

Company Presentation

Flughafen Wien AG

Results for 2009

March 2010



2009 – At a glance

- Total revenue: EUR 501.7 mill.
- EBITDA: EUR 166.5 mill.
- Net profit : EUR 73.4 mill.
after minority interests
- Passengers: 18.1 mill.
(European average of -5.9%*)
- Dividend per share: EUR 2.10
- Dividend yield 6.0%
(as of 31.12.)

* Source: ACI January to December 2009

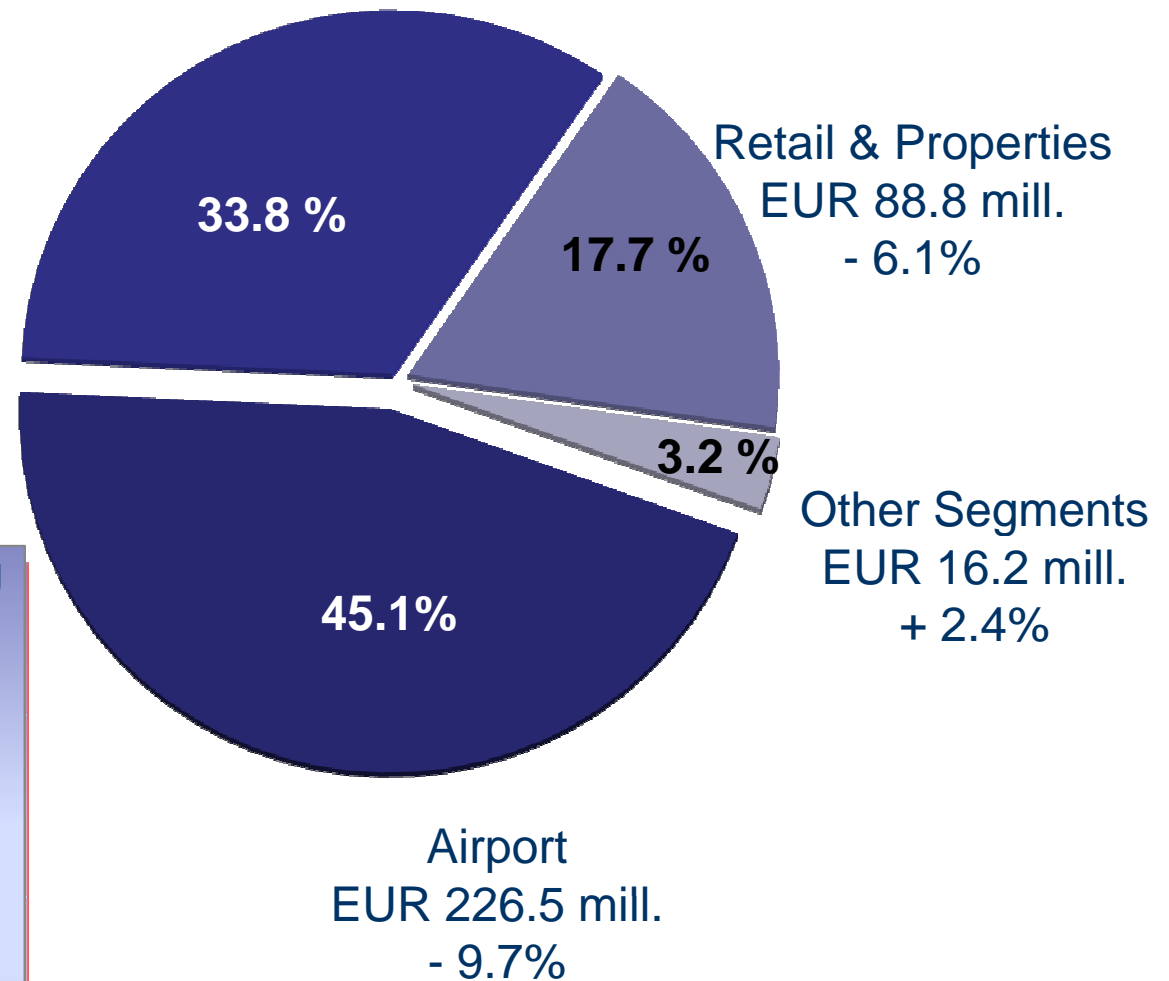
Financial Results 2009

EUR mill.	2009	2008	Change in %
Revenues	501.7	548.1	- 8.5
Other income	15.4	13.2	+ 16.2
Operating income	517.1	561.3	- 7.9
Operating expenses (excl. depreciation)	350.6	359.4	- 2.4
EBITDA	166.5	201.9	- 17.6
Depreciation	66.9	68.7	- 2.5
EBIT	99.6	133.3	- 25.3
Financial results	-3.6	-14.3	- 75.1
EBT	96.0	119.0	- 19.3
Taxes	22.7	27.8	- 18.6
Minority interests	0.0	0.0	n.a.
Net profit after minority interests	73.4	91.1	- 19.5

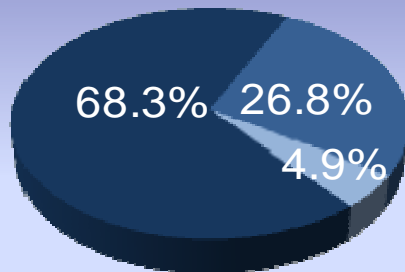
Financial Results 2009

Revenue by Segment

Handling
 EUR 169.8 mill.
 - 8.9%



Revenue structure without Handling



Financial Results 2009

Summary of Operating Expenses

in EUR mill.	2009	2008	Change. in %	
Consumables and services used	37.5	40.0	-	6.3
Personnel expenses	215.4	220.2	-	2.2
Depreciation	66.9	68.7	-	2.5
Other operating expenses	97.7	99.2	-	1.5
Total operating expenses	417.5	428.1	-	2.5

