



FLUGHAFEN WIEN AG

Traffic Results 2021 and
Business Outlook for 2022

Online press conference, 18 January 2022

Pandemic continues to impact the aviation sector but upturn is on the horizon



- Vienna Airport registers 10.4 million passengers in 2021, up 33.2% from 2020 but still 67.1% lower than the pre-crisis year of 2019 – 13.1 million passengers handled by the Flughafen Wien Group
- Much better development of cargo volume in 2021: rise of 19.9% vs. 2020, only 7.9% below 2019
- Outlook 2022:
 - Vienna Airport: approx. 17 million travellers (about 50% of 2019 level) – Q1 still restrained, considerable upswing expected starting with the summer flight schedule
 - Flughafen Wien Group: about 21 million passengers
 - Financial guidance: revenue of approx. € 560 million, EBITDA of at least € 172 million and earnings of at least € 20 million
- The desire to travel remains unbroken and high – easing of travel restrictions directly results in passenger growth, but Europe still suffers from a patchwork of regulations – business and tourism require unified travel rules throughout Europe
- Vienna Airport continues its climate protection efforts, is well on track towards achieving CO₂ neutrality

Traffic development in 2021

Flughafen Wien AG



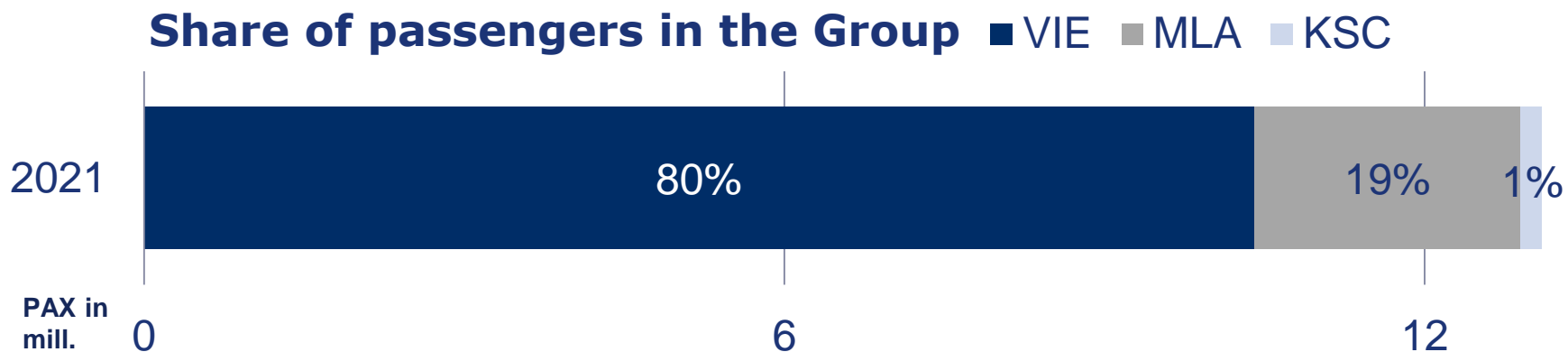
Traffic development at Vienna Airport	2021	2020	2019	Δ% 2020	Δ% 2019
Passengers (millions)	10.4	7.8	31.7	+33.2	-67.1
Local passengers (millions)	7.8	6.3	24.3	+24.6	-67.7
Transfer passengers (millions)	2.5	1.5	7.2	+67.9	-65.0
Flight movements (in 1,000)	111.6	95.9	266.8	+16.4	-58.2
Passengers per flight movement	99	87	121	+13.9	-18.8
Seats (arrivals and departures, millions)	16.7	13.6	41.1	+22.6	-59.4
Seat load factor (%)	62.5	57.4	77.3	+5.1p.	-14.8p.
Seats per flight movement	158	151	157	+4.6	+0.5
MTOW (millions of tonnes)	4.7	4.0	10.9	+18.7	-56.5
Cargo incl. trucking (in 1,000 tonnes)	261.3	217.9	283.8	+19.9	-7.9

Traffic development in 2021

Flughafen Wien Group



Group passenger development	2021	2020	2019	Δ% 2020	Δ% 2019
Vienna Airport (millions)	10.4	7.8	31.7	+33.2	-67.1
Malta Airport (millions)	2.5	1.7	7.3	+45.3	-65.2
Kosice Airport (millions)	0.2	0.1	0.6	+72.7	-70.0
Vienna Airport and its strategic investments (VIE, MLA, KSC)	13.1	9.7	39.5	+35.8	-66.8

