



# FLUGHAFEN WIEN AG

**On its way to the 5th Star:**  
Traffic Results 2019 und Business Outlook  
for 2020



Press conference, 21 January 2020

# 2019: Strong passenger growth, tough competition and increase in long-haul traffic



## → Record year 2019

- **Vienna Airport: 17.1% growth** to 31.7 million passengers
- **Flughafen Wien Group: 15.0% increase** to about 40 million

## → Austrian Airlines continues to be the biggest airline at Vienna Airport

- 6.4% growth to 13.7 million passengers
- Expansion of capacity on short-haul and medium-haul routes

## → Catch-up effect after default of Air Berlin: growth of low-cost carriers

- Luda +2.1 million travellers to 2.7 million
- Wizz Air +1.6 million passengers to 2.1 million
- LCC share equals 31.6% of total passenger volume (+7.9 pp)

## → Strong increase in long-haul traffic

- 21.8% rise to about 2.6 million travellers
- Long-haul flights account for 8.1% of total passenger volume
- Strong growth to North America and Far East

# 2020: Slot capacity limited – restrained growth to be expected in the future



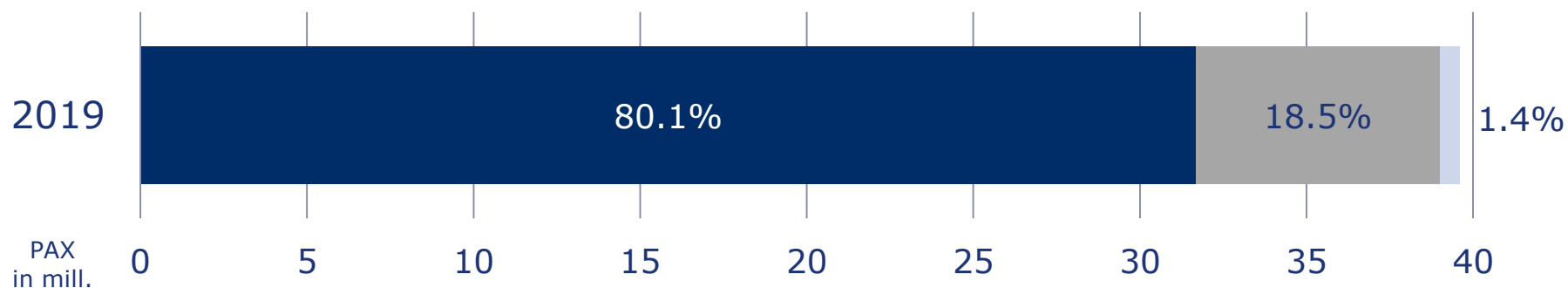
- **From summer schedule 2020 only restrained growth expected at Vienna Airport**
- **Higher level of capacity utilisation in the summer schedule means that no further slots will be available in peak periods**
- **Future growth possible via utilisation of off-peak slot times, bigger aircraft and higher seat load factors**

# Traffic Development 2019: Flughafen Wien Group



Group passenger development	2019	2018	Δ in %
Vienna Airport (millions)	31.7	27.0	+17.1
Malta Airport (millions)	7.3	6.8	+7.4
Kosice Airport (millions)	0.6	0.5	+2.9
Vienna Airport and its strategic investments (VIE, MLA, KSC)	39.5	34.4	+15.0