Financial Results 2009

Financial Indicators

in %	2009	2008
EBITDA Margin	33.2	36.8
EBIT Margin	19.9	24.3
ROE	9.3	12.1
ROCE	5.4	8.4
Gearing	77.2	65.3

Investments 2009

Investments in EUR mill.	2009	2008	Change in %	
Intangible assets	2.2	5.2	-	58.0
Property, plant and equipment	221.4	292.9	-	24.4
Financial assets	1.1	0.9	+	19.6
Total	224.7	299.0	-	24.9

Financial Results 2009

Segment Reporting

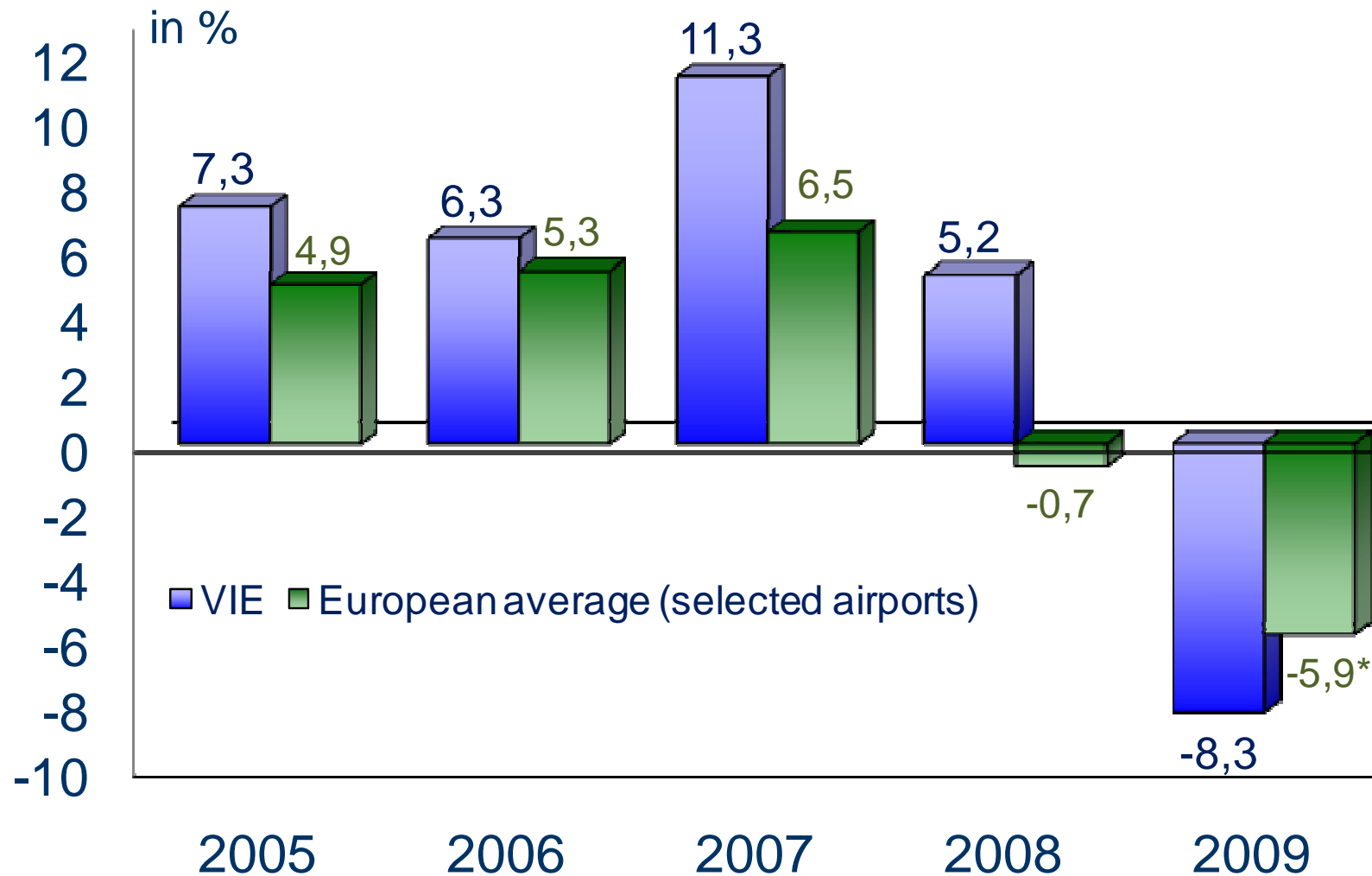
in EUR mill.	2009	2008
<u>Airport</u>		
External segment revenue	226.5	250.8
Segment EBIT	78.7	97.3
EBITDA Margin in %	44.4	48.2
<u>Handling</u>		
External segment revenue	169.8	186.3
Segment EBIT	13.7	16.9
EBITDA Margin in %	10.5	11.7
<u>Retail & Properties</u>		
External segment revenue	88.8	94.6
Segment EBIT	42.8	46.5
EBITDA Margin in %	54.6	54.9
<u>Other Segments</u>		
External segment revenue	16.2	15.8
Segment EBIT	-6.5	-0.2
EBITDA Margin in %	4.7	12.2

