

FLUGHAFEN WIEN AG

H1/2016 Results



H1/2016: Positive development continues for the fifth straight year



Passenger growth of 2.1% for the Flughafen Wien Group

- ✈ Vienna Airport +0.4% – positive effect of low cost carriers dampened by terrorist attacks
- ✈ Strong passenger growth in Malta (+9.8%) and Kosice (+17.5%)

Positive business development: rise in net profit for the period¹ to € 106.4 million (+123.6% from € 47.6 million in H1/2015; clean: +14.7% from H1/2015)

Special effects due to the Malta transaction: upward revaluation of stake in Malta Airport by € 51.8 million and first-time full consolidation of Malta Airport (EBITDA of the new Malta Segment in Q2/2016: € 12.2 million)

Revenue up to € 334.4 million (+7.3%), **EBITDA** increase of 48.0% to € 201.5 million (clean i.e. adjusted for Malta revaluation +9.9% to € 149.7 million), **EBIT** rise of 92.0% to € 138.3 million (clean: +20.1% to € 86.5 million)

Further reduction of net debt to € 419.0 million (decline of € 47.0 million from the end of 2015)

Financial guidance confirmed for 2016: rise in net profit for the period before non-controlling interests adjusted for Malta revaluation to € 115 million, reduction of net debt below € 400 million; revenue at € 725 million related to reclassifications, Hermione etc.

2 *Comparable figures 2015 adjusted: at-equity results are reported in operating earnings (EBITDA) and not in the financial results*
1) *Net profit for the period after non-controlling interests*

First-time full consolidation of Malta Airport in H1/2016



Significant earnings improvement, also on a clean basis

Increased stake in Malta Airport – full consolidation

Q1/2016:

- ✈ One-off effect in the income statement – book value gain of € 51.8 million due to upward revaluation of the existing stake

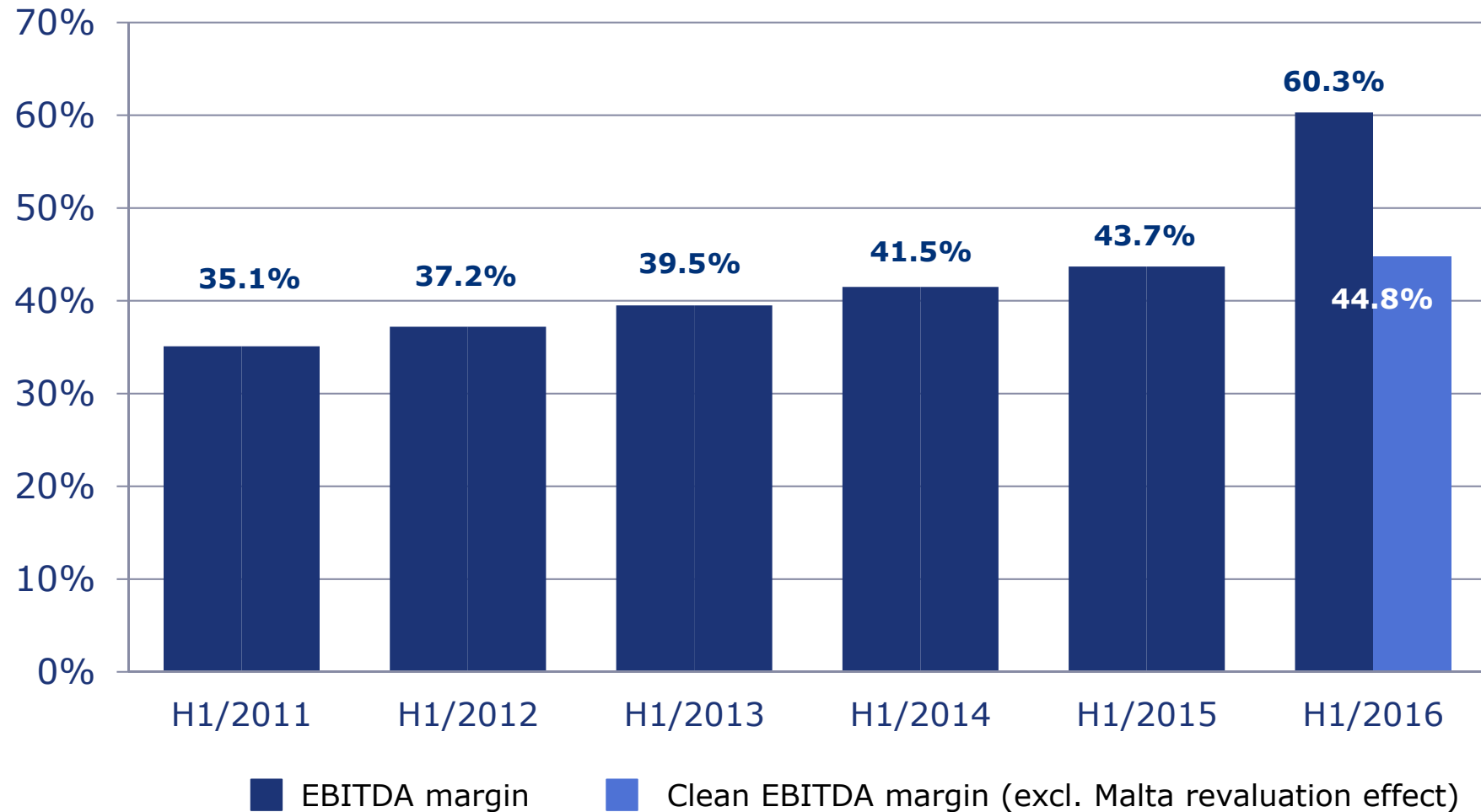
Q2/2016:

- ✈ Fully consolidated results of Malta Airport in the new Malta Segment:
 - Revenue € 19.8 million;
 - EBITDA € 12.2 million;
 - EBIT € 9.2 million
- ✈ Malta Airport no longer included in at-equity results starting in Q2/2016
- ✈ Full consolidation of Malta Airport stake: non-controlling interests taken into account in the net profit for the period

Rise of 14.7% in clean net profit for the period¹ to € 54.6 million

3 1) Net profit for the period after non-controlling interests, adjusted for the one-off effect of € 51.8 million arising from the upward valuation of the existing stake held in Malta Airport by Flughafen Wien AG due to the increase in its stake

Ongoing improvement in the EBITDA margin documents strong productivity gains



Positive effect from first-time full consolidation of Malta Airport



in € million	H1/2016	H1/2015 ¹	Δ in %
Revenue	334.4	311.5	+7.3
Earnings before interest, tax, depreciation and amortization (EBITDA)	201.5	136.2	+48.0
Earnings before interest and taxes (EBIT)	138.3	72.0	+92.0
Financial results	-9.7	-9.8	-1.3
Earnings before tax (EBT)	128.7	62.2	+106.7
Net profit (after taxes and non-controlling interests)	106.4	47.6	+123.6
Clean EBTIDA	149.7	136.2	+9.9
Clean EBIT	86.5	72.0	+20.1
Clean net profit for the period	54.6	47.6	+14.7

- ✈ Revenue rise also excl. Malta consolidation due to passenger development, fee adjustments, lower transfer incentives, cargo and apron handling, despite pressure on the Retail & Properties Segment
- ✈ Costs under control due to efficiency enhancement & stringent budget discipline despite higher salaries and wages
- ✈ Also positive development of clean operating results

Expenses: constant cost level despite wage increases



- ✈ Expenses for consumables and services used below H1/2015 despite Malta consolidation; Savings in energy costs and reduction in services used
- ✈ Personnel expenses up € 2.1 million
 - ✈ as a result of the Malta expansion (+300 employees as at 30. June 2016), average number of employees in the Flughafen Wien Group up 3.7%
 - ✈ due to salary increases mandated by collective wage agreements
 - ✈ positive special effect: adjustment of accounting parameters for pension provisions (€ 2.0 million)
- ✈ Other operating expenses rose by € 7.3 million
 - ✈ due to full consolidation of Malta Airport (€ 4.7 million), amongst other factors, and the release of provisions in H1/2015, also as a consequence of higher marketing expenses
 - ✈ in spite of lower maintenance, repair and leasing cost
- ✈ Increase in scheduled depreciation due to full consolidation of Malta stake, but in total more than offset by reversal of impairment on an office building due to higher rental income (€ 3.9 million)

in € million	H1/2016	H1/2015	Δ in %
Consumables and services used	-16.6	-17.2	-3.6
Personnel expenses	-132.4	-130.3	+1.6
Other operating expenses	-44.5	-37.2	+19.6
Depreciation, amortisation and impairment reversals	-63.2	-64.2	-1.5

Further improvement in the balance sheet structure: considerable increase in equity



	H1/2016	H1/2015	Δ in %
Net debt (€ million) ¹	419.0	466.0	-10.1
Gearing (%) ¹	34.6	45.7	-11.1%p
Cash flow from operating activities (€ million)	132.2	110.1	+20.1
Free cash flow (€ million)	155.4	73.4	+111.9
CAPEX (€ million) ²	50.5	24.6	+105.2
Equity (€ million) ¹	1,211.4	1,020.0	+18.8
Equity ratio (%) ¹	53.9	53.4	+0.5%p