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



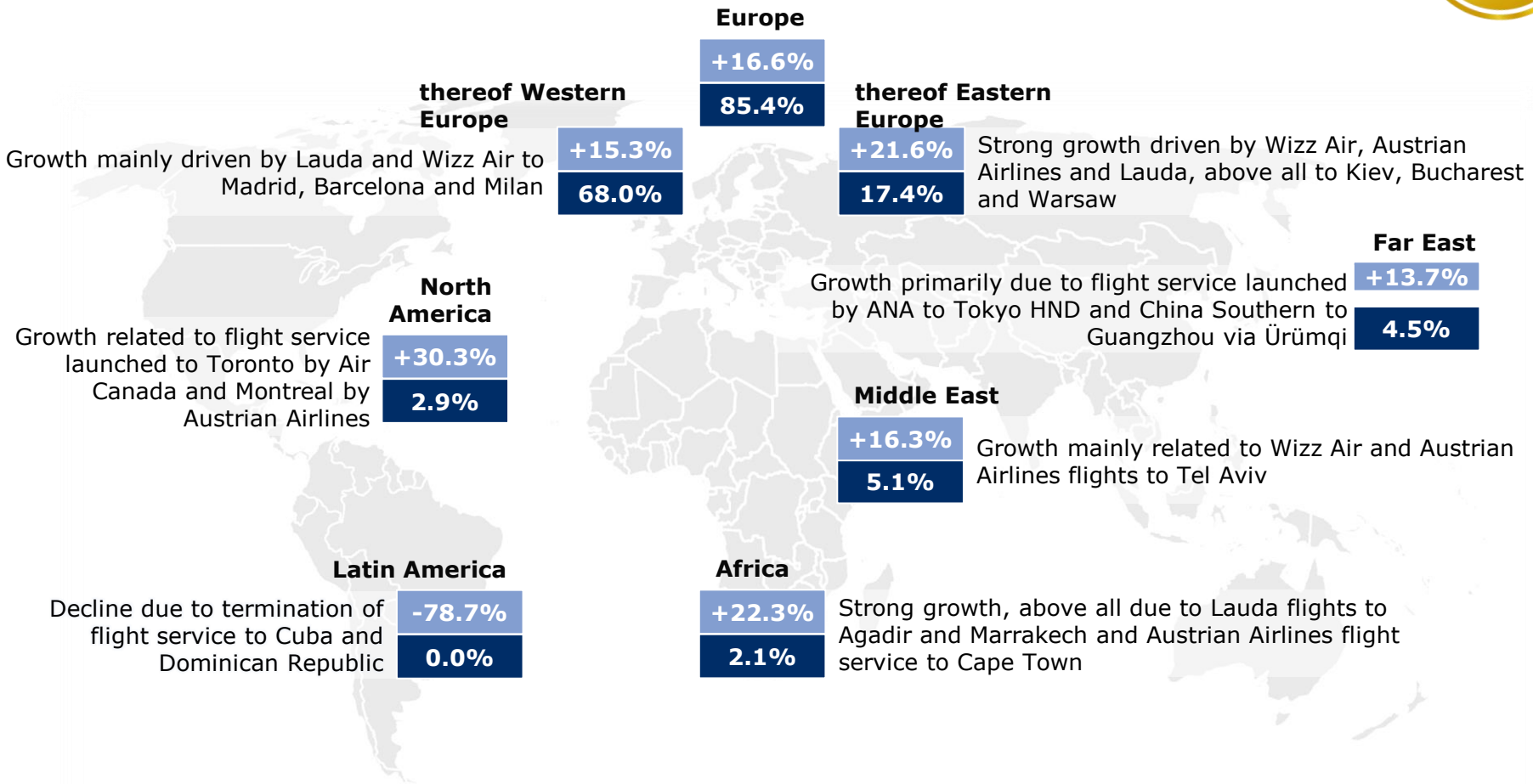
4 Total number of passengers incl. local, transfer and transit passengers.  
Adjustment of comparative figures for 2018.

# Traffic Development 2019: Vienna Airport



<b>Traffic development at Vienna Airport</b>	<b>2019</b>	<b>2018</b>	<b>Δ in %</b>
Passengers (millions)	31.7	27.0	+17.1
Local passengers (millions)	24.3	20.3	+20.0
Transfer passengers (millions)	7.2	6.7	+7.6
Flight movements (in 1,000)	266.8	241.0	+10.7
MTOW (millions of tons)	10.9	9.6	+13.6
Seats (arrivals and departures)	41.1	35.7	+15.3
Seat load factor (percent)	77.3	76.0	+1.3p.
Cargo incl. trucking (in 1,000 tons)	283.8	295.4	-3.9

# 77 airlines serve 217 destinations in 68 countries



Passenger development compared to the previous year  
Share of total passenger volume