Traffic Results 2009 at a glance

- Passenger traffic 2009 - 8.3%
(European average -5.9%*)
- Strong development in traffic to Middle East + 5.7%
- Passengers - Eastern Europe -15.1%
- Passengers – Low-cost carriers - 9.0%
- Share of total passengers - Low-cost carriers 23.1%
-

* Source: ACI Average for the period January - December 2009

Passenger development at selected airports in Europe



* source: ACI Airports Council International – Europe from 12/2009

Traffic Results 2009

Passengers:

18,114,103 (-8.3%)

Transfer passengers:

5,450,308 (-8.2%)

Flight movements:

243,430 (-8.6%)

MTOW (in tonnes):

7,255,079 (-7.1%)

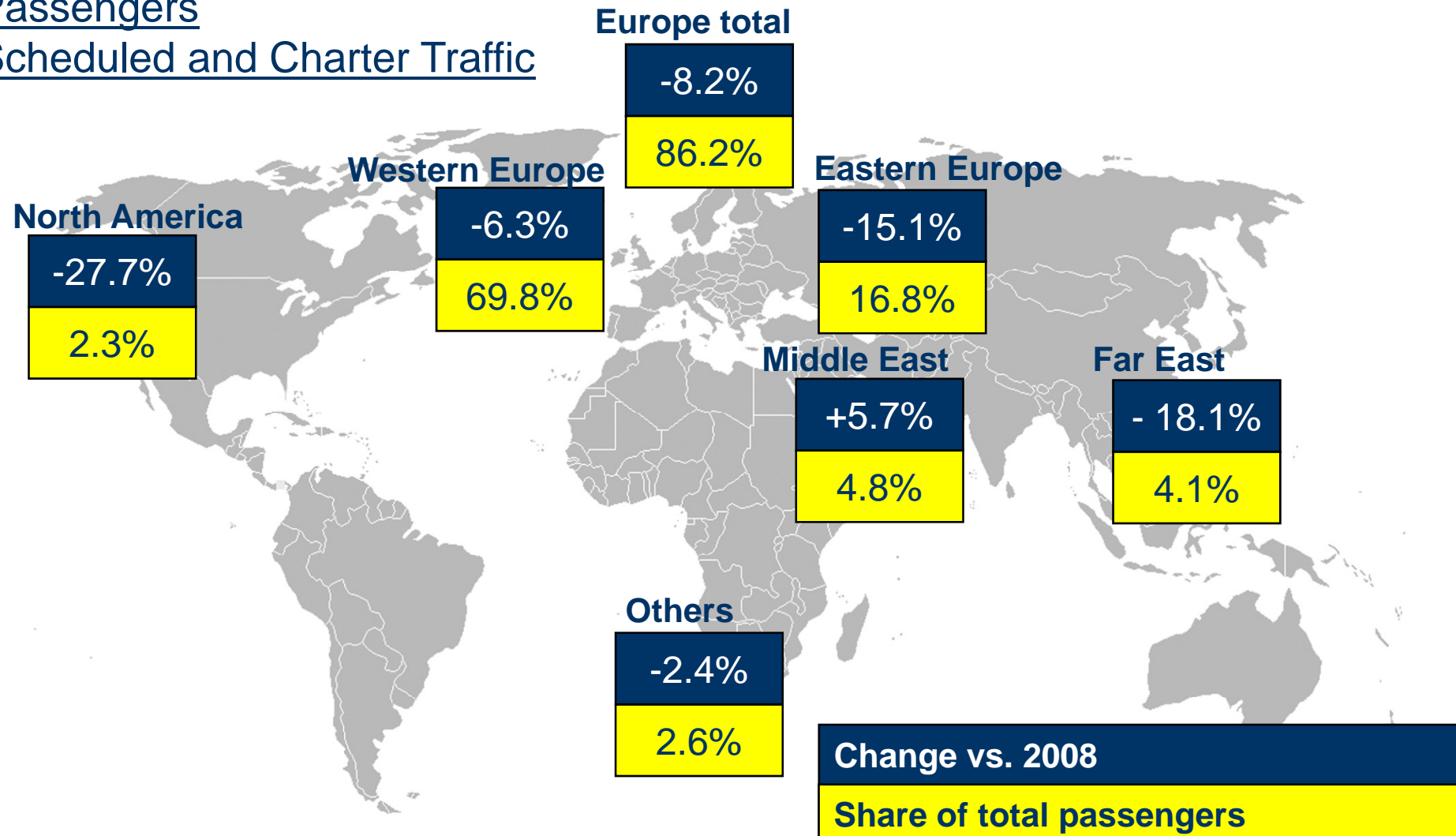
Cargo incl. Trucking (in tonnes):

254,006 (-5.2%)



Traffic Results 2009

Passengers
Scheduled and Charter Traffic



Traffic results 2009

Airlines – share of passengers in %

Airlines	2009	2008
Austrian Airlines Group	49.5	49.6
Niki	9.2	7.0
Air Berlin	7.5	6.7
Lufthansa	5.6	5.2
SkyEurope	2.6	6.0
Germanwings	2.1	2.5
Swiss Int.	1.9	1.6
British Airways	1.8	1.6
Air France	1.6	1.5
Turkish Airlines	1.2	1.0
Others	17.0	17.3

Traffic results 2009

Airlines

Number of airlines in 2009: 79 (2008: 75)

Destinations

Number of destinations in 2009: 187 (2008: 187)

Flightplan Summer 2010

New destinations:

- **Niki:** Barcelona (7 x / week), Nizza (7 x / week), Copenhagen (6 x / week)
- **Germanwings:** Hannover – Langenhagen (12 x / week)
- **Alitalia:** Rom (14 x / week)
- **Blue Air:** Larnaca (3 x / week)
- **Sun Express:** Izmir (3 x / week), Istanbul (2 x / week)

Additional frequencies to:

Antalya, London Heathrow, Bucharest, Belgrade

Traffic Results January to February 2010

	January 2010	February 2010	January to February 2010	Forecast 2010
Passengers	1,202,594	1,197,138	2,399,732	
Change in %	+4.1	+5.4	+4.7	+3%
MTOW (in tonnes)	555,334	523,873	1,079,207	
Change in %	+1.0	+1.4	+1.2	+6%
Flight movements	18,455	17,782	36,237	
Change in %	-2.7	-0.4	-1.6	+1%
Cargo incl. trucking (in tonnes)	21,226	22,010	43,236	
Change in %	+30.8	+25.7	+28.1	

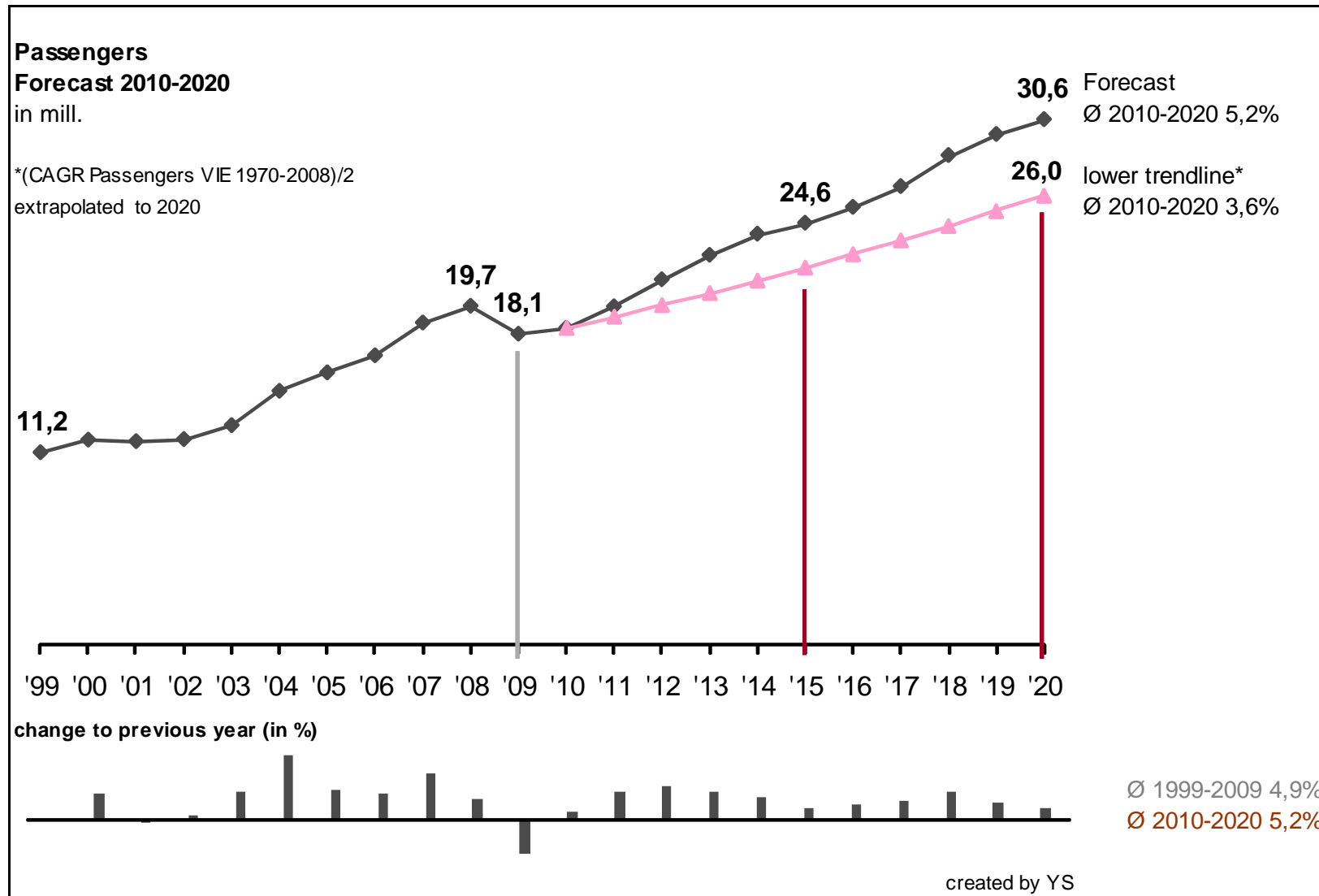
Vienna International Airport

Key advantages support the hub function

Key advantages

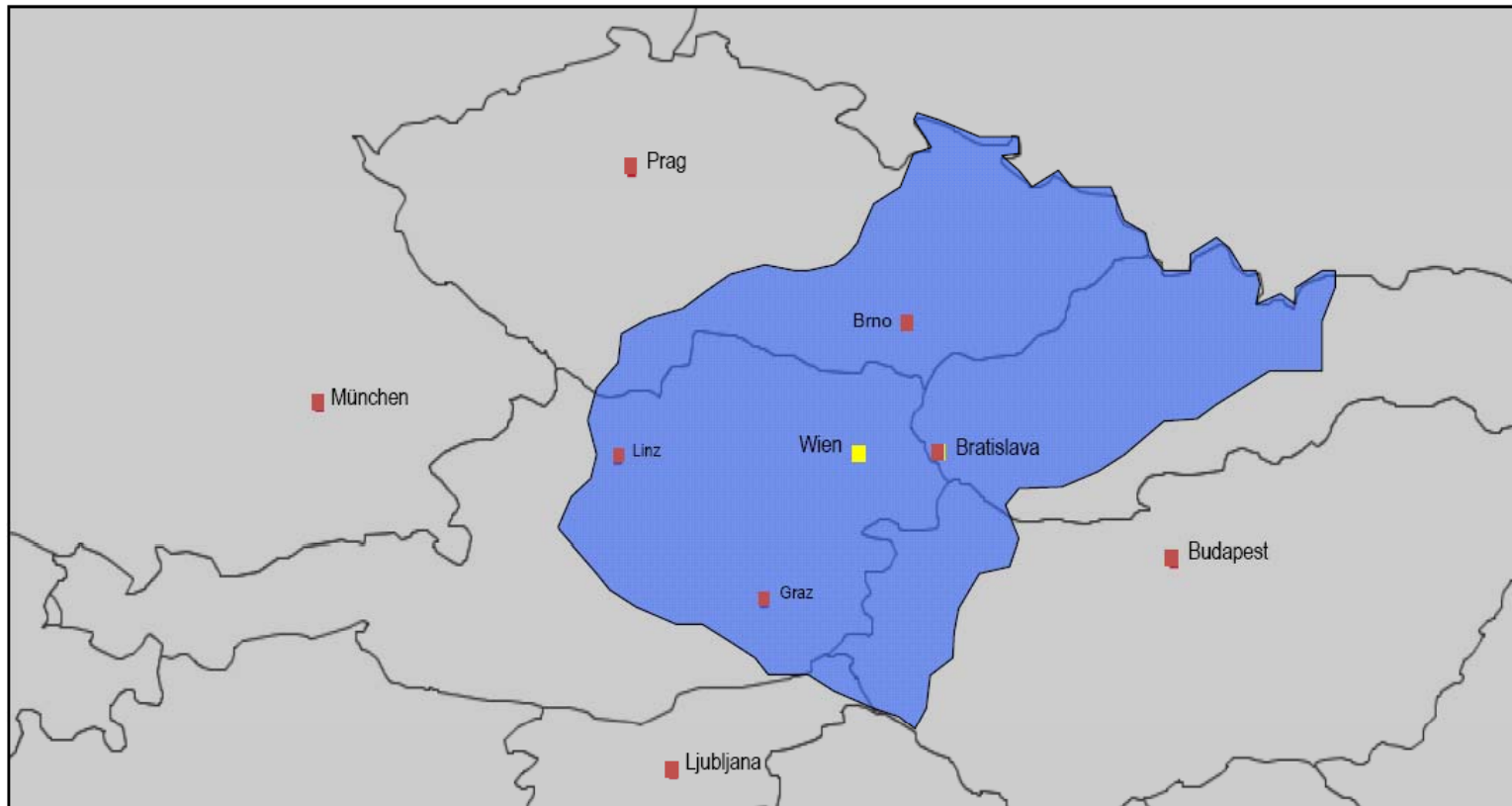
1. Location
2. Quality
3. Capacity
4. Tariffs and incentives

Long-Term Forecast 1999 - 2020



1.1 Catchment area

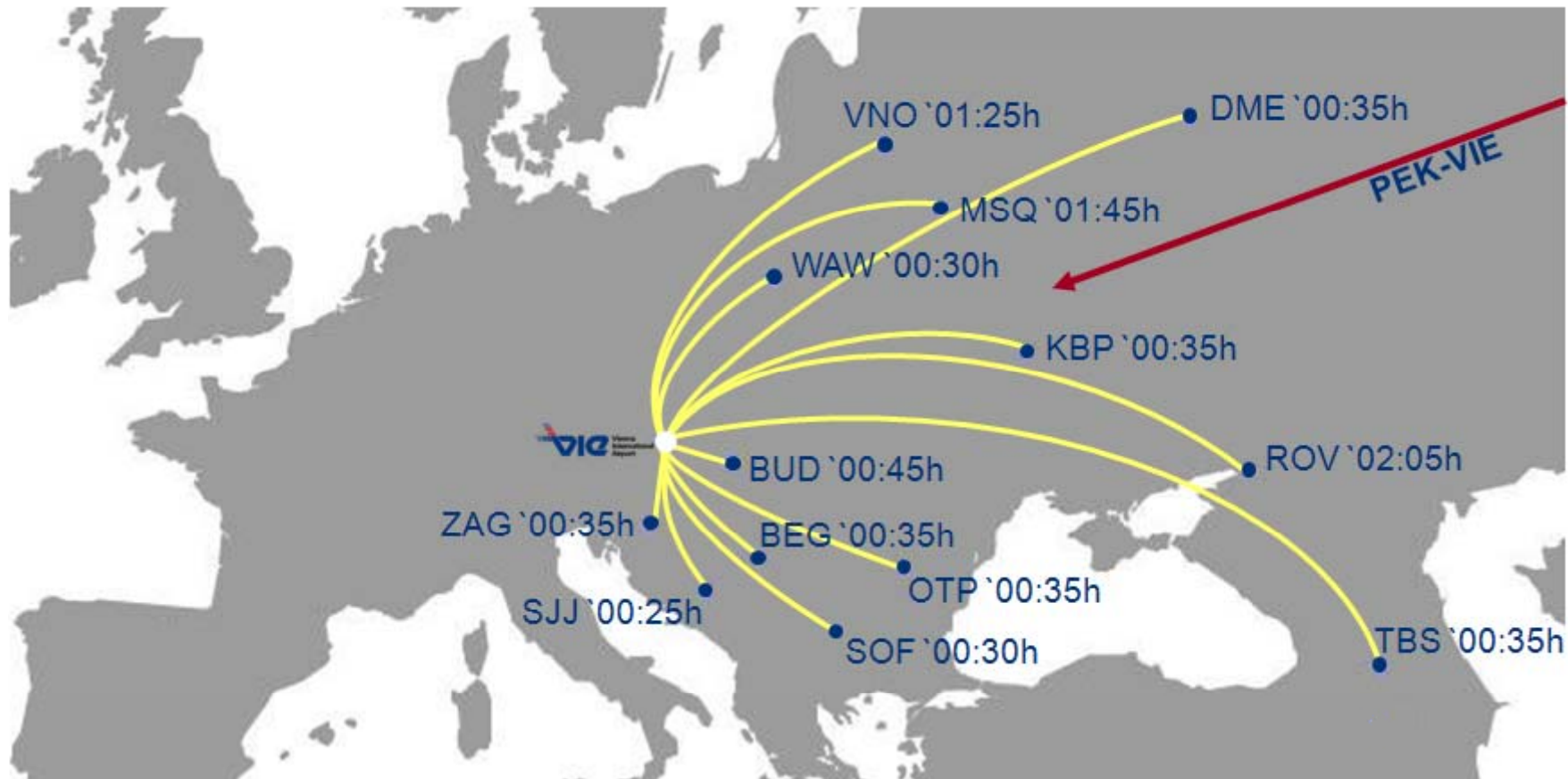
Approx. 14.3 million people live in the catchment area



