

FLUGHAFEN WIEN GROUP

Results 2020 and Forecast 2021



Online press conference, 4 March 2021

2020: A year of Covid-induced losses - no layoffs so far thanks to short-time work



- COVID-19 pandemic has led to the greatest crisis in the history of aviation – Vienna Airport also heavily affected: **Minus 61.1% in revenue, net result for the period (before non controlling interests) at € -75.7 million**
- **Countermeasures were initiated timely:** investments were postponed, a comprehensive cost savings program of about € 200 million, limited net debt and good results of former years provide relief
- **Short-time work for all employees since one year, which is necessary to retain jobs for a longer period**
- **Health has highest priority at VIE:** Working from home for almost all employees since March 2020, since May 2020 over 200.000 PCR and antigen tests have been conducted at its very own testing facility, rapid antigen test service for events and passenger handling
- **A slightly positive net result should be achieved in 2021 (revenue about € 430 million, net result about € 4 million) – for this, vaccine availability, common travel regulations and digital vaccine and test certificates are urgently needed,** only these measures can prevent a further crisis year for the tourism and aviation industries

Elevated travel demand gives hope for summer and fall – 1/3 of all Austrians wants to travel abroad by plane



- **Tourism and aviation account for 400,000 jobs in Austria¹ – these industries are practically dormant since one year** – not only in Austria, but in entire Europe!
- **Travel demand exists:**
 - **Around 1/3 of all Austrians wants to travel abroad by plane** – July, August, September being the preferred travel period (according to FH-Krems/Corps Touristique)
- The pathway out of the crisis is clear: **common European-wide regulations and digital vaccine and test certificates will allow for more freedom of travel** – Israel, Denmark and the aviation industry are already working on relevant projects and are showing technical feasibility
- **„A coalition of the willing“ is now necessary – to avoid doomsday!**

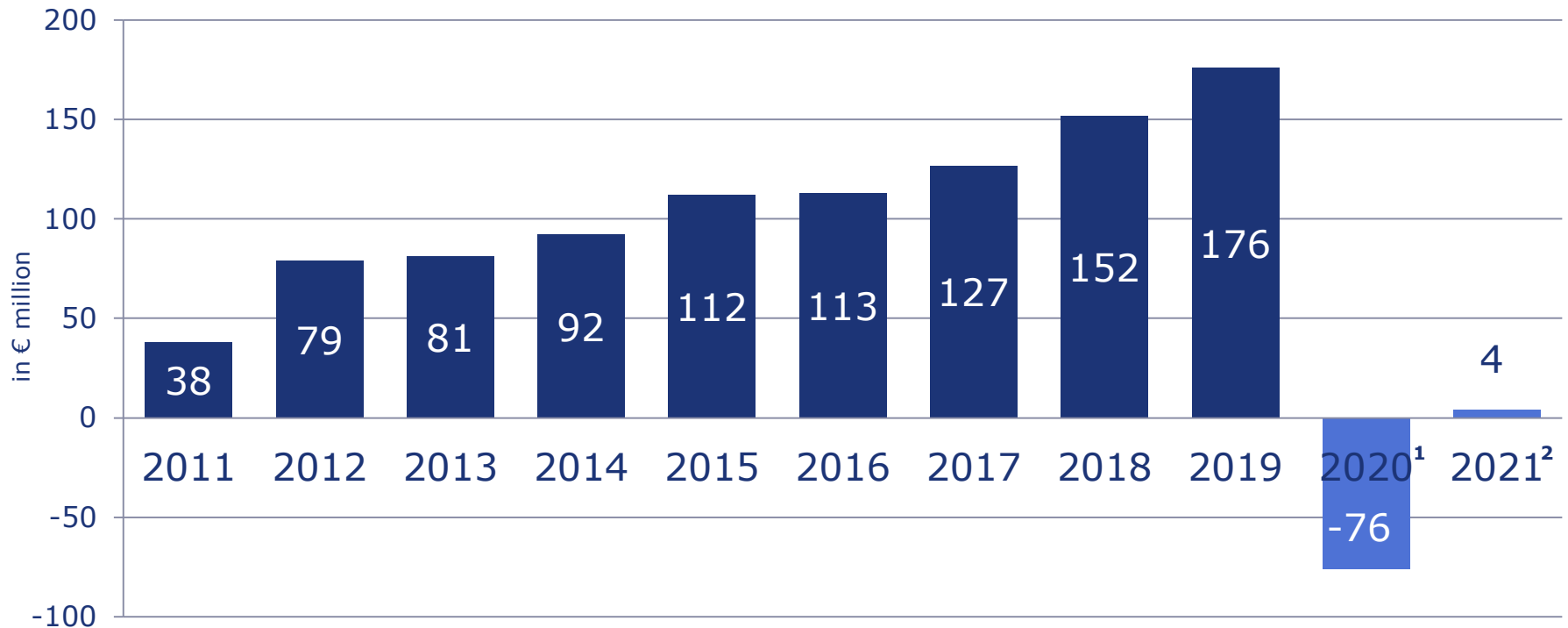
Significant profit and revenue drop due to COVID-19 pandemic