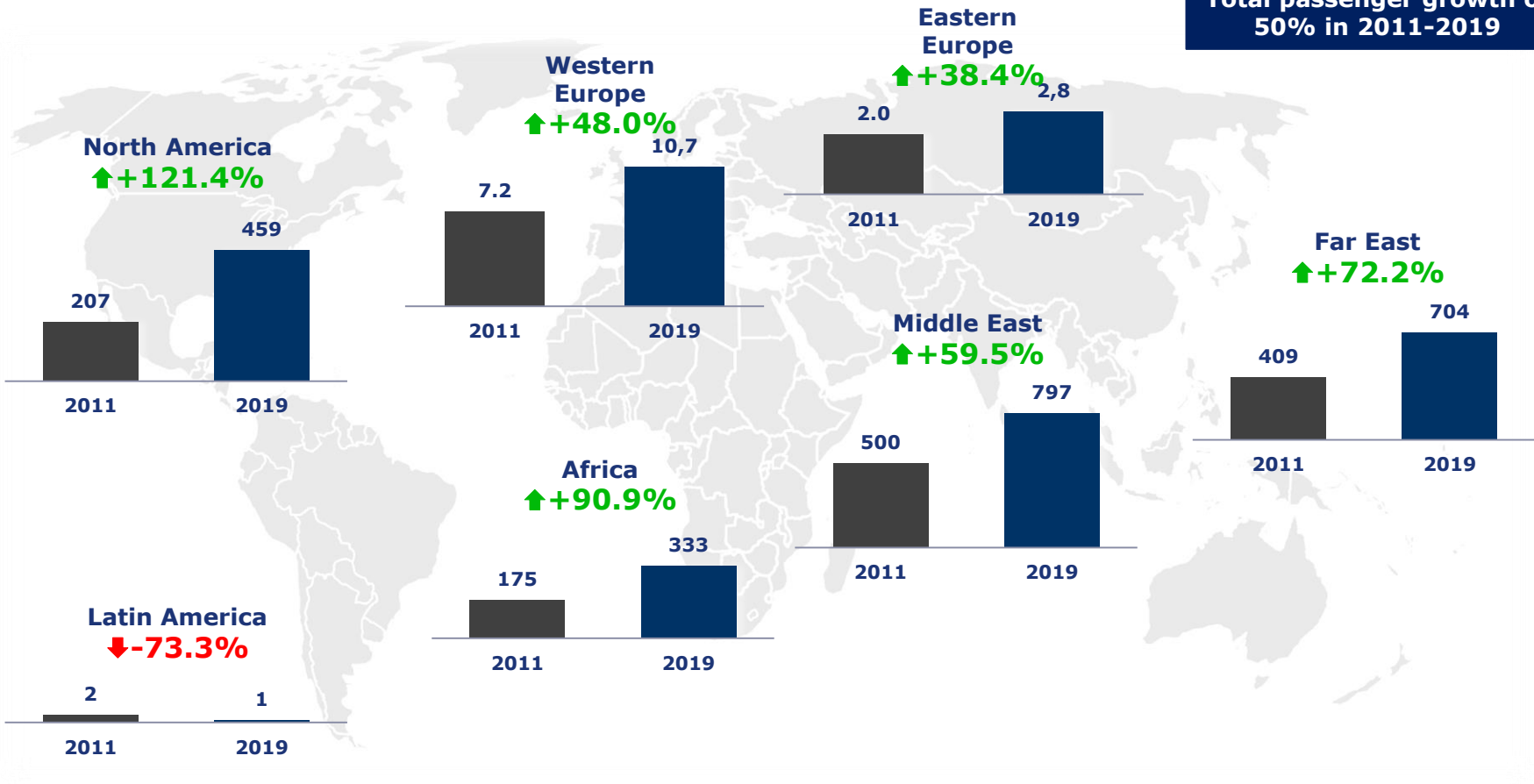
Departed passengers, development in 2019 compared to 2018 and share of total passenger volume in 2019



