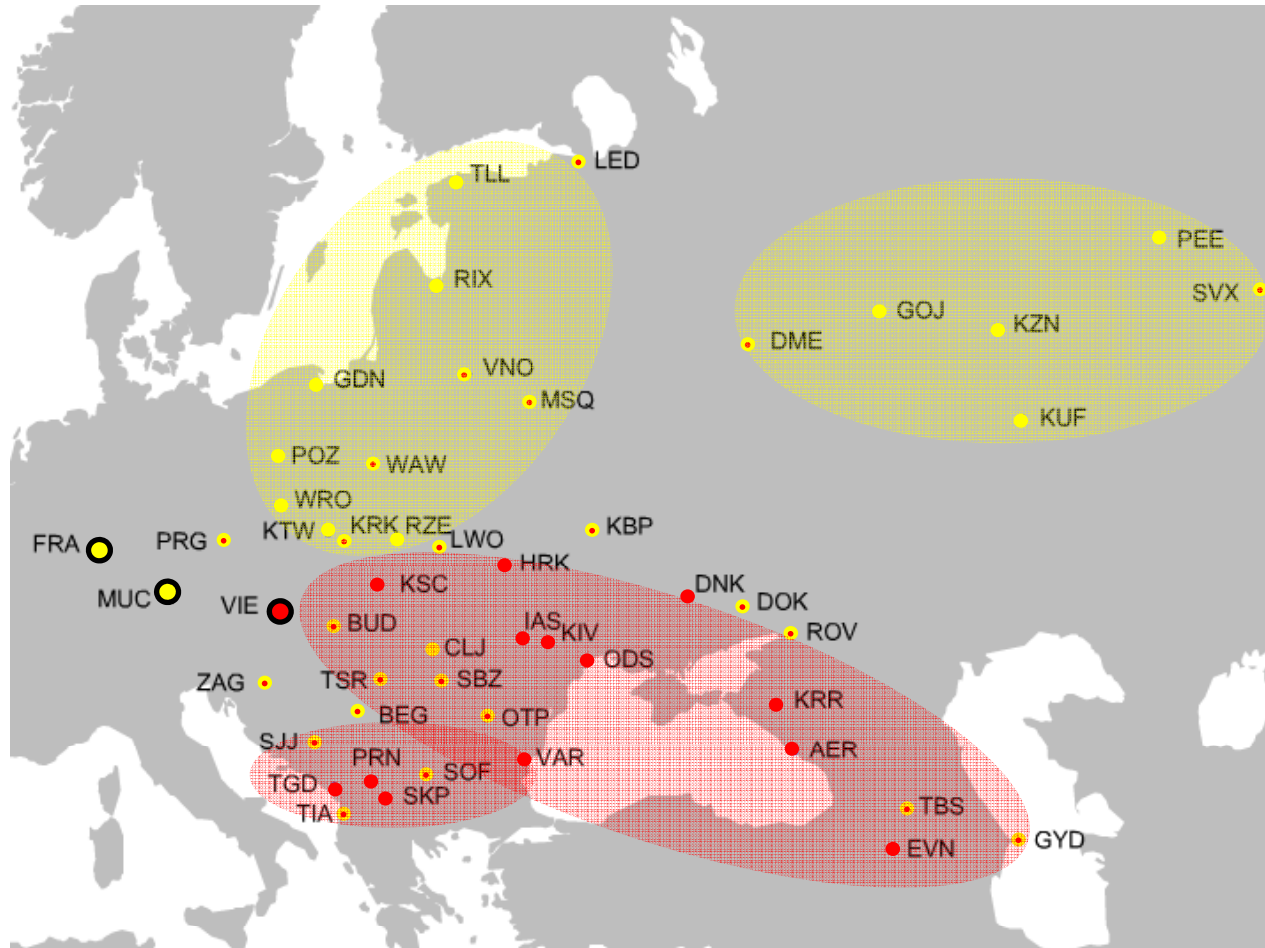
## 1.2 Geographical location

Time saved with flights to/from Vienna vs. Munich Airport



Source: Online flight plan information from Austrian and Lufthansa

# 1.3 Markets



Destinations Austrian: 36

Destinations Lufthansa\*: 35  
thereof

Austrian only: 13

Lufthansa\* only: 12

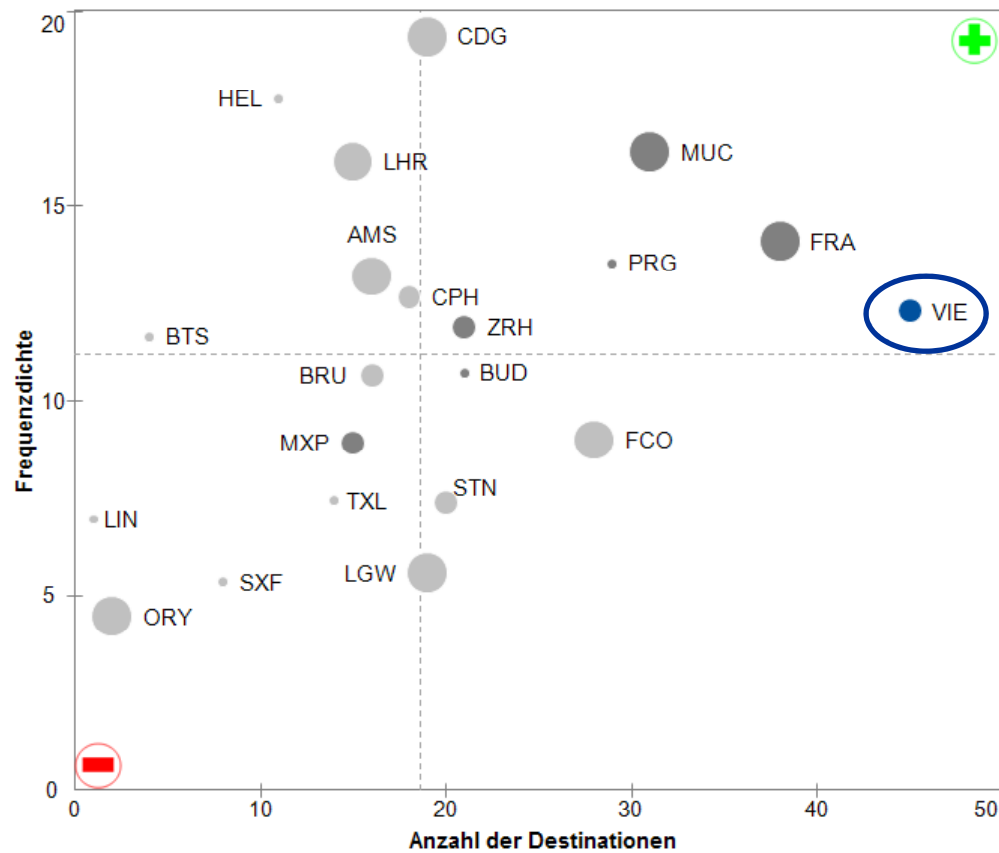
Lufthansa and Austrian: 23

\* ex FRA, MUC

● LH & OS   
 ● LH   
 ● OS   
  LH Fokus   
  OS Fokus

# 1.4 Positioning of the airport in Eastern Europe

*High frequencies, maximum destinations*



Source: OAG, November 2009, inkl. Ekaterinburg

Highest number of East European destinations in comparison

## 2.1 VIE's top quality standards

### ➤ 25-minute minimum connecting time:

Airport	MCT	Airport	MCT
Munich	30 - 35 min	Amsterdam	50 min
Zurich	40 min	Brussels	50 min
Copenhagen	45 min	London	45 - 75 min
Frankfurt	45 min	Paris	60 - 90 min

Source: OAG Flight Guide

### ➤ Short routes & comfortable transfers for passengers

- "One-roof concept"