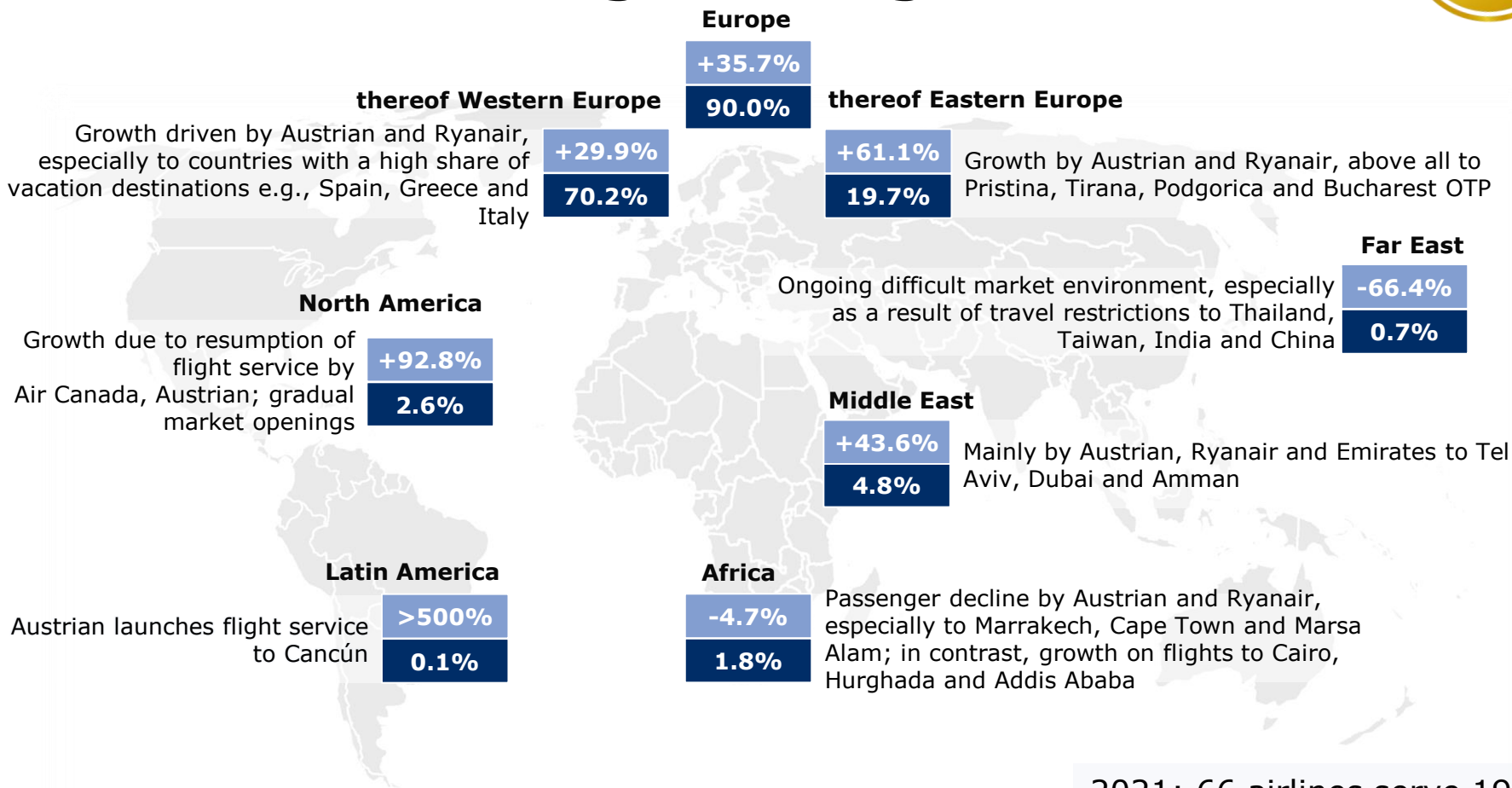


Share held by carriers in 2021



2021	Share in %	Passengers	PAX Δ% vs. 2020	PAX Δ% vs. 2019
1. Austrian Airlines	48.0	4,995,915	65.2	-63.5
2. Ryanair/Lauda	18.8	1,956,721	68.9	-26.4
3. Wizz Air	8.7	903,850	4.5	-56.6
4. Turkish Airlines	3.1	318,256	54.5	-42.2
5. Eurowings	1.8	188,188	-48.1	-91.7
6. KLM Royal Dutch Airlines	1.7	171,778	45.7	-54.7
7. Pegasus Airlines	1.5	155,002	62.8	-46.9
8. Emirates	1.4	149,503	25.0	-64.0
9. Lufthansa	1.4	148,068	-35.1	-79.7
10. SunExpress	1.2	126,441	176.0	-50.8
11. SWISS	1.2	122,922	1.2	-72.4
12. Iberia	0.9	96,067	62.7	-68.4
13. Air France	0.8	79,763	-9.5	-74.6
14. Ethiopian Airlines	0.7	71,215	74.2	-47.9
15. Aeroflot	0.6	63,480	-7.2	-81.8
Other	8.2	858,354	-29.2	-87.4
Total	100.0	10,405,523	33.2	-67.1
thereof Lufthansa Group ¹	52.9	5,509,617	46.0	-68.2
thereof low-cost carriers	31.0	3,224,205	28.5	-57.9

Airport slowly gains altitude again in 2021 after the "Corona grounding"



2021: 66 airlines serve 190 destinations in 63 countries

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

Departed passengers, development in 2021 vs. 2020 and share of total passenger volume in 2021

Strong demand for Mediterranean destinations



Top 10 countries in 2021:

Countries	01-12/20	01-12/21	Δ 2020	Δ% 2020
1 Germany	1,495,208	1,490,608	-4,600	-0.3
2 Spain	513,612	932,853	+419,241	+81.6
3 Greece	426,884	828,914	+402,030	+94.2
4 Italy	476,871	714,146	+237,275	+49.8
5 Turkey	347,083	640,074	+292,991	+84.4
6 France	331,387	418,795	+87,408	+26.4
7 Switzerland	392,724	418,258	+25,534	+6.5
8 Netherlands	296,291	338,827	+42,536	+14.4
9 UK	332,426	245,946	-86,480	-26.0
10 Romania	150,267	243,646	+93,379	+62.1

Top 3 winners in terms of change vs. 2020

Countries	01-12/20	01-12/21	Δ 2020	Δ% 2020
1 Spain	513,612	932,853	+419,241	+81.6
2 Greece	426,884	828,914	+402,030	+94.2
3 Turkey	347,083	640,074	+292,991	+84.4

Top 3 losers in terms of change vs. 2020:

Countries	01-12/20	01-12/21	Δ 2020	Δ% 2020
1 UK	332,426	245,946	-86,480	-26.0
2 Thailand	79,171	14,983	-64,188	-81.1
3 Taiwan	55,443	437	-55,006	-99.2

Average passenger volumes

Ø PAX/day by month in 2021



→ **Strongest day 2021:** **68,901** (**Sunday 1 August 2021**)