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

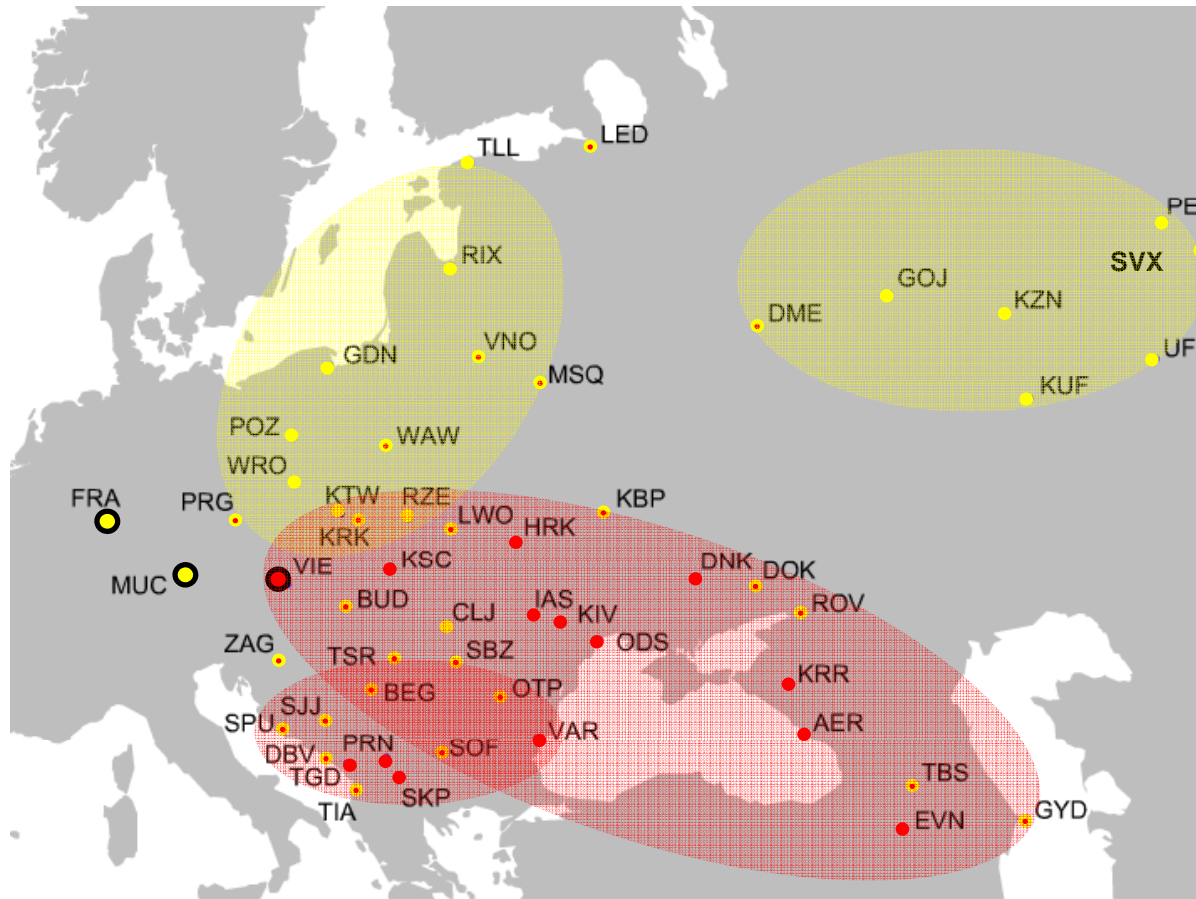
1.2 Geographical location

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



Source: Online flight plan information from Austrian and Lufthansa

1.3 Markets



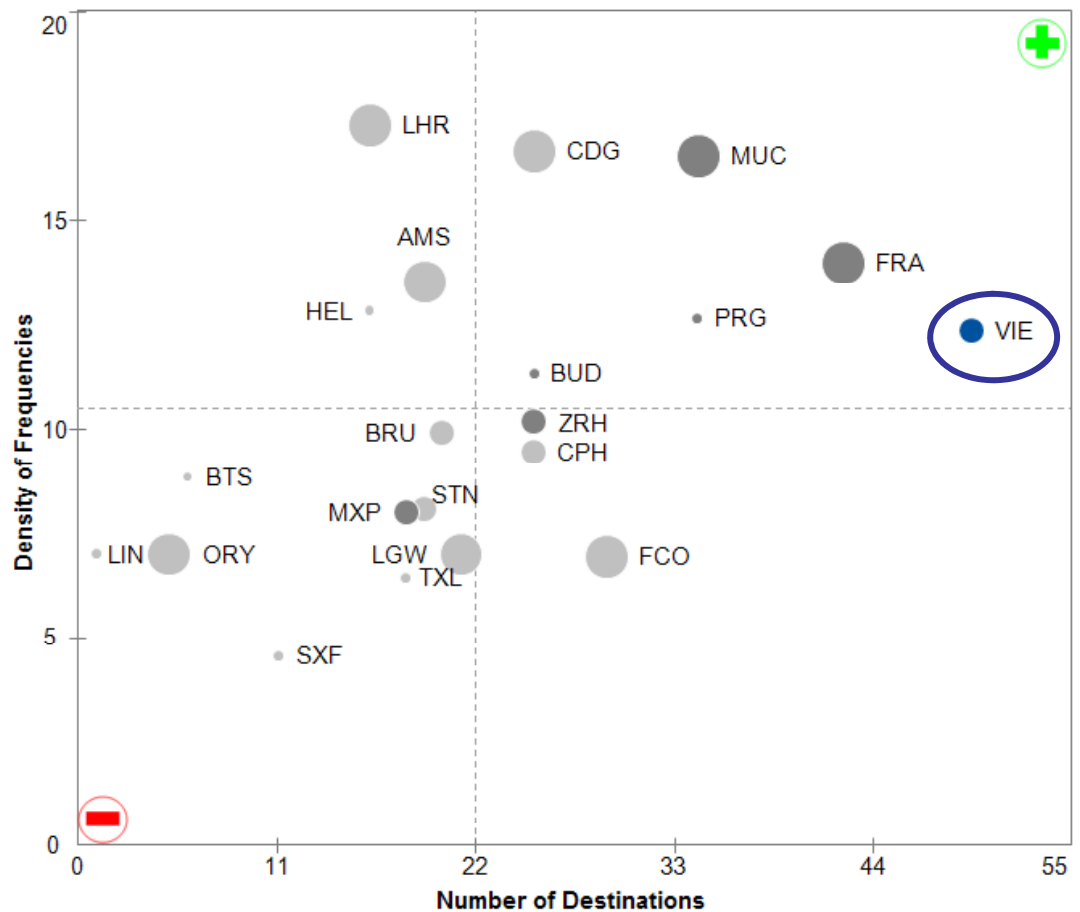
AUA and LH flights to Eastern Europe

- Eastern Europe
- LH & OS
 - LH
 - OS
 - LH focus regions
 - OS focus regions

Source: OAG, week 25, as of 24.08.2009

1.4 Positioning of the airport in Eastern Europe

High frequencies, maximum destinations



Source: OAG, June 2009, inkl. Ekaterinburg