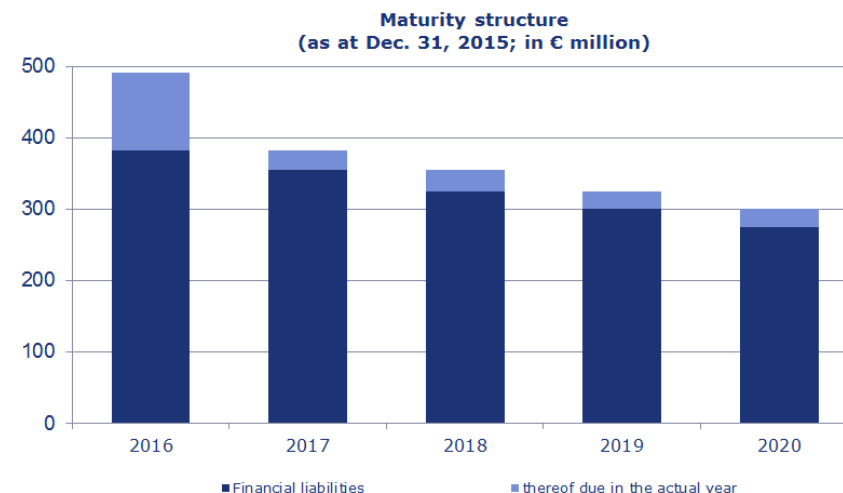
- ✈ Net debt target of under € 400 million in spite of full consolidation of Malta Airport
- ✈ Above-average increase in the free cash flow due to the advance payment from a finance lease agreement

Further improvement in net debt (€ 419.0 million) and gearing (34.6%)



- Net debt reduced by € 47.0 million in spite of full consolidation of Malta stake to € 419.0 million
- Non-current assets mainly reflect the full consolidation of the stake in Malta Airport: increase in property, plant and equipment through the expansion of the consolidation scope, rise in goodwill, and the book value of investment property in contrast to the reduction of at-equity stakes as a result of the change in the consolidation scope
- The slight decrease in current assets is primarily reflected in the disposal of "assets available for sale" as a consequence of the finance lease agreement with Austrian Airlines in contrast to the increase in cash and cash equivalents based on the full consolidation of Malta Airport
- Equity increased mainly as a result of the full consolidation of Malta Airport: on the one hand due to the strong rise in the net profit for the period and on the other hand due to the higher book value of non-controlling interests
- Higher level of non-current and current liabilities primarily because of the full consolidation of the stake in Malta Airport

	30.6.2016	31.12.2015	Δ in %
Net debt (€ million)	419.0	466.0	-10.1
Gearing (%)	34.6	45.7	-11.1%p.



Terms to maturity as at 31. December 2015 does not include the full consolidation of Malta Airport

Higher cash flow from operating activities – cash inflows strengthen free cash flow



✈ Strong increase of the free cash flow mainly due to advance rent payment from a finance lease agreement

✈ Cash flow from operating activities: rise related to improved earnings and rental prepayment due to a change in the existing agreement and drop in trade receivables

✈ Positive cash flow from investing activities: cash inflows from the disposal of assets available for sale totalling € 69.1 million as a consequence of a new finance lease agreement and the related prepayment are in contrast to payments of € 28.2 million for additions to property, plant and equipment (excluding acquisitions) and cash outflows of minus € 17.8 million related to the acquisition of new Group companies (consideration less acquired cash and cash equivalents)