# Strategic goal of expanding long-haul business

Target +50% passenger growth over the last 8 years

Total passenger growth of 50% in 2011-2019



Departed passengers, figures for Europe in millions, other regions in thousands

# Share of scheduled carriers



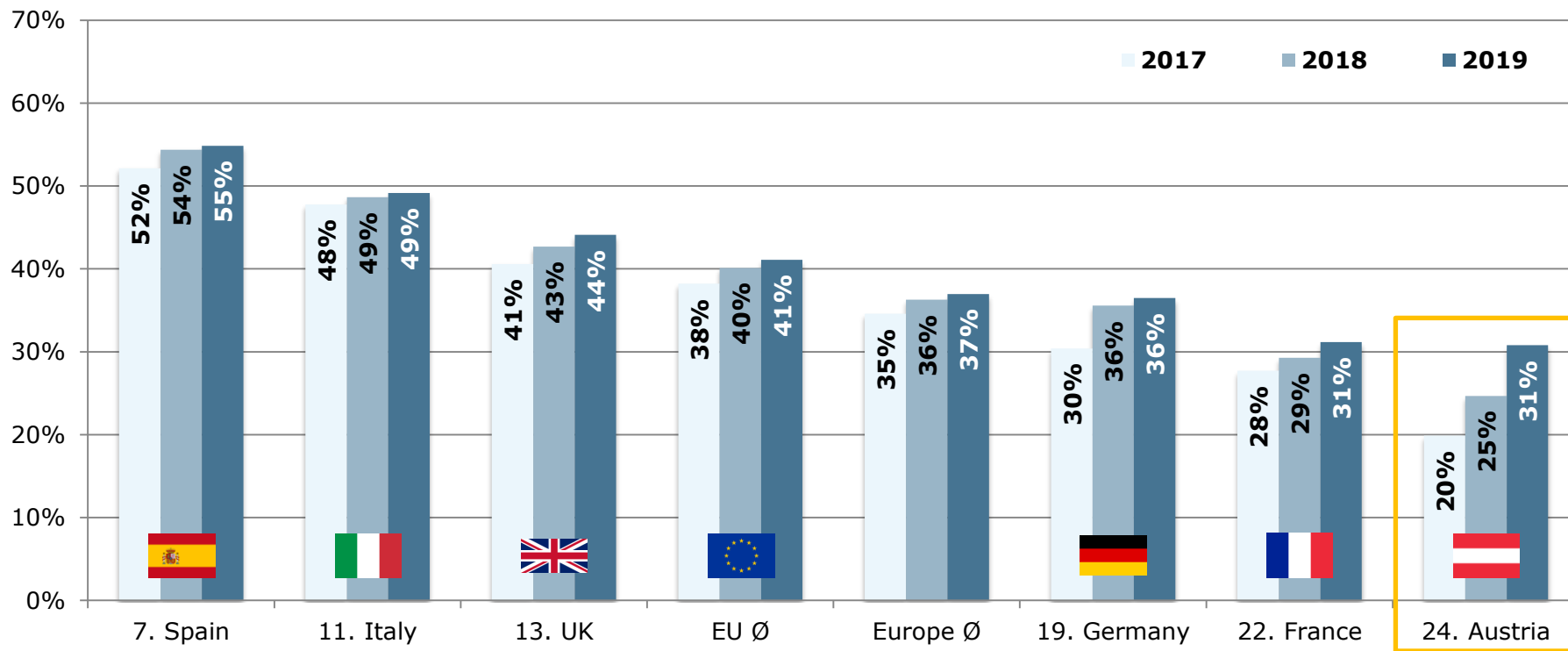
2019	Share in %	Passengers	PAX Δ% vs. 2018
1. Austrian Airlines	43.2	13,673,856	+6.4
2. Lauda	8.4	2,656,768	+347.9
3. Eurowings	7.2	2,277,788	-8.3
4. Wizz Air	6.6	2,080,809	+368.0
5. easyjet	3.9	1,235,356	-7.3
6. Lufthansa	2.3	730,061	-20.6
7. Level	1.9	610,887	+73.6
8. Turkish Airlines	1.7	550,309	+0.8
9. British Airways	1.4	447,966	-7.1
10. SWISS	1.4	445,260	-5.1
11. Emirates	1.3	415,533	-7.1
12. KLM Royal Dutch Airlines	1.2	379,618	-3.2
13. Aeroflot	1.1	348,088	+2.9
14. Vueling Airlines	1.1	340,389	-18.2
15. Air France	1.0	314,412	+3.2
Other	16.3	5,155,089	+10.5
<b>Total</b>	<b>100.0</b>	<b>31,662,189</b>	<b>+17.1</b>
thereof Lufthansa Group <sup>1</sup>	54.7	17,318,078	+2.3
thereof low-cost carriers	31.6	10,009,363	+56.3



# 31% share of low-cost carriers in Austria is below the EU average of 41%



Share of low-cost carriers in the biggest European countries 2017-2019  
Ranked by LCC share of seats per country