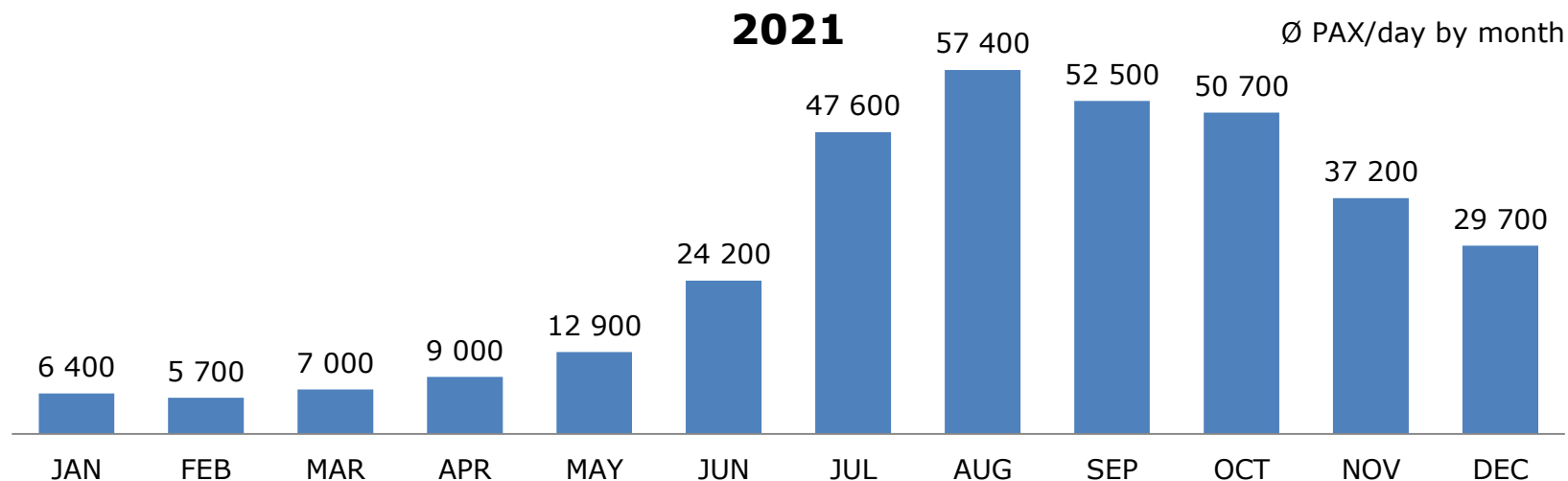
vs. 2020 (after outbreak of the pandemic): 31,675 (Sunday 16 August 2020)

vs. 2019: 113,069 (Sunday 14 July 2019)

→ **Weakest day 2021:** **1,503** (**Tuesday 9 March 2021**)

vs. 2020: 154 (Monday 13 April 2020)

vs. 2019: 41,343 (Saturday 19 January 2019)