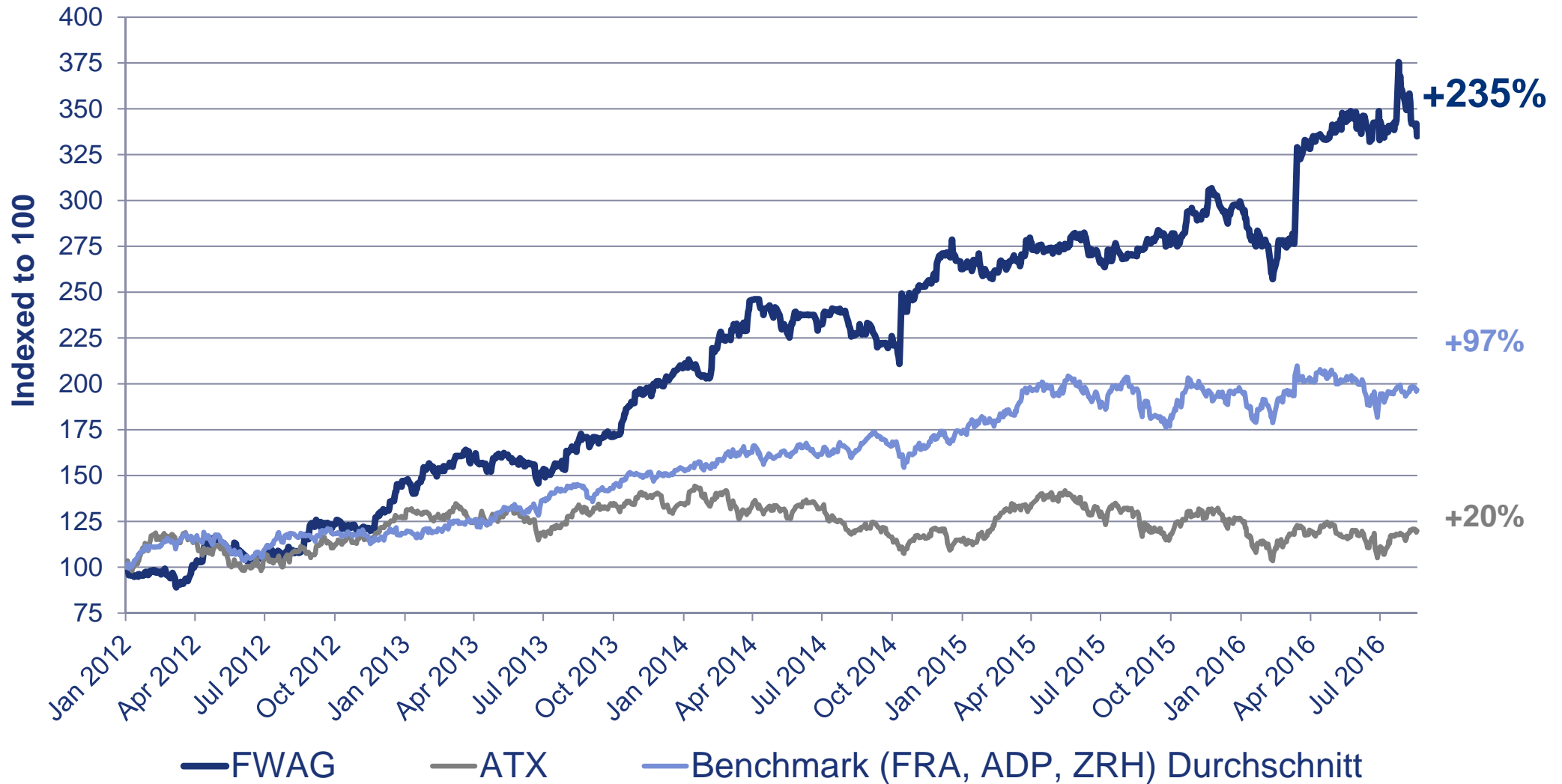
✈ Cash flow from financing activities: increase mainly due to higher debt repayment and dividend payments

✈ Investments (CAPEX) at € 50.5 million (excluding acquisitions) – the largest additions are investments for the Runway System 11/29 (€ 21.8 million), investments in connection with the 3rd Runway (€ 5.7 million), and renovation of a operations building (€ 2.0 million)

✈ On a provisional basis, the following values in relation to Malta Airport have been added to the consolidated balance sheet as at 30. March 2016: € 61.3 million for goodwill, € 0.9 million for intangible assets and € 363.8 million for property, plant and equipment and investment property.

in € million	H1/2016	H1/2015	Δ in%
Cash flow from operating activities	132.2	110.1	+20.1
Cash flow from investing activities	23.2	-36.8	n.a.
Cash flow from financing activities	-113.1	-69.9	+61.8
Free cash flow	155.4	73.4	+111.9

Share price development since 1/2012: +235% – market capitalisation of about € 2.1 bn



Successful site development – the Airport City continues to grow

- ✈ Numerous business location projects in 2015 and 2016 create about 450 jobs at the airport site
- ✈ Opening of a MOXY hotel at the beginning of 2017
- ✈ Start of project development work on Office Park 4
- ✈ Successful launch of the Vienna Airport Region project
- ✈ About 40,000m² of logistics properties in planning



Guidance for 2016 – targeted earnings improvement for the entire year



	Excl. Malta	Incl. Malta ²
Revenue	> € 675 million	> € 725 million ³
EBITDA	> € 280 million	> € 310 million
Group net profit ¹	≥ € 105 million	≥ € 115 million
Net debt	≤ € 400 million	≤ € 400 million
CAPEX	~ € 95 million ⁴	–

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- 1) Net profit for the period before non-controlling interests
- 2) Estimates based on results before revaluation effects due to the acquisition (i.e. clean results)
- 3) Revenue: pro forma calculation on the basis of the original estimate of € 675 million plus the minimum assumption of € 65 million for Malta based on the 2015 revenue level of € 67 million
- 4) Excluding effects of the acquisition of an increased stake in Malta Airport