in € million	2020	2019
Revenue	333.7	857.6
Earnings before interest, tax, depreciation and amortization (EBITDA)	54.1	384.8
Earnings before interest and taxes (EBIT)	-86.5	252.3
Financial results	-14.4	-14.4
Earnings before tax (EBT)	-100.9	237.9
Net profit for the period	-75.7	175.7
Net profit for the period after non-controlling interests	-72.8	158.9

- The COVID-19 crisis and the related negative traffic development has led to a significant drop in revenue in all business segments in the financial year 2020 which had a negative impact on earnings

Negative net result in 2020, aim to return to profitability in 2021



➤ Dividend payment at the earliest possible for the financial year 2022

Expenses: Significant cost reduction achieved in all positions



- Expenses for consumables and services used were significantly below previous year, energy expenses fell by 29.7%
- Personnel expenses were down significantly by 37.2% essentially due to the short-time work introduced from 16 March 2020 as well as the accompanying measures to use up holiday time, overtime hours and flexitime credit
- Other operating expenses¹ were reduced significantly by 58.4%
- Investments/CAPEX more than halved from € 171.8 million (2019) to € 79.9 million (2020)
- Net debt rose from € 81.4 million (2019) to € 201.9 million (2020)

in € million	2020	2019	Δ in %
Consumables and services used	-29.3	-41.3	-29.0
Personnel expenses	-202.9	-323.2	-37.2
Other operating expenses ¹	-52.1	-125.2	-58.4
Depreciation and Amortisation	-132.5	-130.7	1.4
Impairment	-8.0	-1.8	340.0