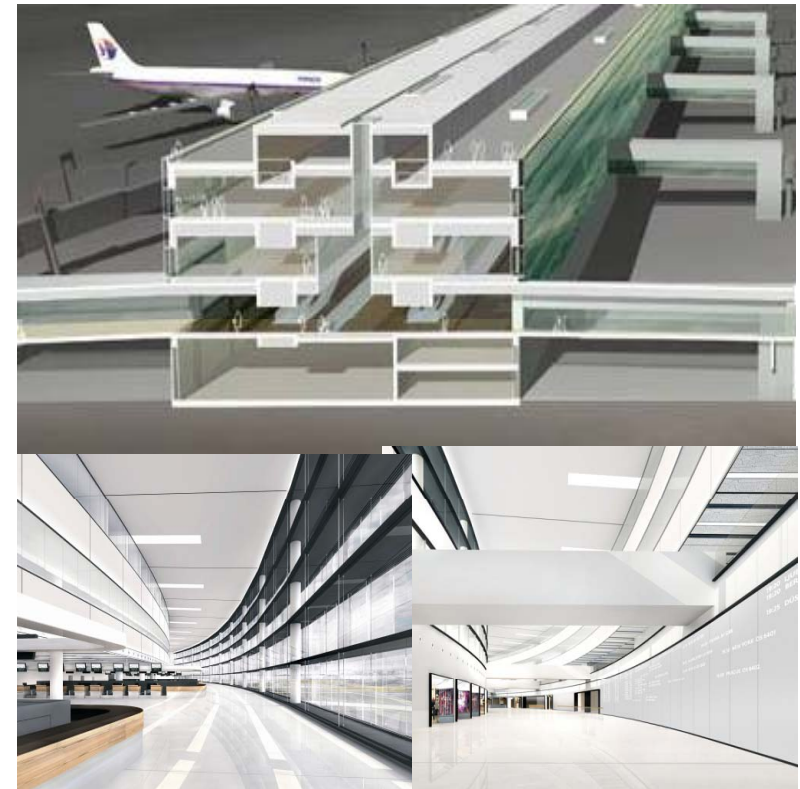
### ➤ Outstanding turnaround time (A320: ~40 minutes)