SEGMENT RESULTS H1/2016



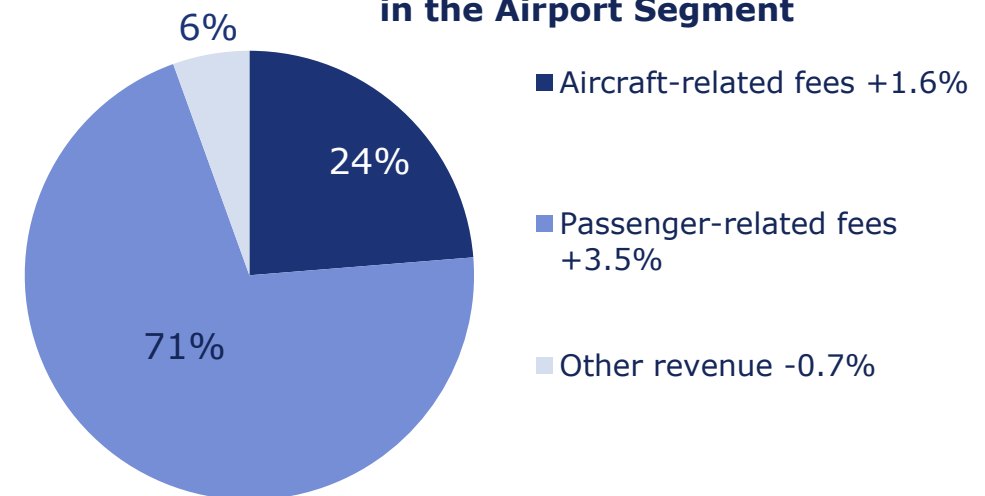
Airport: positive development despite fear of terrorism and political crises



- ✈️ Passenger volume up 0.4% to 10.5 million passengers
- ✈️ Effects of situation in Turkey, Russia and North Africa more than compensated by growth to North America and increases in Western Europe
- ✈️ Considerable increase in business for easyJet and Eurowings
- ✈️ Rise in the number of local passengers supports fee development
- ✈️ Increased productivity – reduction of cost level
- ✈️ EBIT increase supported by change in the cost structure (depreciation and amortization being partly accounted for as internal expenses now)

in € million	H1/2016	H1/2015	Δ in %
External revenue	171.4	166.7	+2.8
EBITDA	76.0	71.7	+5.9
EBIT	32.1	25.0	+28.5
Employees (30. June 2016)	508	509	-0.2

Revenue distribution in H1/2016 in the Airport Segment

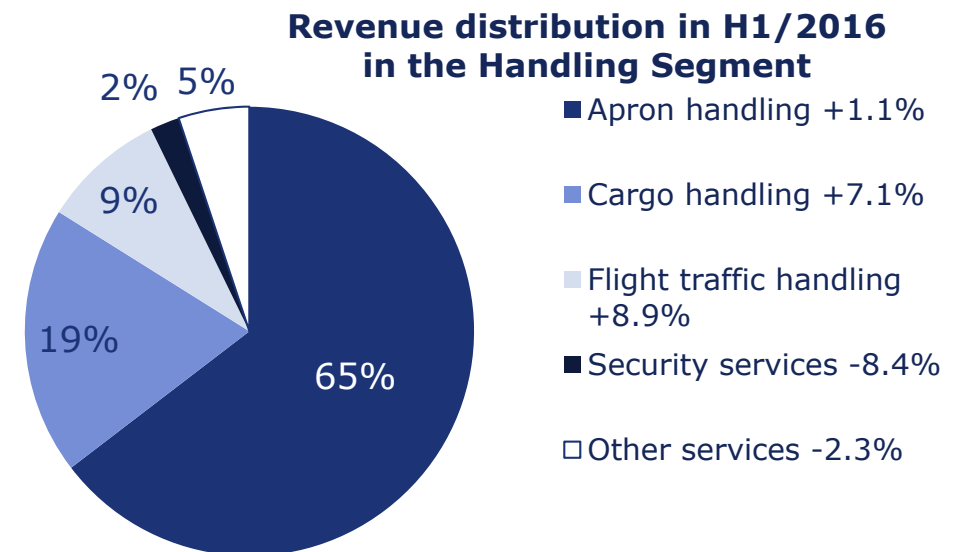


Handling: Revenue increase despite slight decline in flight movements



- ✈ Rise in revenue in spite of slight drop in number of flight movements due to larger aircrafts (higher MTOW) and new customers for apron handling
- ✈ Positive cargo development in Q2 more than compensates for weak Q1
- ✈ Flight traffic handling also above the prior-year level due to new passenger handling customers
- ✈ Positive earnings development in H1/2016 as a result of good revenue and stringent cost controls following cost pressure in Q1

in € million	H1/2016	H1/2015	Δ in %
External revenue	75.5	73.6	+2.5
EBITDA	7.8	5.9	+31.9
EBIT	5.1	3.1	+63.0
Employees (30. June 2016)	3,064	3,097	-1.0