Highest number of East European destinations in comparison

2.1 VIE's top quality standards

I 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

I Short routes & comfortable transfers for passengers

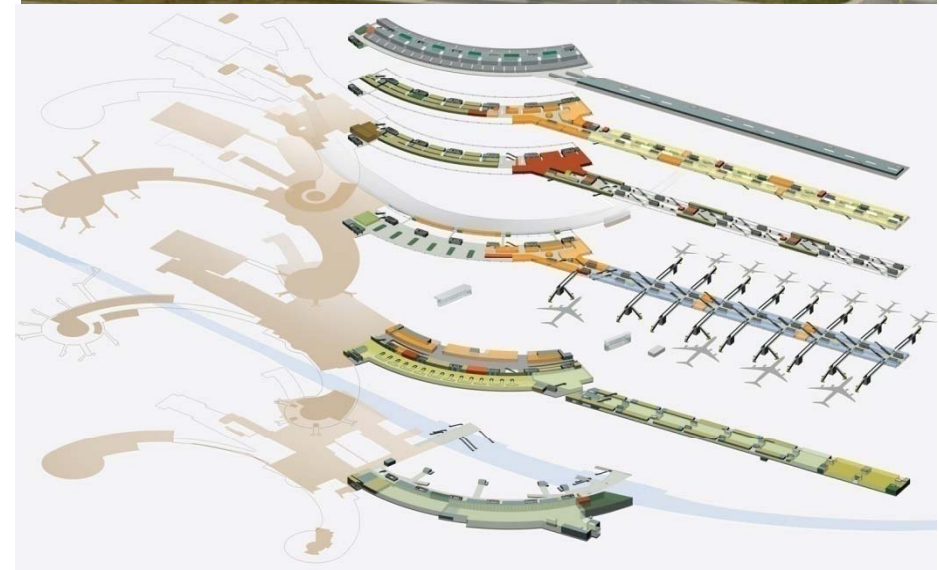
- "One-roof concept"

I Outstanding turnaround time (A320: ~40 minutes)

3.1. Capacity

Skylink

- **Gross floor space :**
 - Terminal: 76,000 m²
 - Pier: 71,000 m²
- **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 m²
 - Gastronomy areas: 3.700 m²
- **One-roof-concept**
- **Three-floor-concept**



3.1. Capacity

Skylink

- Start of operations: 1st half of 2012
- Total costs: EUR 830 mill.