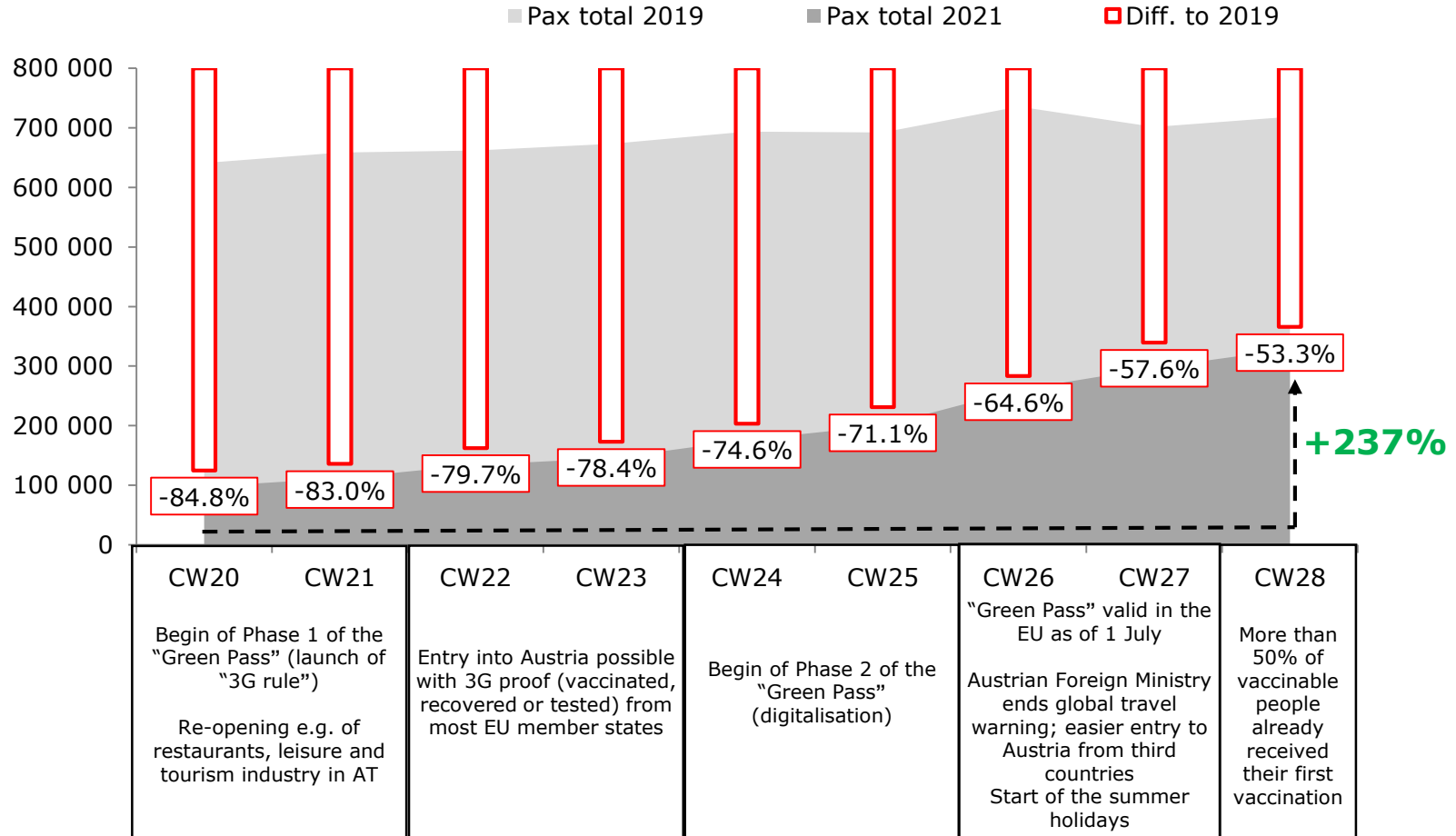


Recovery due to vaccinations and Green Pass

CW 20 (17/5 – 23/5) – CW 28 (12/7 – 18/7)



→ Passenger volumes were **up 237%** from **CW20 to CW28**

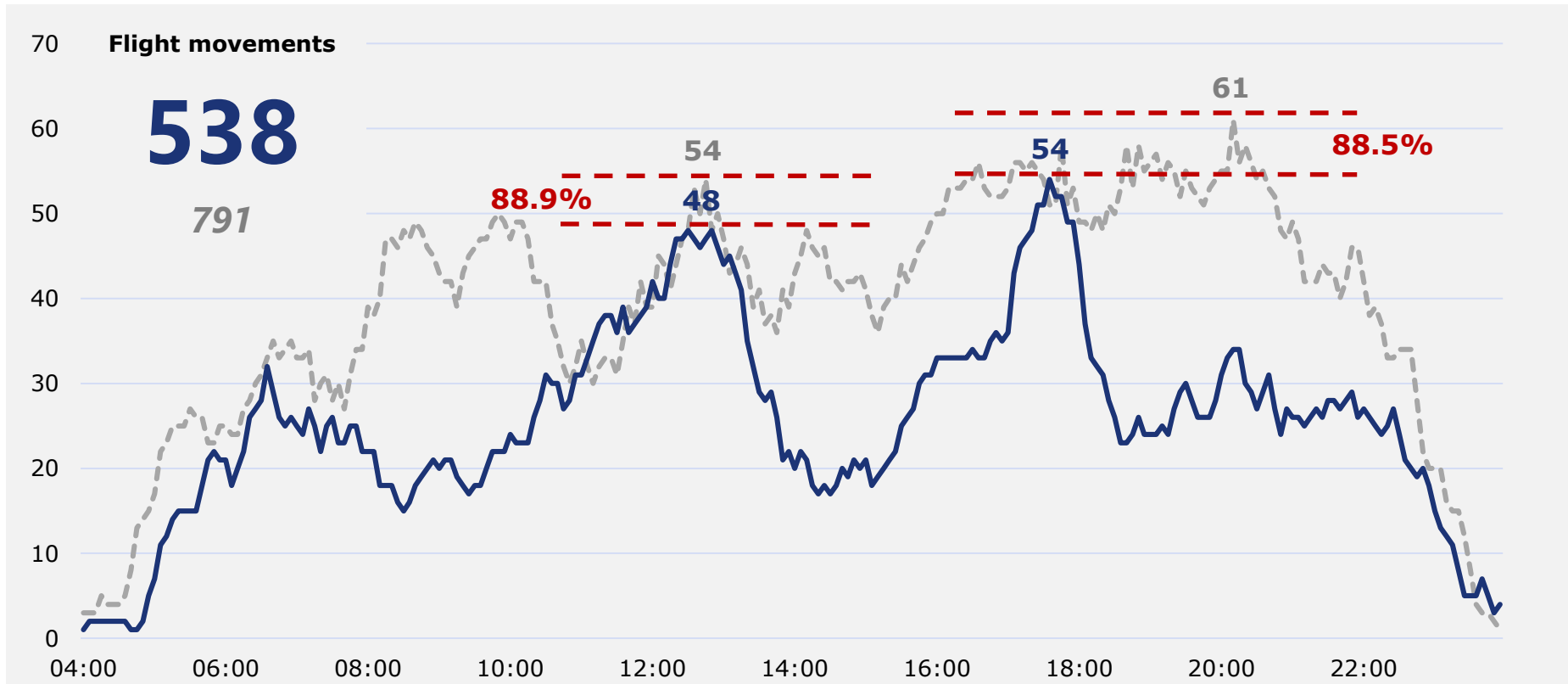


CW20	CW21	CW22	CW23	CW24	CW25	CW26	CW27	CW28
Begin of Phase 1 of the "Green Pass" (launch of "3G rule") Re-opening e.g. of restaurants, leisure and tourism industry in AT		Entry into Austria possible with 3G proof (vaccinated, recovered or tested) from most EU member states		Begin of Phase 2 of the "Green Pass" (digitalisation)		"Green Pass" valid in the EU as of 1 July Austrian Foreign Ministry ends global travel warning; easier entry to Austria from third countries Start of the summer holidays		More than 50% of vaccinable people already received their first vaccination

Peak 2021 air traffic congestion almost 90% of 2019 level, only 70% of flight movements