### ➤ Punctual and efficient service: 2009: Delays of more than 15 minutes: 14.0%

## 3.1. Capacity

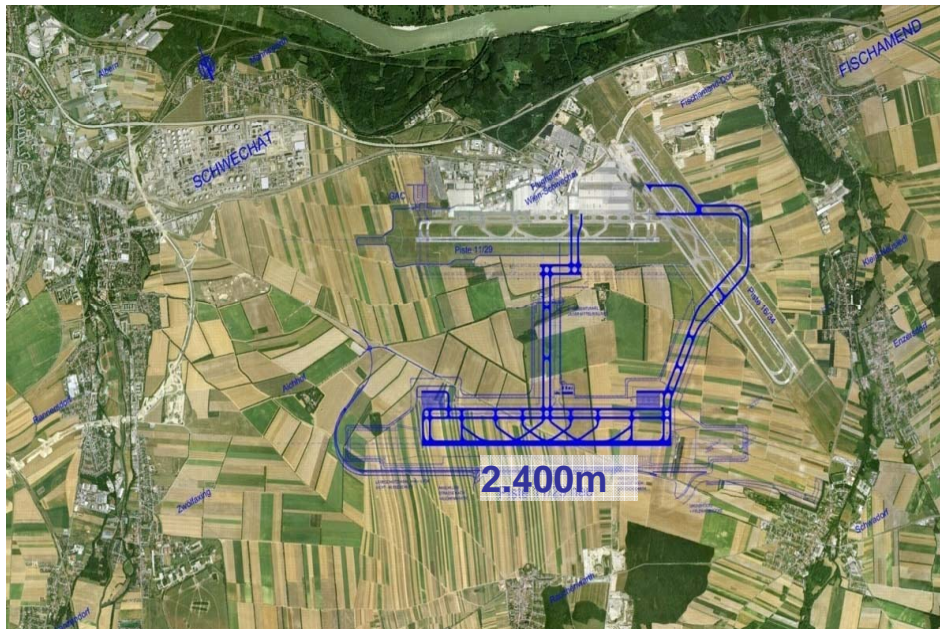
### Skylink

- **Gross floor space :**
  - Terminal: 76,000 m<sup>2</sup> , Pier: 71,000 m<sup>2</sup>
- **Dimensions:**
  - Length of Pier: 450 m, Length of Terminal: 270 m
- **Infrastructure:**
  - Check-in-counters: 64
  - Baggage carousels: 10
  - Pier positions : 17
  - Shopping areas: 5.900 m<sup>2</sup>
  - Gastronomy areas: 3.700 m<sup>2</sup>
- **One-roof-concept**
- **Three-floor-concept**
- **Start of operations: 1st half of 2012**
- **Total costs: EUR 830 mill.**





## 3.2 Third runway



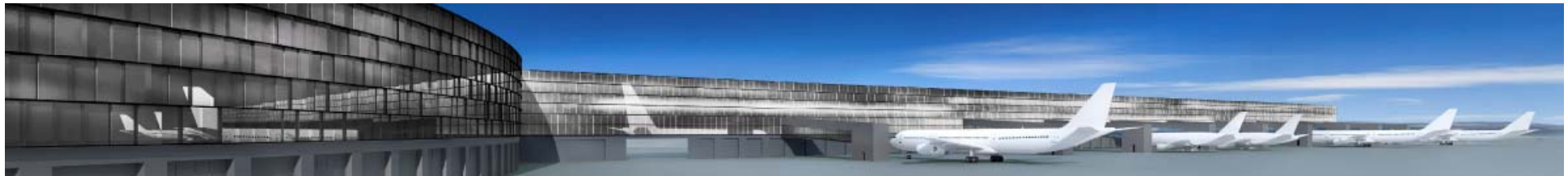
Name:	11R/29L
Length:	3,680 meter
Width	60 meter
Taxiways:	~ 27.5 km
Category:	CAT III

### Status:

- March 2007: initial filing for the environmental impact assessment proceedings
- 14 citizens' initiatives were recognised as parties to these proceedings
- February 2009: Statement by Flughafen Wien AG regarding questions related to environmental impact.
- Not before the first half of 2011: Official ruling in the first instance

## 4.1 Development of non-aviation business

### Terminal expansion Skylink:



- Substantial increase in gastronomy and shopping areas

	Available space 2009	Decrease in space with opening Skylink	Additional space Skylink	Total space with opening Skylink	Additional space in T2 and Pier West	Total space
Shops / gastronomy	11,000 m <sup>2</sup>	- 1,500 m <sup>2</sup>	9,600 m <sup>2</sup>	19,100 m <sup>2</sup>	2,500 m <sup>2</sup>	21,600 m <sup>2</sup>