¹⁾ Excluding Impairment/reversals of impairment on receivables

Higher net debt, balanced free cash flow and significant CAPEX reduction

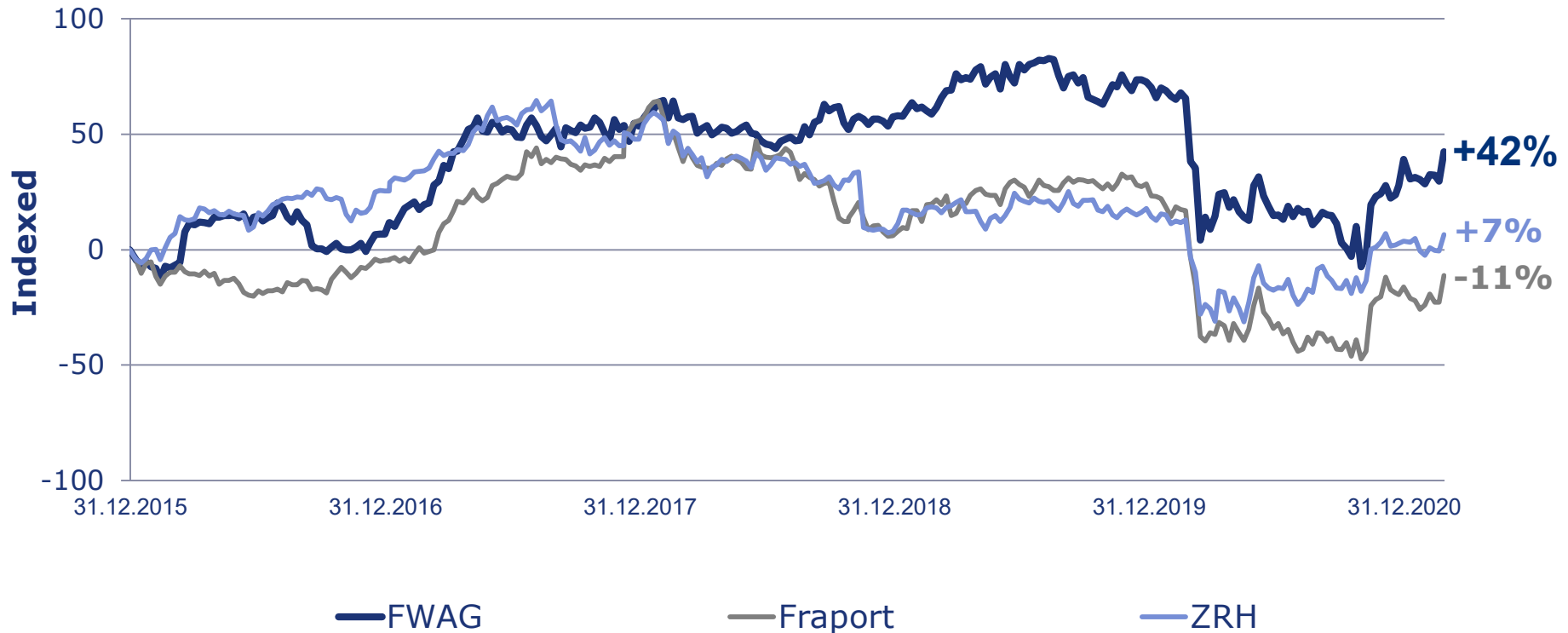


	2020	2019
Net debt (€ million) ¹	201.9	81.4
Gearing (%) ¹	15.5	5.9
Cash flow from operating activities (€ million)	-23.0	373.0
Free cash flow (€ million)	-0.5	196.9
CAPEX (€ million) ²	79.9	171.8
Equity (€ million) ¹	1,305.5	1,380.9
Equity ratio (%) ¹	60.1	60.0

- Net debt rises due to crisis to € 201.9 million
- Cashflow from operating activities drops sharply, combined with positive cash flow from investing activities this leads to balanced free cash flow (€ -0.5 million)
- Significant CAPEX reduction, equity ratio remains stable at 60.1%

7 ¹⁾ Comparison of December 31, 2020 vs. December 31, 2019
²⁾ CAPEX excl. financial assets and business combinations

Share price development since 01/2016: +42% outperforming competitors, market cap at about € 2.6 billion at the end of 02/2021



Share price development from 1 January 2016 to 26 February 2021

Financial estimate for 2021



Outlook 2021

Revenue



around € 430 million

EBITDA



around € 150 million

Consolidated net profit



around € 4 million

Net debt



around € 100 million

CAPEX



around € 62 million

Vienna Airport resolutely continues its sustainability strategy



Vienna Airport on its way to becoming a CO2-neutral „Green Airport“

- **The aviation sector will need years to catch up to the pre-crisis level – not before 2023/2024 from today’s perspective**
- **But growth will be more environmentally compatible than in the last 30 years thanks to today’s expertise and technology**
- **Vienna Airport will continue to resolutely pursue its sustainability strategy in 2021:**
 - **New model of noise charges starting in 2021:** Older aircraft will be more expensive, preferential treatment to modern, eco-friendly planes
 - **Expansion of photovoltaics at the site over the next five years**
 - **Resolute implementation of energy efficiency measures in projects** – Office Park 4 honoured as the most sustainable office building