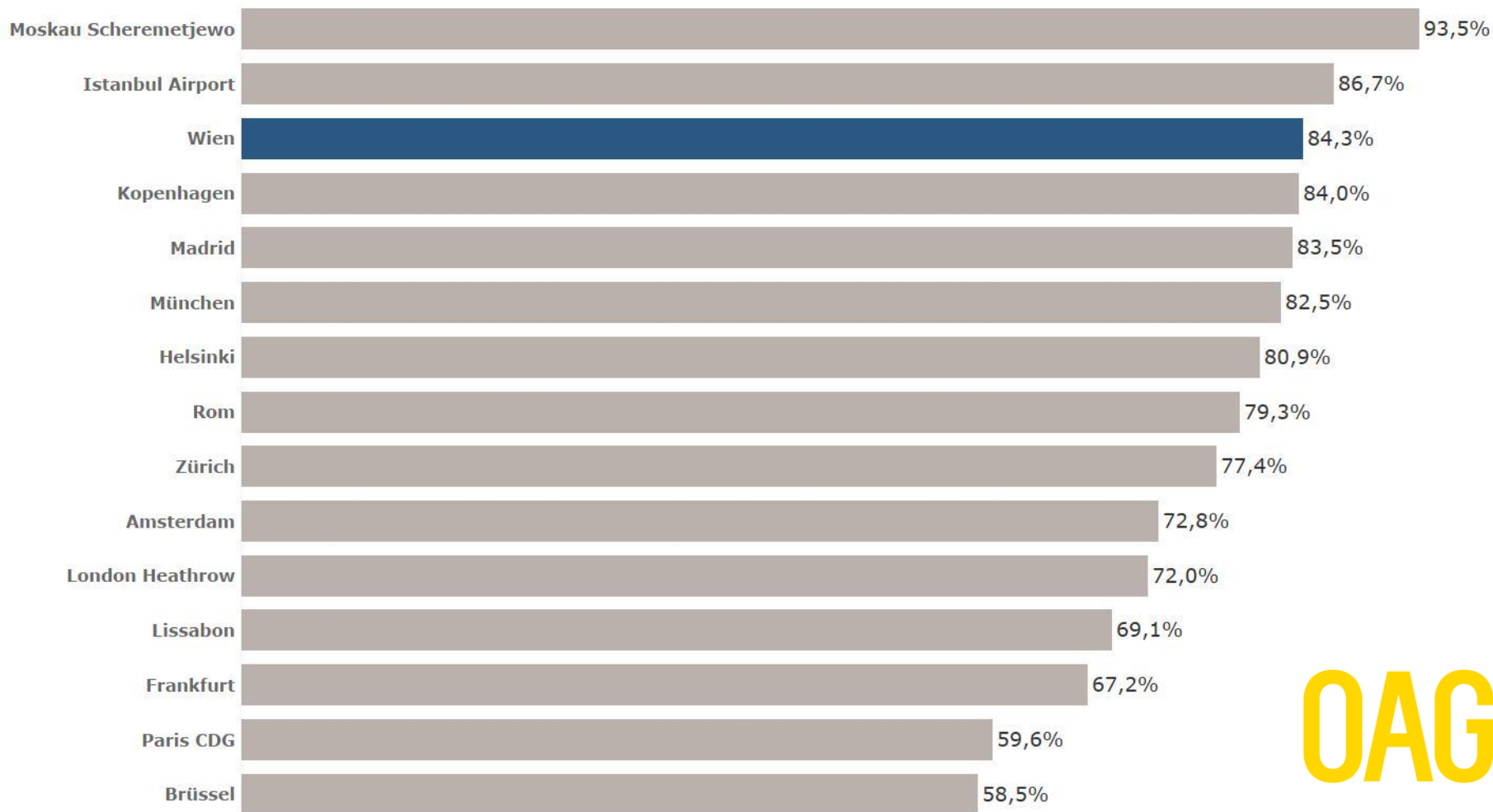


- Challenge for the entire airport system
- Greater peak hour air traffic congestion



Comparison of peak day 2021 vs. 2019 flight movements

Vienna Airport is the most punctual flight hub in the EU and ranks third in Europe



Air cargo has developed well in the crisis



- **2021: increase in cargo traffic of 20% (+43,412 tonnes) to 261,299 tonnes**
 - 4% rise in cargo plane arrivals (+21% vs. 2019)
 - Consistently strong charter traffic (in particular Corona tests, charter flights only for shipping)
 - Vienna Airport guarantees supply reliability in the pandemic and is accessible 24x7

- **Slight rise expected in 2022**
 - Strong increase in belly freight due to resumption of some long-haul flight connections
 - Ongoing high frequency of cargo flights with good capacity utilisation – Vienna is a high-performance air cargo hub with good road connections especially to CEE



Special offering is well received: Cargo increase in the Pharma Handling Center



→ The Pharma Handling Center at VIE serves as a competence centre for temperature-sensitive cargo

- Three separate cooling areas of 1,650m²
- Continuous cold chain from aircraft to lorry



→ Successfully positioned on the market:

- 2021: extensive handling agreements concluded with Lufthansa Cargo (incl. transit cargo) and with Turkish Cargo
- Strong volume growth in 2021, above all in Q4 (+100%)
- Ongoing shipment of vaccine doses
- High quality standards confirmed by international GDP certification
- 2022: strong growth expected

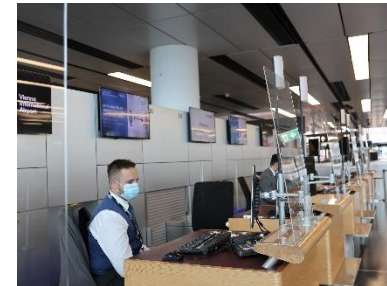


Stringent and comprehensive COVID-19 protective measures at the airport



Strict measures are in effect at the airport to protect passengers and employees:

- **In the terminal:** Mask obligation, minimum physical distancing recommendation, 280 plexiglass shields, 110 disinfectant dispensers, government-imposed inspection requirements for restaurants and shops
- Since May 2020: **antigen and PCR test offering in the Health Center** provides support in fulfilling official testing requirements for inbound passengers
- **Stringent and comprehensive entry checks by public authorities** (army and border police on behalf of health authorities)
 - All incoming passengers are checked (about 15,000 PAX per day)
 - More than 300 employees are deployed
- **Airport boasts 90%+ immunisation coverage** (vaccinated/recovered), separate teams in crucial areas, home office work since March 2020