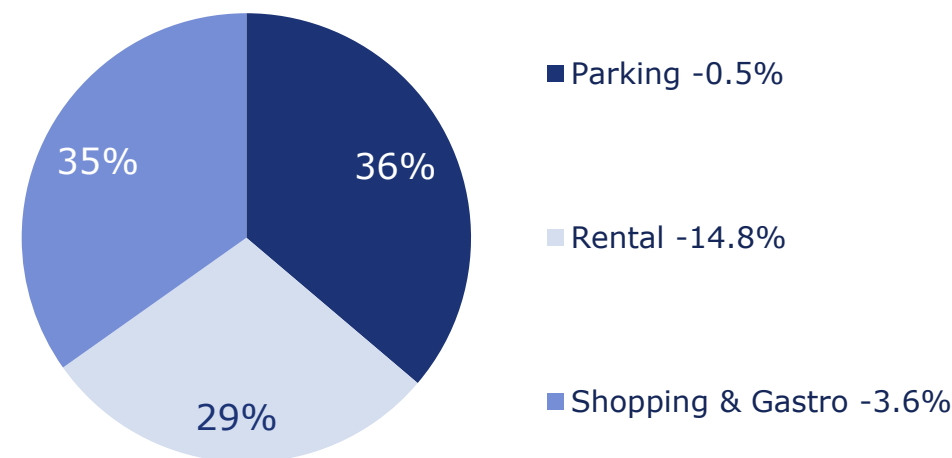
Retail & Properties: Earnings under pressure



- ✈ Increase in F&B could not compensate for lower spending in shopping business, PRR pushed to € 1.98 (H1/2015: € 2.06)
- ✈ PRR of € 2.00 expected for the entire year
- ✈ Decrease in external rental income due to acquisition of Hermione against the backdrop of a reduction in operating expenses
- ✈ Parking revenue almost unchanged

in € million	H1/2016	H1/2015	Δ in %
External revenue	59.5	63.4	-6.1
EBITDA	38.5	44.3	-13.0
EBIT	33.5	36.3	-7.7
Employees (30. June 2016)	85	90	-5.3

Revenue distribution in H1/2016 in the Retail & Properties Segment



Malta: New segment due to full consolidation of strategic investment

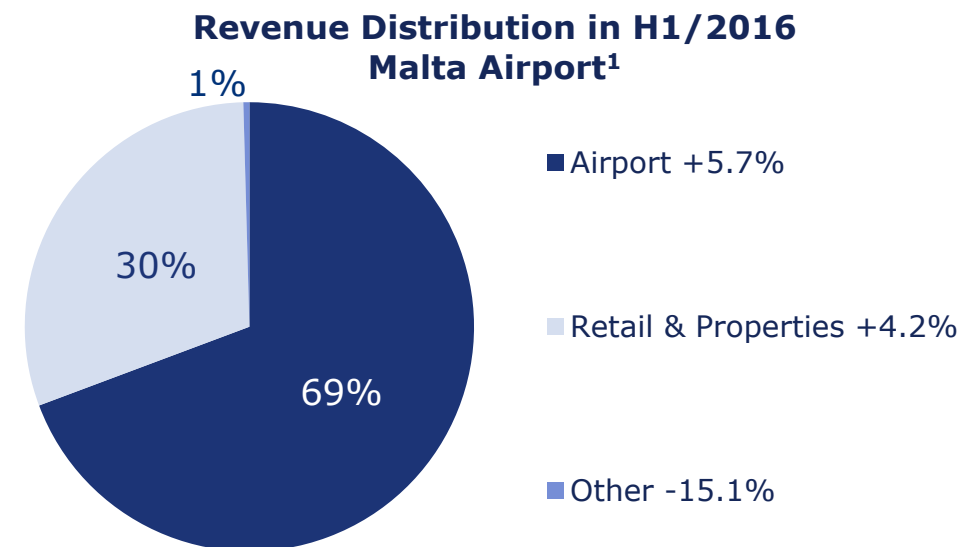


✈ Malta results only take account of Q2/2016

✈ Increase in passenger volume of 9.8% in H1/2016 (+6.8% in Q2/2016)

✈ Airport and Retail & Properties revenue profit from PAX growth

in € million	Q2/2016	Q2/2015	Δ in %
External revenue	19.8	-	n.a.
EBITDA	12.2	-	n.a.
EBIT	9.2	-	n.a.
Employees (30. June 2016)	300	-	n.a.