# Successful year for foreign strategic investments: Malta International Airport



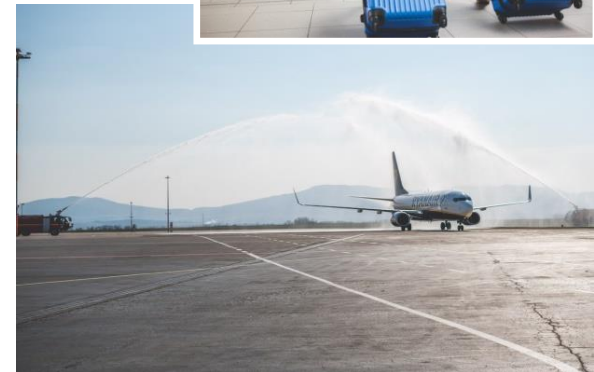
- ✈ **Record:** 7.3 million passengers in 2019 (+7.4%)
- ✈ Successful decade for Malta: Consistent passenger growth since 2009
- ✈ **Highlights:**
  - New in Malta: Qatar Airways (Doha)
  - Total of 18 new destinations
  - Ryanair stations its 6th jet
  - ACI Award: Best Airport in Europe
- ✈ Top markets:
  - Great Britain
  - Italy
  - Germany



# Successful year for foreign strategic investments: Kosice International Airport



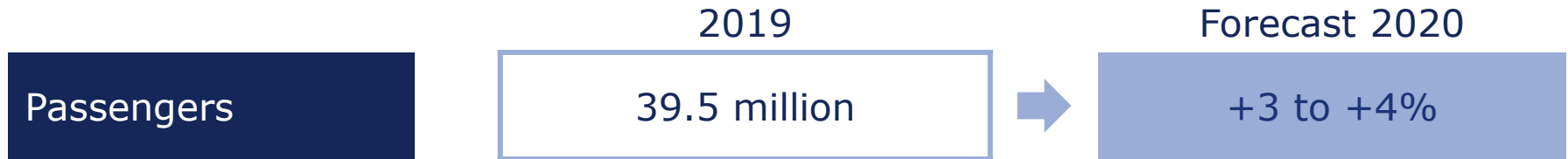
- ✈ **Record:** 555,325 passengers in 2019 (+2.9%)
- ✈ Best "charter year" of all times (+ 15,000 passengers in 2019)
- ✈ **Highlights:**
  - New connection: Ryan Air to London
  - Strong growth of:
    - Austrian Airlines (+22.5%)
    - LOT (+16.6%)
- ✈ Top destinations:
  - London
  - Vienna
  - Prague



# Traffic forecast for 2020



## Flughafen Wien Group:



## Flughafen Wien AG:



# On its way to the 5th Star: Significant improvement in punctuality despite growth



**OAG ranking: VIE rated third in Europe and 15th worldwide**

✈️ Vienna Airport is **the third most punctual airport in Europe** after Istanbul and Rome **and 15th in the world**

➤ (in the category of “major airports” with 20-30 million seats offered)

✈️ 76% of departures at VIE were punctual in the period Jan-Dec 2019 despite problems at ACG – Thus Vienna overtook Zurich and is the most punctual hub in the Lufthansa Group (ahead of ZRH, MUC, FRA)<sup>1</sup> – **The Project Chronos (with Austrian Airlines) was successful:** improvement of the rotation process, reorganisation of handling

✈️ **2020: New project with Austrian Airlines and Austro Control to ensure enhanced punctuality in Austrian airspace**

## TOP 20 MAJOR AIRPORTS BY OTP

Rank	Coverage	Airport name	Code	OTP 2019
1	94.2%	Istanbul Sabiha Gokcen	SAW	83.42%
2	98.3%	Minneapolis/St Paul	MSP	83.27%
3	99.8%	Detroit	DTW	83.08%
4	91.5%	Seo Paulo Guarulhos	GRU	81.39%
5	99.7%	Charlotte	CLT	80.70%
6	98.3%	Phoenix	PHX	80.28%
7	98.7%	Miami	MIA	80.22%
8	98.8%	Doha	DOH	80.21%
9	99.2%	Houston	IAH	79.25%
10	95.9%	Las Vegas	LAS	79.12%
11	92.7%	Tokyo Narita	NRT	78.61%
12	88.9%	Bangkok Don Mueang	DMK	78.31%
13	96.8%	Rome Fiumicino	FCO	77.00%
14	98.7%	Orlando	MCO	76.83%
15	82.3%	Vienna	VIE	76.00%
16=	97.7%	Boston	BOS	75.11%
16=	97.9%	Fort Lauderdale	FLL	75.11%
18	96.2%	Sydney	SYD	74.05%
19	90.8%	Melbourne	MEL	73.75%
20	97.7%	Zurich	ZRH	71.87%