Top brands open at the airport despite the crisis



- **New openings on close to 500m² in spite of the crisis**
- **Passengers experience more national cuisine in the departure area of Terminal 3:**
 - **AIDA** at the F and G gates in addition to the existing store in Terminal 1
 - **Manner** offers its typical product line and souvenirs at the F gates
 - **Wiener Bierbar 1837** serves Ottakringer beer and snack at the G gates
- **The German superfood franchise dean&david opened a shop in the arrival hall of Terminal 3**



Local heroes turn to Vienna Airport: even more national stars to open in 2022



→ Spring 2022 in Terminal 3:

- **Wolfgang Puck** opens the Wolfgang Puck Kitchen & Bar on 700m² in the arrival hall, his first Austrian restaurant



→ In the course of 2022:

- **Bieder & Maier**, the stylish Viennese coffee house brand, to open its first Austrian coffee house in the Terminal 3 departure hall



→ Opening when Terminal 2 is put into operation:

- **Veganista/The LaLa**: Top-notch vegan food on 50 m²
- Comeback of **Trzesniewski** at VIE



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DIE UNAUSSPRECHLICH GUTEN BRÖTCHEN

Outlook for 2022: Optimistic but with several question marks



- **We expect weaker effects of the global COVID-19 pandemic thanks to high immunisation rates**

- **Steady easing of travel restrictions in Europe** and also more frequently for intercontinental flights

- **Promising summer flight schedule with an extensive offering¹:**
 - Italy, Spain, Greece, Turkey: almost as many destinations as in 2019
 - Likely capacities offered: about 80% of 2019 level
 - 50-60 airlines with 170-180 destinations to 60 countries

- **Possible medium- to long-term burdens on the aviation sector imposed by the "Fit for 55" initiative:** planned tax on jet fuel, higher emission trading costs

Traffic forecast for 2022

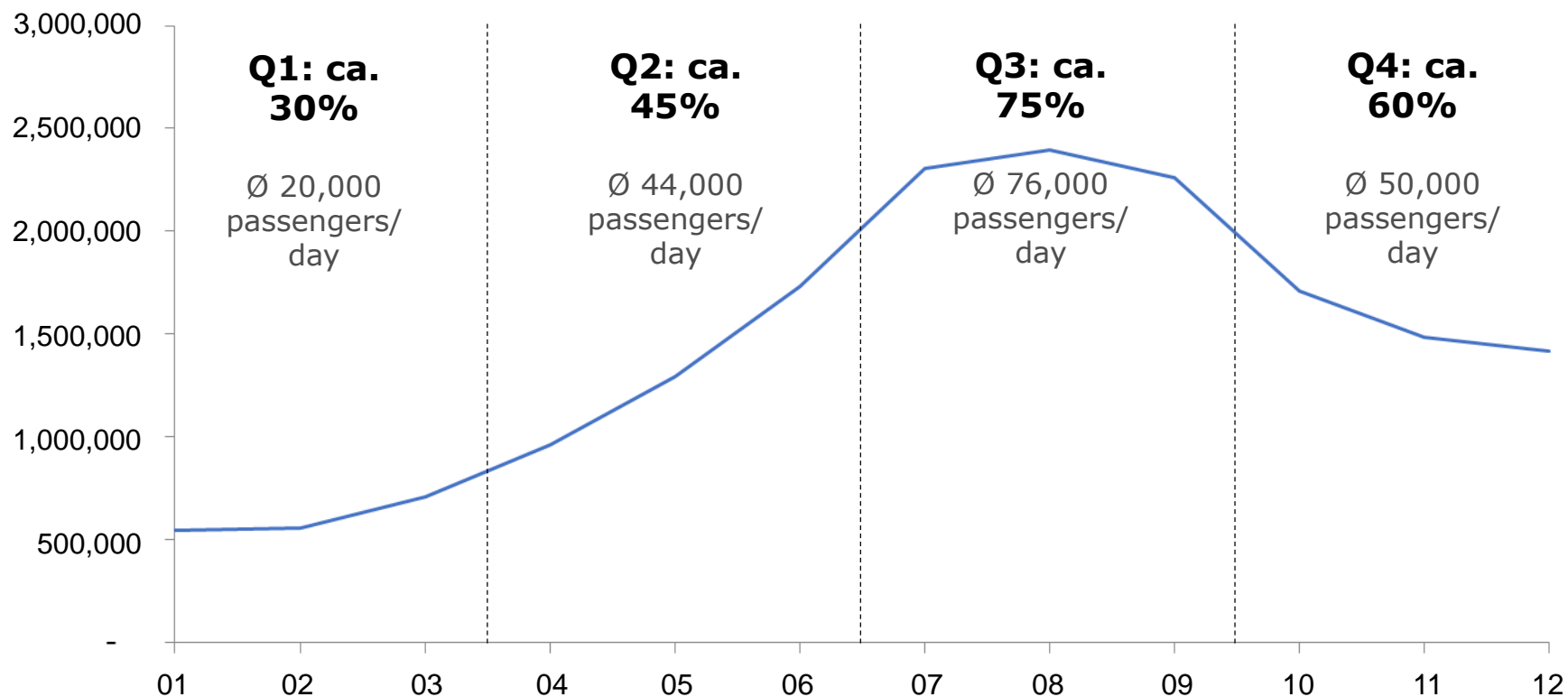


Flughafen Wien Group:	2019	2020	2021	Forecast 2022
Passengers:	39.5 mill.	9.7 mill.	13.1 mill.	ca. 21 mill.

Flughafen Wien AG:	2019	2020	2021	Forecast 2022
Passengers:	31.7 mill.	7.8 mill.	10.4 mill.	ca. 17 mill.