SEGMENT RESULTS 2020 AND TRAFFIC RESULTS



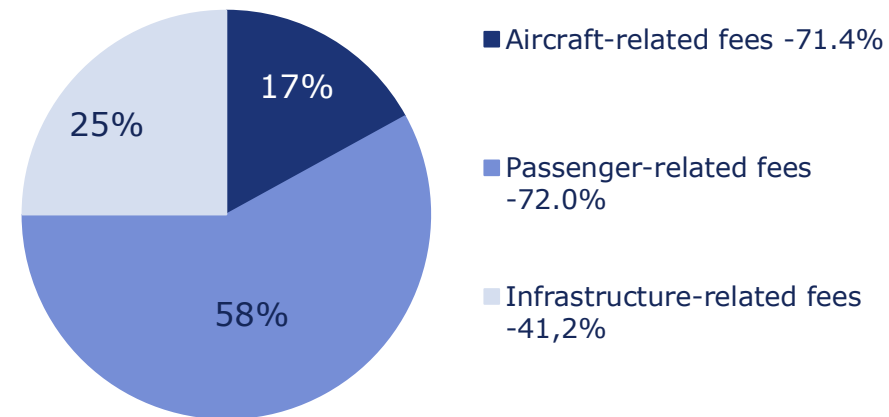
Airport: Passenger decline leads to lower EBITDA and EBIT



- Notable revenue decrease due to decline in passengers and flight movements
- Revenue from aircraft-related fees declined by 71.4% to € 22.3 million (2019: € 78.1 million), passenger-related fees decreased by 72.0% to € 77.9 million (2019: € 277.8 million) and infrastructure-related fees & services sank by 41.2% to € 32.8 million (2019: € 55.8 million) in comparison to the previous year
- As a consequence of lower traffic figures, EBITDA and EBIT decreased accordingly

in € million	2020	2019	Δ in %
External revenue	133.0	411.7	-67.7
EBITDA	17.1	187.6	-90.9
EBIT	-70.2	104.0	n.a.

Revenue distribution 2020 in the Airport Segment

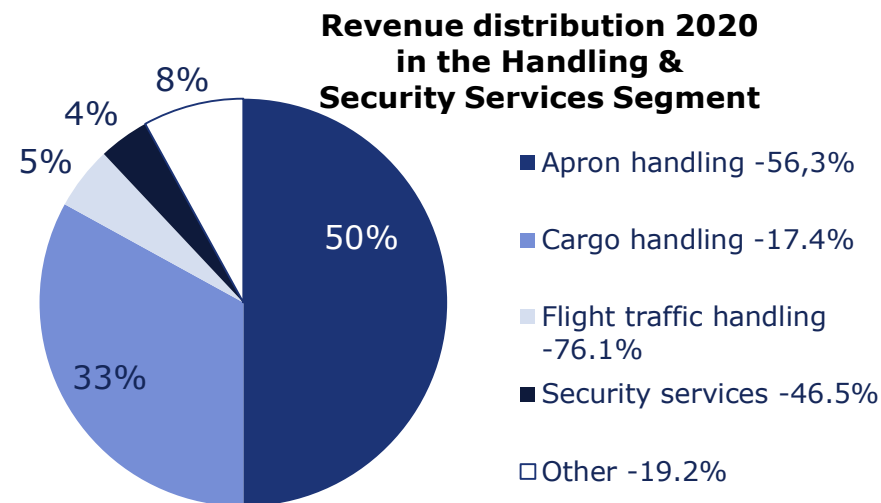


Handling & Security Services: Lower revenue due to lower volumes



- Revenue from apron handling decreased by 56.3% to € 43.4 million as a result of the pandemic-related decrease in movements and lower de-icing revenue
- Revenue from cargo handling fell by 17.4% to € 28.2 million in 2020 due to the decline in volumes
- The cost of materials fell by 47.4% to € 4.5 million year-on-year
- Personnel expenses fell by 38.9% to € 110.5 million (2019: € 180.9 million) despite the higher average headcount due to measures to use up holiday time and overtime hours and assistance from the COVID-19 short-time work program

in € million	2020	2019	Δ in %
External revenue	86.1	166.3	-48.2
EBITDA	-19.6	15.8	n.a.
EBIT	-28.9	7.3	n.a.