TRAFFIC RESULTS H1/2016



Traffic Development H1/2016

Flughafen Wien Group



Group passenger development	H1/2016	H1/2015	Δ in %
Vienna Airport (millions)	10.50	10.46	+0.4
Malta Airport (millions)	2.18	1.99	+9.8
Kosice Airport (millions)	0.17	0.14	+17.5
Vienna Airport and its strategic investments (VIE, MLA, KSC)	12.85	12.59	+2.1

Traffic development at Vienna Airport	H1/2016	H1/2015	Δ in %
Passengers (millions)	10.50	10.46	+0.4
Local passengers (millions)	7.81	7.61	+2.6
Transfer passengers (millions)	2.65	2.79	-5.2
Flight movements (in 1,000)	108.81	109.98	-1.1
MTOW (millions of tonnes)	4.10	4.01	+2.0
Seat load factor (percent)	70.0	71.5	-1.5%p
Cargo incl. trucking (in 1,000 tonnes)	138.23	130.02	+6.3

Shares of scheduled carriers – H1/2016



	H1/2016	H1/2015	Passengers
	Share in %	Share in %	relative Δ in %
Austrian Airlines Group	44.2	45.4	-2.4
Eurowings/Germanwings	5.3	4.0	+33.6
Lufthansa	4.1	4.1	+0.5
Swiss Intl.	1.7	1.7	+0.5
Total LH Group ¹	56.6	56.8	+0.0
NIKI	9.2	10.0	-7.4
airberlin	6.2	6.8	-7.8
Total HG/AB Group	15.4	16.7	-7.6
easyJet Group	2.7	1.3	+104.8
British Airways	2.2	2.0	+11.4
Turkish Airlines	2.1	2.2	-1.0
Emirates	1.8	1.8	+1.6
Other	19.2	19.1	+0.5
TOTAL	100.0	100.0	+0.4

1) Including Brussels Airlines, SunExpress and SunExpress Germany

Traffic development at Vienna Airport in July 2016 – A record month



	July/2016	July/2015	Δ in %
Passengers (millions)	2.43	2.36	+2.9
Local passengers (millions)	1.71	1.64	+4.3
Transfer passengers (millions)	0.71	0.72	-0.5
Flight movements (in 1,000)	20.94	21.24	-1.4
MTOW (millions of tonnes)	0.82	0.80	+2.4
Seat load factor (percent)	80.7	80.0	+0.7%p
Cargo incl. trucking (in 1,000 tonnes)	23.47	22.13	+6.0

- ✈ Strongest month in the history of Vienna Airport, featuring 2.43 million passengers – PAX growth particularly thanks to LCCs but also Austrian Airlines
- ✈ Gratifying cargo development, mainly due to Asian destinations
- ✈ Passenger development of the strategic investments:
in Malta up by +5.9%, while in Kosice down by -7.0%