# On its way to the 5th Star VIE invests in the terminal infrastructure



## Modernised Terminal 2 will open in 2020

- ✈ Modernised Terminal 2 to begin operations at the end of 2020 – new central security checks for the B, C and D Gates, new lounges, modern and bright layout
- ✈ Pier East as of 2023 with open gates, additional shopping and gastronomy
- ✈ New Southern Enlargement will open in 2023: 11,000 m<sup>2</sup> shopping and gastronomy area with Austrian and international brands and offerings – Tenders for shopping and gastronomy to begin in autumn of 2020

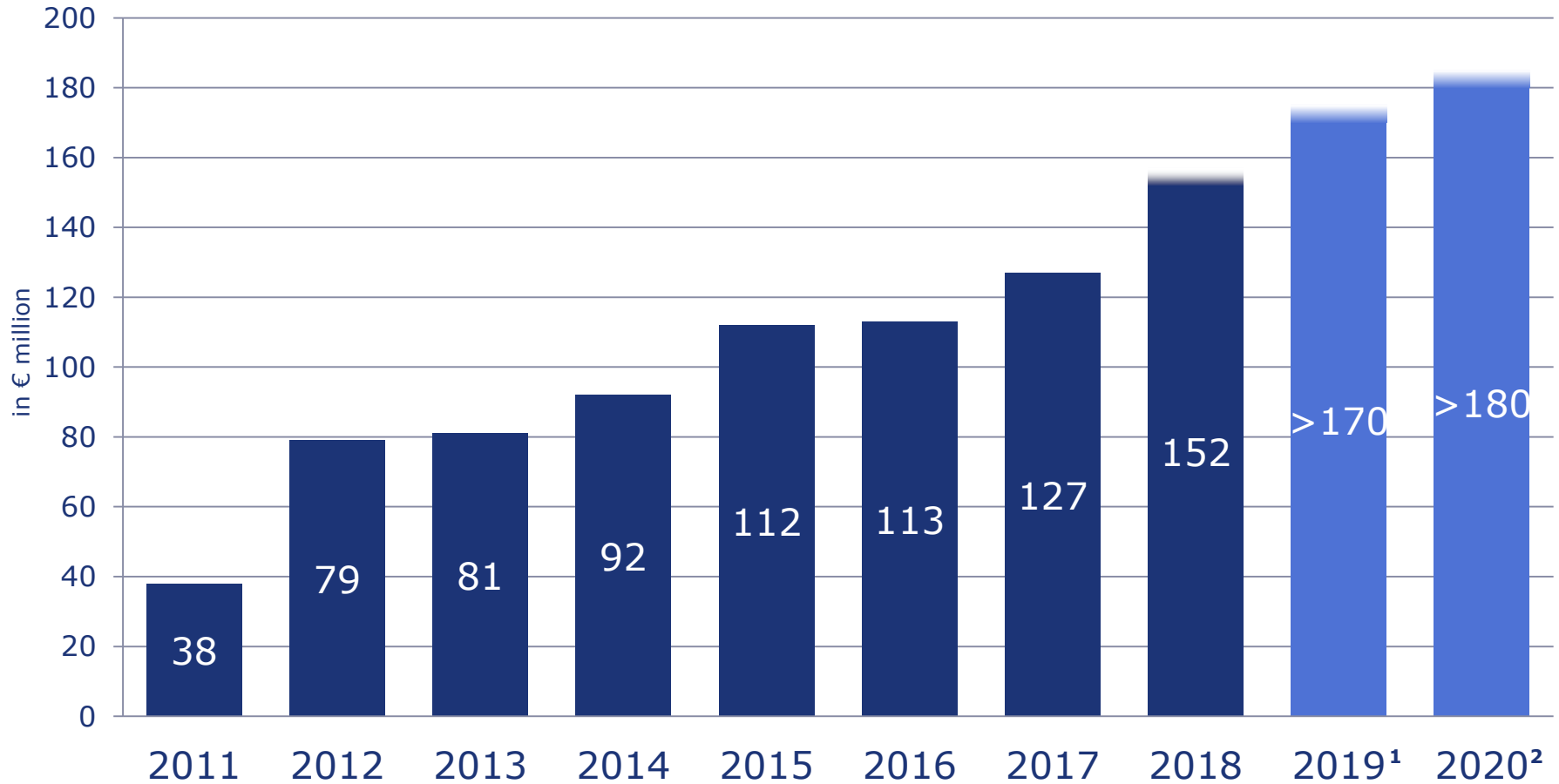




# CORPORATE DEVELOPMENT AND FINANCIAL GUIDANCE FOR 2020

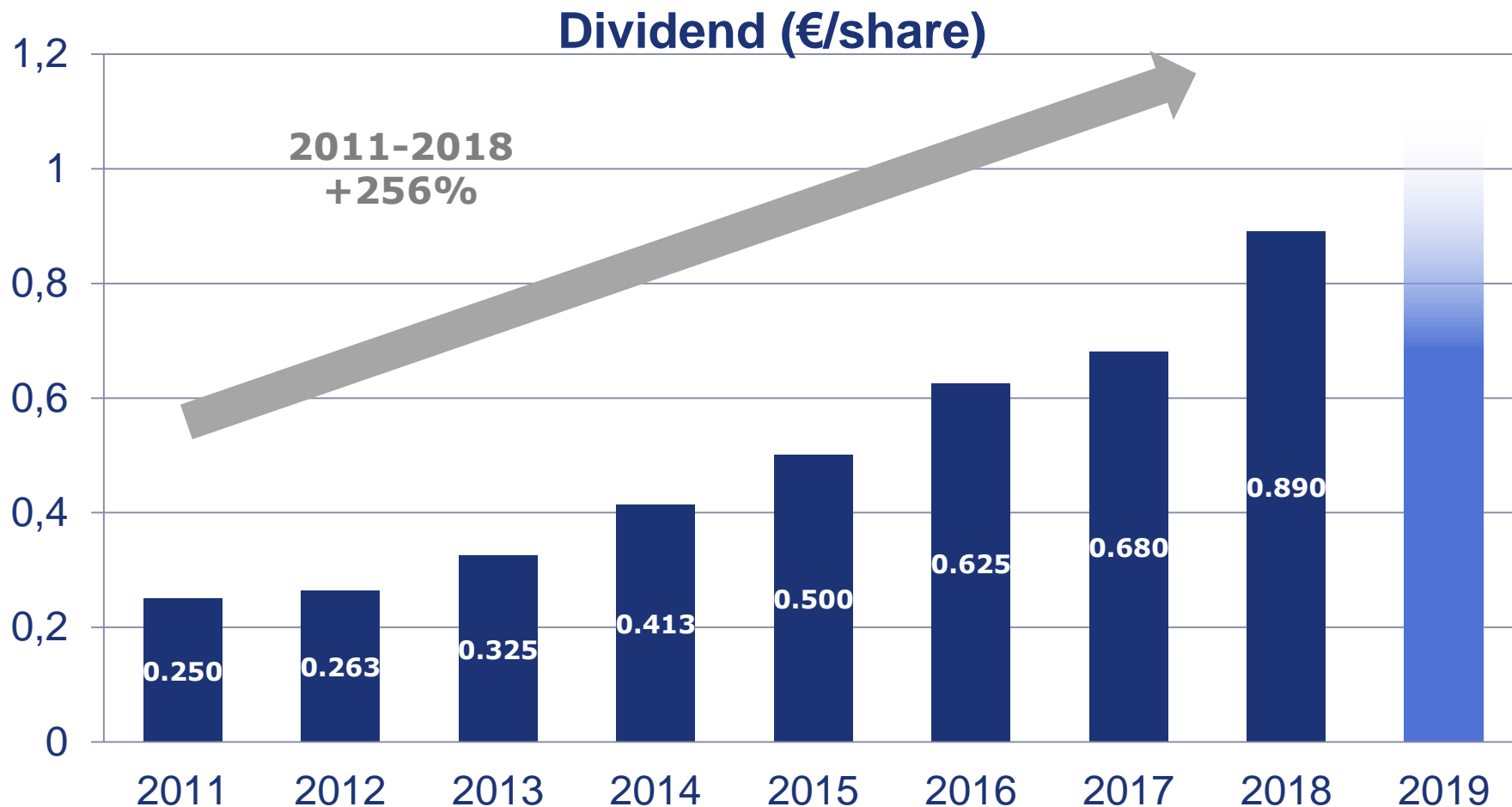


# Ongoing increase in the profit for the period since 2011 will continue in 2020





# Further dividend increase expected in 2019 – Increase of payout ratio to 60%



# Government programme: positive/negative aspects for Austria as an aviation location



- ✈ Important projects in the Government Programme 2020 e.g. the
  - reduction of the corporate tax rate to 21%
  - expansion of public transportation in the Airport Region,
  - railway connections at the airport for Eastern European destinations and
  - the systematic pursuit of the Single European Sky projectare explicitly welcome.
  
- ✈ The stipulated increase in the air transport levy for short-haul and medium-haul flights will negatively impact Austria as an aviation location, especially in comparison to neighbouring airport sites such as Bratislava, Budapest and Ljubljana, where such a tax does not exist at all.
  