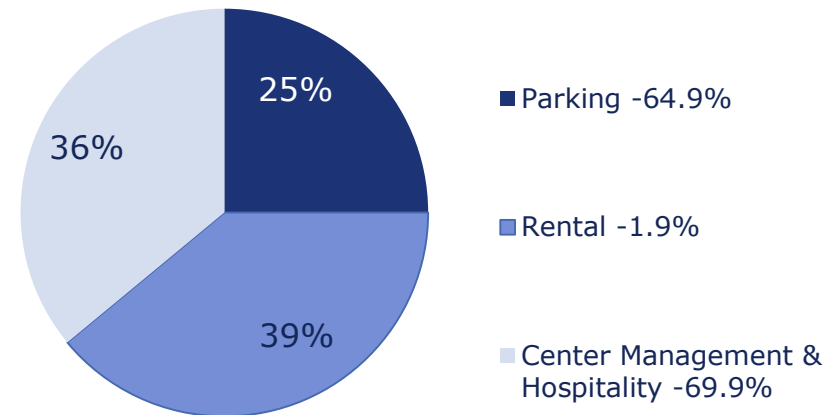
Retail & Properties: Also lower revenue and results



- Lower revenue from centre management & hospitality, which fell by 69.9% to € 25.5 million (2019: € 84.6 million)
- Parking revenue also fell by 64.9% from € 50.1 million to € 17.6 million
- In contrast, rental revenue was stable at € 27.3 million (-1.9%) (2019: € 27.8 million)

in € million	2020	2019	Δ in %
External revenue	70.4	162.6	-56.7
EBITDA	36.0	103.3	-65.2
EBIT	17.2	85.6	-79.9

Revenue distribution 2020 in the Retail & Properties Segment



Malta: Lower revenue and results due to COVID-19

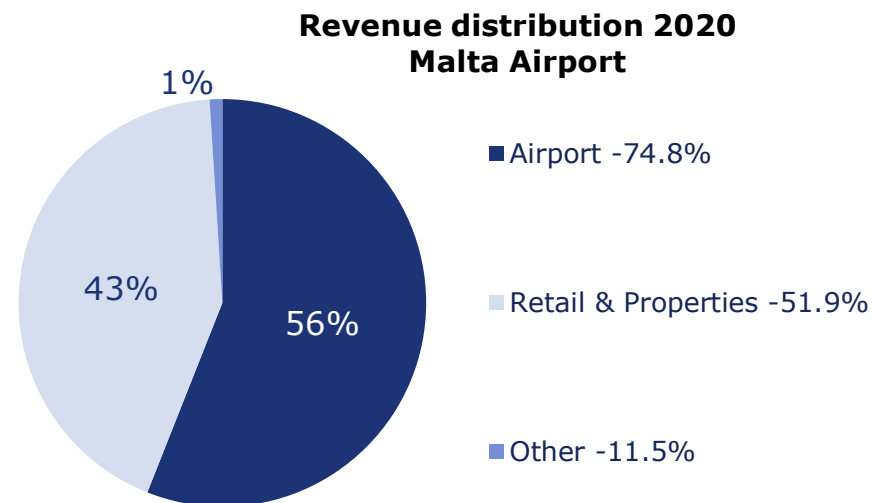


➤ Airport-related revenue declined by 74.8% to € 17.9 million year-on-year, which is also primarily due in this segment to the decrease in traffic at Malta Airport due to travel restrictions as a result of the COVID-19 pandemic

➤ The Retail & Properties segment also posted a revenue drop of 51.9% to € 14.0 million

➤ Personnel expenses fell by 19.4% to € 8.6 million (2019: € 10.7 million) despite a slightly lower headcount and pay increases under collective bargaining agreements

in € million	2020	2019	Δ in %
External revenue	32.2	100.3	-67.9
EBITDA	5.8	63.5	-90.8
EBIT	-6.0	52.4	n.a.