Traffic development at Vienna Airport January – July 2016

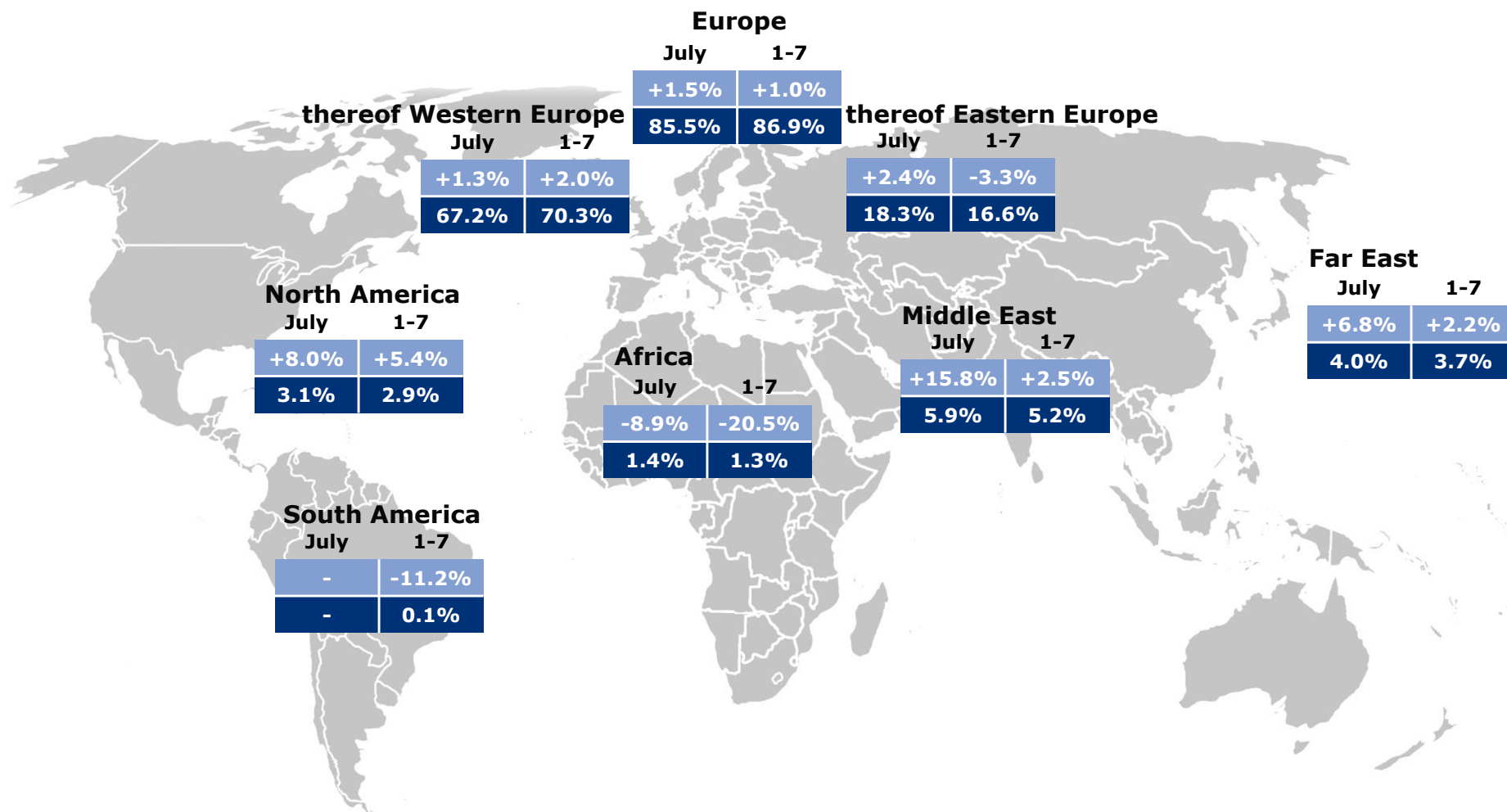


	1-7/2016	1-7/2015	Δ in %
Passengers (millions)	12.93	12.82	+0.9
Local passengers (millions)	9.51	9.25	+2.9
Transfer passengers (millions)	3.36	3.51	-4.2
Flight movements (in 1,000)	129.75	131.22	-1.1
MTOW (millions of tonnes)	4.91	4.81	+2.1
Seat load factor (percent)	71.8	72.9	-1.1%p
Cargo incl. trucking (in 1,000 tonnes)	161.69	152.14	+6.3

Passenger development of the strategic investments January-July:

- ✈ Malta Airport +9.0%
- ✈ Kosice Airport +9.4%

Regional development



Passenger growth compared to prior-year level
 Share of total passenger volume

*Departed passengers:
figures for July/2016 and 1-7/2016 development compared to July/2015 and 1-7/2015, respectively*

New flight offerings and discontinuation of flight service in 2016



✈ Austrian Airlines



New: Shanghai, Bari, Jerez
 New as of autumn: Havana, Hong Kong and Isfahan

Service terminated: Astana, Baku, Bodrum, Chios, Delhi, Djerba, Dubai, Kavala, Palma und Tokyo (as of the fall)

✈ Air India

New: Delhi



✈ Emirates

New as of July: A380 daily



✈ NIKI/airberlin



New: Bodrum, Dubrovnik, Faro, Mahon und Split

Service terminated: Enfidha, Munich
 seasonal discontinuation: Malta
 Reduction: Hamburg and Hannover

✈ Eurowings



New: Alicante, Bastia, Faro, Rom und Valencia
 New as of October: Malaga, Fuerteventura, Las Palmas, Nurnberg, Pisa und Jerez

✈ easyJet



New: Edinburgh, Naples, Lyon (as of November)
 Service terminated: Rom

Also New:

✈ Jet2com: Edinburgh



✈ Nordica: Tallinn



✈ SAS: Copenhagen



✈ Sun Express: Varna



✈ Transavia: Increased frequencies to Rotterdam, new to Paris Orly



✈ Turkish Airlines: Trabzon



✈ Vueling: Paris CDG



Service discontinued:

✈ Germania

Bremen



✈ Jet2com

Manchester



Traffic guidance confirmed for 2016



	2015	Guidance for 2016
Passengers	22.8 million	0% to +2%
Flight movements	226,811	-1% to 0%

- ✈ Crises continue – Perceptible pressure remains on Vienna Airport as CEE flight hub – Slightly optimistic outlook for passenger volume in the entire year 2016
 - Strong decline due to various crisis situations (Russia, Turkey, Greece, Egypt and Tunisia)
 - Reduction in the flight offering by Airberlin Group
 - Strong growth of low cost carriers
 - AUA: Havana and Hong Kong planned for the winter flight schedule
- ✈ Ongoing flat development of flight movements expected

THANK YOU FOR YOUR ATTENTION