3.2 Non-aviation

First-class service and comfort

Terminal expansion Skylink:

- Substantial increase in gastronomy and shopping areas

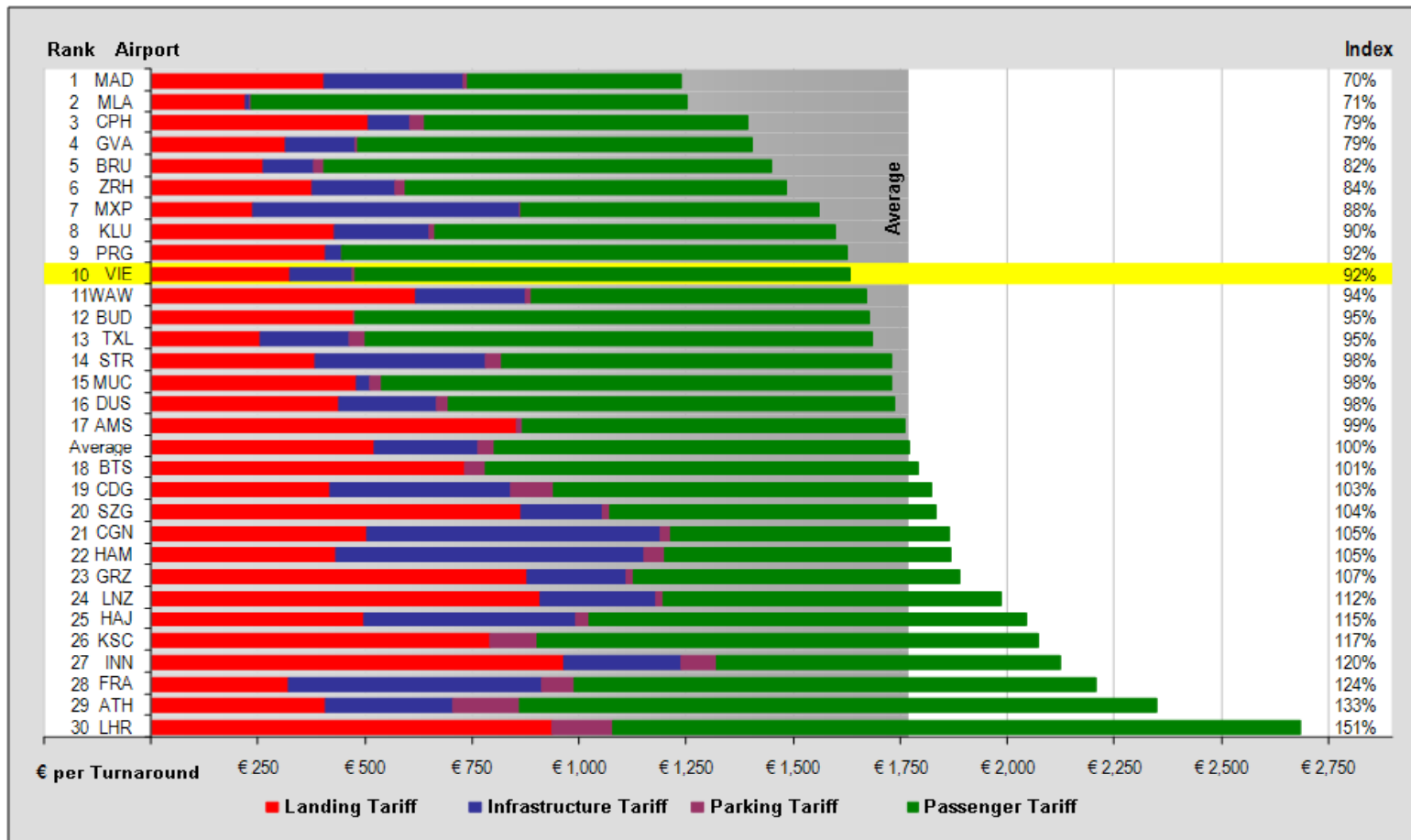
	Available space 2009	Decrease in space with opening Skylink	Additional space Skylink	Total space with opening Skylink	Additional space in T2 and Pier West	Total space
Shops / gastronomy	11,000 m ²	- 1,500 m ²	9,600 m ²	19,100 m ²	2,500 m ²	21,600 m ²

Parking :

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

4.1 Competitive tariffs and attractive incentives

Better than the European average*



* All airlines, all fees, including incentives

4.1 Competitive tariffs and attractive incentives

Change in tariff regulation as of 1.1.2010

- 13% 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

International Investments

Kosice Airport

352,428 passengers 2009 (-40.4%)

Revenue 2009: EUR 10.8 mill. (-21.6%)

Results for the period 1-9/2009: EUR 2.0 mill. (-22.7%)

Malta International Airport

2,918,664 million passengers 2009 (-6.1%)

Revenue 2009: EUR 46.1 mill. (+2.6%)

Results for period 1-9/2009: EUR 8.7 mill. (+1.3%)

Friedrichshafen Airport

578,475 passengers 2009 (-11.0%)

Revenue 2009: EUR 9.3 mill. (-8.1%)

Results for period 2009: : EUR -2.5 mill. (-122,3%)



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Results for 2009