Results of strategic investments in 2020



Malta Int. Airport

- About 1.7 million passengers (-76.1%)
- Revenue: € 32.2 million
- EBITDA: € 5.9 million
- EBITDA margin: 18.2%
- Net result for the period: € -4.3 million

Airport Košice

- About 0.1 million passengers (-82.6%)
- Revenue: € 5.5 million
- EBITDA: € -0,3 million
- EBITDA margin: -5.8%
- Net result for the period: € -0.9 million



Tourism and aviation have hit rock bottom



- **Corona-Pandemic has almost completely disrupted international airline travel – Jan-Nov 2020: 69.8% passenger decline in Europe (ACI)**

- **Vienna Airport had 75.3% less passengers in 2020 (7.8 million travellers) – only 9.3 million passengers at all Austrian airports combined – the decline continues in 2021: In January -90.5% passengers in Vienna**

- **Incoming tourism plunges – Vienna taking the strongest hit**
 - 2020:
 - 73.9% less overnight stays in Vienna, 76.6% revenue decline for Viennese hotels
 - 54.8% less stays in entire Austria¹
 - January 2021: minus 94.9% overnight stays in Vienna, minus 96% (estimate of Statistik Austria) in entire Austria

Several international projects target digital travel certificate



→ IATA Travel Pass

- Concept includes integrated digital solution for electronic travel pass, vaccination/test certificate and information regarding travel regulations

→ CommonPass (World Economic Forum)

- APP for digital vaccination/test certificate
- Is supported by many airlines such as Lufthansa, United Airlines, Swiss

→ ICC AOK Pass of SOS International

- Digital certificate for Covid test status
- Is currently tested by Air France, Alitalia, Etihad Airways

→ Denmark and Sweden are developing digital vaccination certificates; Israel uses „Green Passport“, EU has announced a draft



Crucial for recovery: Common regulations and standards!



- **Currently, every country has different regulations** for test certificates, entry requirements, quarantine rules – digitalisation is an important lever to integrate bureaucratic procedures into an efficient travel process – **current vaccination pass projects are creating the technical requirements for the path leading out of the crisis**

- **We welcome the EU's announcement for a digital vaccination pass (implementation speed is very important) including:**
 - **Equal treatment of test and vaccination certificates** with regards to the upcoming summer season
 - **Common travel regulations for journeys within the Schengen area and for entry from third countries**
 - **Minimum standards as prerequisite for travel agreements with third countries**, e.g. USA, to enable intercontinental flights again, which would bolster European traffic as well

- **Without a European solution, the crisis year 2020 will repeat itself this year for tourism and aviation!**

Traffic forecasts for 2021



Flughafen Wien Group:



Flughafen Wien AG:



- H1/2021 will remain challenging – strong increase first expected as of H2/2021
- Medium-term estimate of expected passenger volume:
 - 2021: approx. 40%, 2022 approx. 70%, 2023 approx. 80% of pre-crisis level

Sustainability: Aviation gets down to business



- ➔ **Decarbonisation** driving aviation post-Corona
- ➔ **Climate goals:** Industry in line with mit Paris Agreement (1.5°C goal) and EU Green Deal („*carbon neutrality*“)
- ➔ **Destination 2050:** European Aviation will be CO₂-free in 2050 („*net zero CO₂ emissions*“)
 - **Until 2030:** -45% of CO₂ emissions, (-55% intra-EU)
 - Common effort of the entire European „aviation ecosystem“
- ➔ **VIE:** CO₂-neutral until 2030 at the latest; „*net zero*“ before 2050