2022: approx. 17 million passengers

Expected quarterly development compared to 2019



New elegance for passengers: Terminal 2 should be in operation before summer 2022



A modern travel experience in a first-class atmosphere awaits passengers

- ➔ **Terminal 2 was completely modernised:**
 - New centralised security checks for the B, C and D gates
 - Large, high-quality lounge on 2,360m²
 - Attractive shopping and restaurant offering
 - Greater overall comfort due to extensive glass facades and generous ceiling heights
 - New and additional baggage reclaim carousels

- ➔ **Opening planned when the 2022 summer flight schedule takes effect**





BUSINESS DEVELOPMENT AND FINANCIAL GUIDANCE FOR 2022



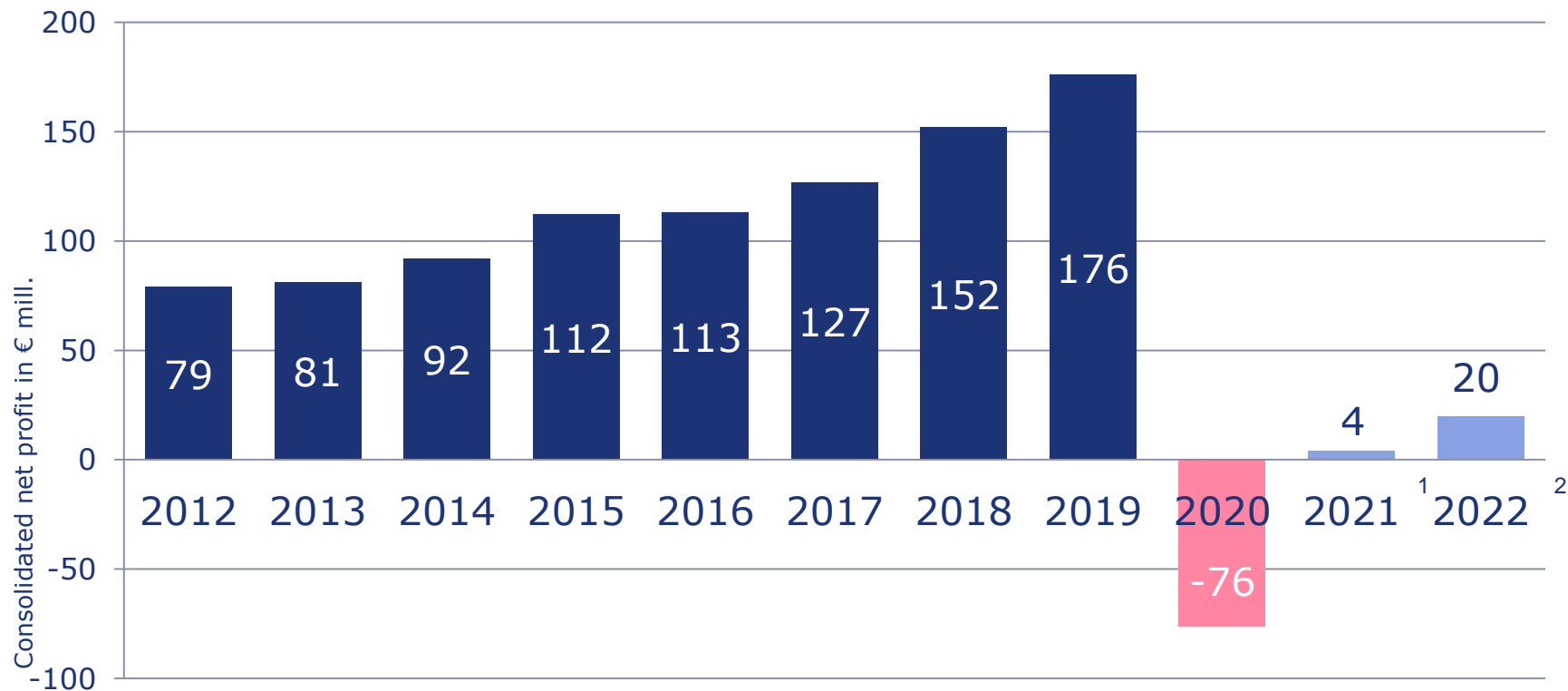
2022 should see an economic turnaround

– Revenue loss of € 1,3 billion

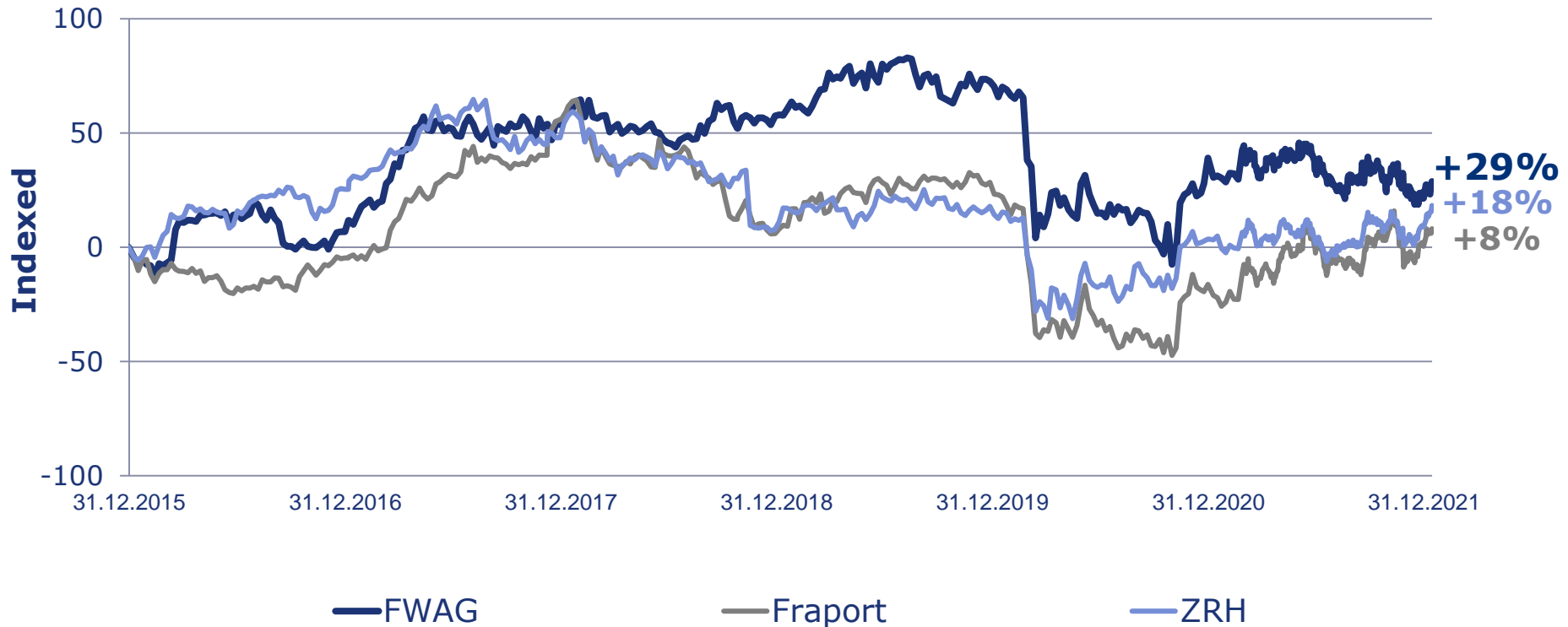


- Coronavirus-related revenue loss 2020-22 of € 1.3 billion for Flughafen Wien AG and more than € 5 billion for Austria's aviation sector. – 2022 should bring an economic turnaround
- Mastering the biggest crisis in the company's history has involved major cutbacks: cost-savings programme, freeze on investments and two years of short-time work – short-time working scheme for 5,000 FWAG employees expected to expire at the end of March 2022
- Mandatory vaccinations comprise an important step towards normalcy
- Pandemic-related weak first quarter of 2022. Desire to take holiday trips at a record level, justifying hopes for a strong summer season
- Revenue of about € 560 million, EBITDA of at least € 172 million and consolidated net profit of at least € 20 million expected in 2022
- The crisis is not over: the uncertain development of the pandemic is slowing down the return to normalcy and the freedom of travel – uniform travel regulations across Europe are absolutely necessary to prevent the economy and tourism from experiencing a third crisis year
- Increasing traffic problems in the region remain unsolved

Improved consolidated net profit expected in 2022



29% share price increase since Jan. 2016 outperforms competitors, market capitalisation about € 2.2 billion at the end of 2021



Share price development from 1/1/2016 to 13/1/2022

Financial guidance for 2022



Outlook 2022

Revenue



approx. € 560 million

EBITDA



at least € 172 million

Consolidated net profit



at least € 20 million

Net debt



below € 50 million

CAPEX



approx. € 84 million

COVID-19 vaccination is the most important way out of the crisis – Vienna Airport implements measures



- **High immunisation rate, 90%+ of employees at the site are vaccinated or have recovered**
 - More than 100 companies at the airport site take advantage of the FWAG's in-house COVID-19 vaccination programme