## 4.2 Development of non-aviation business

### Parking space at Vienna International Airport

- Parking spaces indoor: 10,763
- Parking spaces outdoor: 12,752



## 4.3 Development of non-aviation business

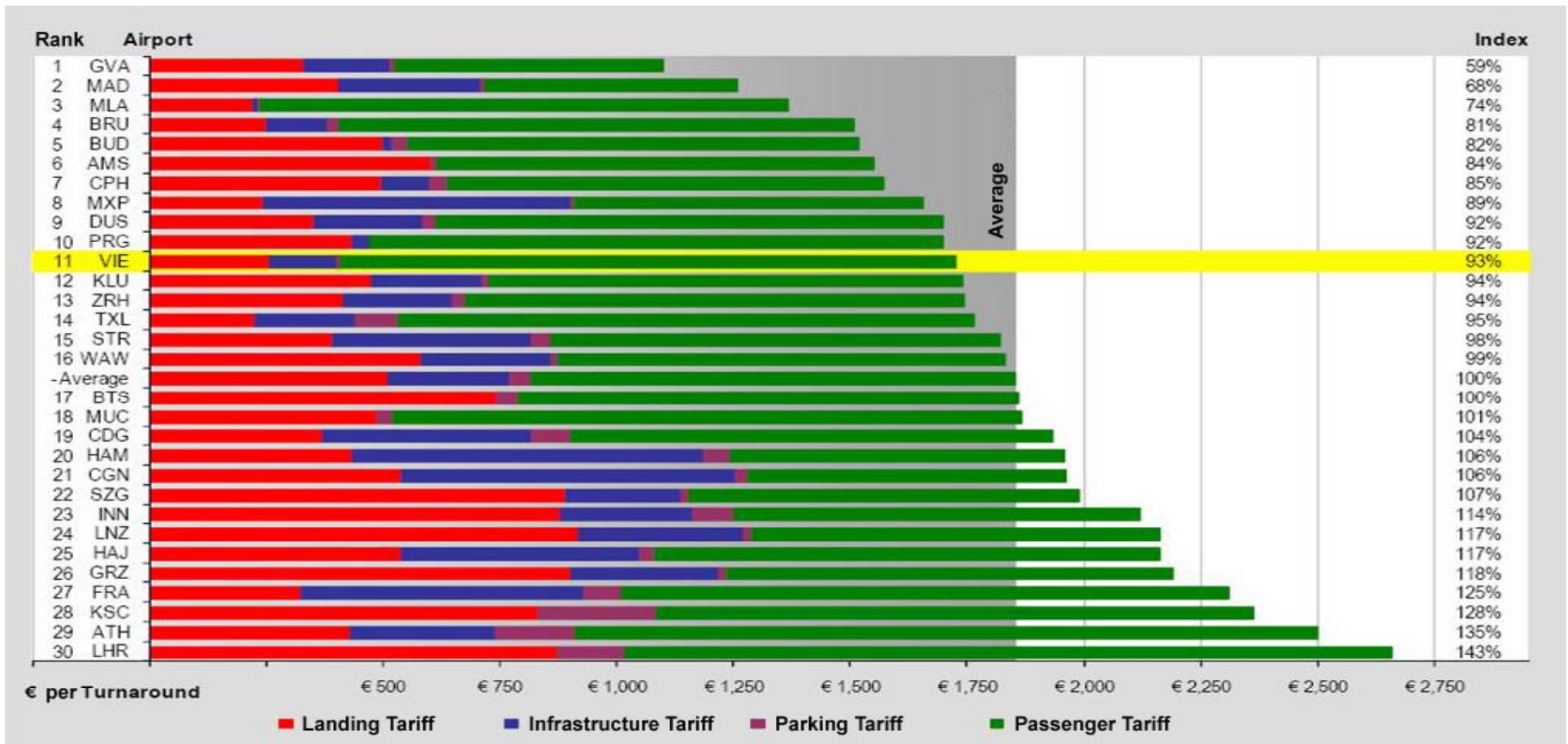
### Real Estate

Enough free space to develop further real estate projects (e.g. office parks, multi storey carparks....)



# 5.1 Competitive tariffs and attractive incentives

Better than the European average\*



\* All airlines, all fees, excluding security, including incentives

## 5.2 Competitive tariffs and attractive incentives

### Change in tariff regulation as of 1.1.2010

- Increase of tariffs by a net total of 0.5%.

These adjustments includes:

- 13.0% decrease in landing tariff
- 7.3% (€ 1.03) increase in passenger tariff to € 15.62 per departing passenger
- accounting for 50% of the noise tariffs from 1.7.2010 has no effect on the income statement

as well as

€ 2.00 increase in transfer incentive for each departing passenger to € 10.21 from 01.07.2009 up to 30.06.2010

# Flughafen Wien AG

## Results

### 1-6/2010

August 2010