- ✈ The fact that projects established on an international level to reduce CO<sub>2</sub> emissions (CORSIA, EU certificate trading) are explicitly taken into account in the government programme is expressly welcomed.

# Vienna Airport in the midst of an ecological offensive: CO<sub>2</sub> neutrality in a few years



- ✈ **Aviation is only responsible for 2.7% of global CO<sub>2</sub> emissions.**
- ✈ **Vienna Airport will be a trailblazer for “green aviation”: CO<sub>2</sub> neutral in a few years**

# On the path towards CO<sub>2</sub> neutrality - This is what we have already achieved:



- ✈ **Vienna Airport has reduced its total energy consumption by more than 45% (per traffic unit) since 2011, reduction of 20% in 2019 only**
- ✈ **CO<sub>2</sub> reduction (since 2011) of about 70% (per traffic unit)**
- ✈ **Reduction of flight traffic burden: new model for noise charges**
- ✈ **Vienna Airport compensates for all its business trips by plane through the purchase of CO<sub>2</sub> certificates**



# Vienna Airport is planning to increase its photovoltaic energy production ten-fold



- ✈ Photovoltaic facilities – planned to increase ten-fold in the next years
- ✈ Sustainable construction: Innovative building technology and geothermal energy for Office Park 4 and the Southern Enlargement project – heating and air conditioning with thermal energy
  - 441 energy piles in the ground, sole water heat pump
  - 94% of heating and 45% of cooling requirements p.a. should be covered
  - Office Park 4 already certified for sustainability by the Austrian Sustainable Building Council (ÖGNI)
- ✈ Further improvement of energy efficiency thanks to smart airport city software, a CO<sub>2</sub>-free energy supply and a reduction of consumption