	Netto-CO ₂ - Minderungspotenzial 2030	Netto-CO ₂ - Minderungspotenzial 2050
1. Verbesserung der Flugzeug- und Motorentechnik	-16 Mt	-113 Mt
2. Verbesserung des Flugverkehrsmanagements und Flugbetriebs	-11 Mt	-18 Mt
3. Nachhaltige Flugkraftstoffe	-7 Mt	-97 Mt
4. Marktbasierte Maßnahmen	-55 Mt	-23 Mt
Gesamtreduktion	-96 Mt	-293 Mt

4 pillars reduction potential (German)

➔ 4 pillars

- technology (e.g. winglets, new engine technologies)
- ATM / Operations (e.g. flight routes)
- Sustainable Aviation Fuels
- Economic measures (z.B.: EU-ETS, CORSIA)

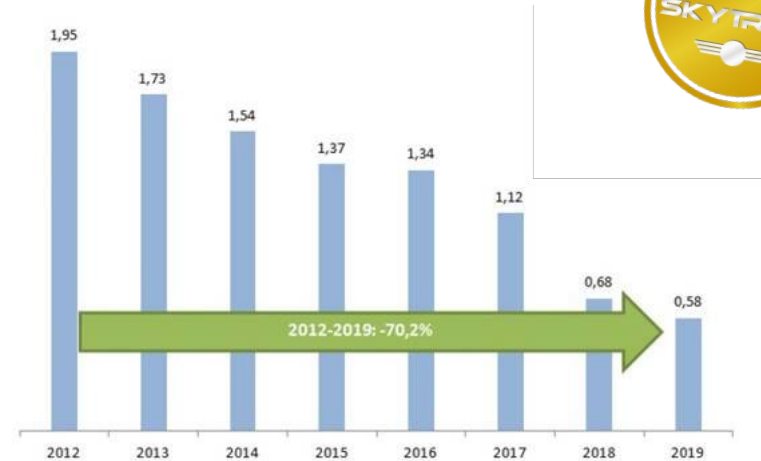
21 * **Destination 2050** is an initiative of **A4E** (Airlines for Europe), **ACI EUROPE** (Airports Council International Europe), **ASD** (AeroSpace and Defence Industries Association of Europe), **CANSO** (Civil Air Navigation Services Organization), **ERA** (European Regions Airline Association)



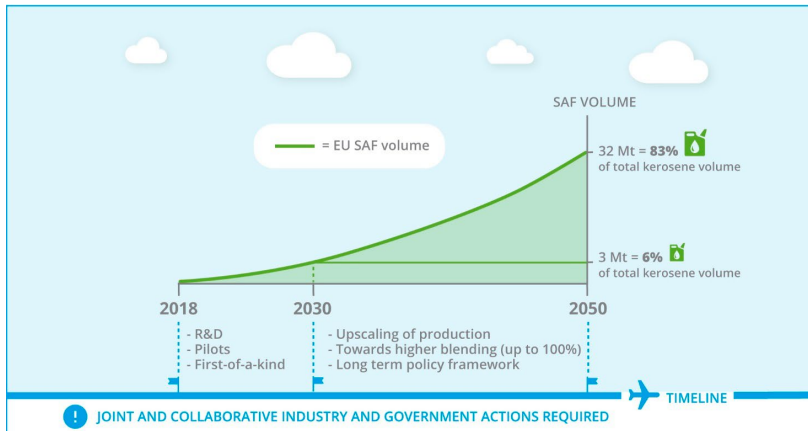
Decarbonisation: Full steam ahead



- ➔ **VIE: great improvement since 2012**
- -70.2 % CO₂ emissions (kg/traffic unit (TU))
- -38.4 % power consumption (kWh/TU)
- -36.3 % total energy required (kWh/TU)
- Next step:
CO₂-neutral operations before 2030



Vienna Airport: CO₂ emissions in kg/traffic unit, 2012-2019



- ➔ **Focus SAF: Political support necessary!**
- Compulsory **admixture obligation**
- Usage of **air transport levy** for
 - Support and promotion of R&D
 - Cost reduction of SAFs
 - Bonification of airlines that are actually using SAFs
- National **industry policy** for alternative fuels

THANK YOU FOR YOUR ATTENTION