 - Vaccination possible at the Vienna Airport Health Center without pre-registration
 - Stringent protective measures at the workplace (home office, "3G rule", testing and vaccination offering)
- **More than 300,000 antigen and PCR tests at the airport testing station since May 2020**
 - 10% of all tests in Austria at peak times
 - Available seven days a week
 - PCR test results on the same day



Airport hub is also growing in the crisis: new business location projects, modern office and event space



→ Airport Region is growing despite the crisis

- 1,000 new jobs due to increase in business location projects
- New DLH SkyLog Park Vienna with 25.000 m² logistic facilities on 45.000 m² area
- DHL Air sets up headquarters in the AirportCity – 54 new jobs
- Real estate developer Helios Real Estate constructs 70,000 m² logistics centre on 21 hectares



→ Office Park 4 with its AirportCity Space is successfully in operation – state-of-the-art office, event and co-working areas

- 50% capacity utilisation in spite of the crisis
- Red Arrow 2021: award for infrastructure expansion in future critical areas



Vienna Airport well on track to becoming a CO₂ neutral “green airport”



Despite crisis: Company continues its sustainability strategy

→ Conversion to district heat leads to massive CO₂ reduction:

- Industrial waste heat utilisation of the OMV refinery in Schwechat enables environmentally-friendly district heat for Vienna Airport as of 2022
- Thus 85% CO₂ reduction overall since 2012
- Completely CO₂ neutral operations at Vienna Airport starting in 2023



→ As of 2022: Austria's largest photovoltaic plant in operation at Vienna Airport

- Output of about 24 megawatt peak generated by the photovoltaic plant covering 24 hectares – will come on stream in the spring of 2022
- Eight photovoltaic systems will supply 30 million KWh of electricity in the future – a third of VIE's electricity needs!



Revenue from the ticket tax and certificate trading should be earmarked for climate protection



- **Aviation only accounts for 2.7% of global CO₂ emissions** – the sector is already doing its share thanks to CORSIA, certificate trading and local measures

- **Alternative fuels and synthetic kerosene** are the most important levers for enhanced climate protection

- **The technology exists and works with existing engine systems** – the EU Green Deal prescribes the obligation to blend more sustainable fuels – **large-scale production is now needed in Europe!**

- For this reason:
 - **Ticket tax and certificate trading proceeds should be earmarked for the production of CO₂ neutral kerosene!**
 - **National action plan for quick start of production in Austria!**

THANK YOU FOR YOUR ATTENTION!