# Vienna Airport is resolutely pressing ahead with its ecological offensive



- ✈ Vehicle fleet/mobility (intensified use of e-mobility on the airport apron, hydrogen filling station, modal split towards public transportation)
- ✈ Systems engineering and lighting (widespread use of LED - elevators, escalators etc.)
- ✈ "Eco-compatible care of green areas – certified by "Natur im Garten"
- ✈ Support of the "Green Ring" in the Airport Region



# The Airport City is growing: Office Park 4 to open in May 2020



## ✈ Office Park 4 will open in May 2020

- 26,000 m<sup>2</sup> of state-of-the-art office and event space in OP4
- Lively tenant interest: 40% of space already rented out
- Perfect business location for companies: excellent traffic and transport connections, convenience stores, shopping and restaurant facilities, fitness centre and health centre, own kindergarten with long opening hours



## ✈ Co-working space and start-up centre promote innovation

- Innovation platform with Plug&Play brings start-ups together with global investors
- Co-working space is well received

## ✈ New health service MD at Vienna Airport Health Center

- 11 medical specialities and 5 different therapeutic offerings patients
- Ideal for employees and neighbouring residents



# Positive outlook for 2020 – Significant rise expected in revenue and earnings



## Outlook 2020 (Outlook 2019)

Revenue



> € 870 million (> € 830 million)

EBITDA



> € 395 million (> € 375 million)

Consolidated net profit



> € 180 million (> € 170 million)

Net debt



< € 100 million (< € 150 million)

CAPEX



~ € 230 million (~ € 200 million)



**THANK YOU FOR YOUR ATTENTION!**

