

FLUGHAFEN WIEN AG

Traffic Results 2017 and
Business Outlook for 2018



Despite market consolidation: 2017 marked numerous records set by Vienna Airport



✈ **Record passenger volume**

- Flughafen Wien Group handles 2.0 million passengers more (+6.9%), reaching 30.9 million passengers for the first time
- Vienna Airport reports increase in passenger volume of one million (+4.5%), registering 24.4 million passengers for the first time (in spite of airberlin/NIKI crisis)

✈ **Lufthansa Group as the main growth driver (+18.8% passengers)**

- More than 2.5 million additional passengers, primarily due to Austrian Airlines (+1,398,527) and Eurowings¹ (+983,297) in 2017

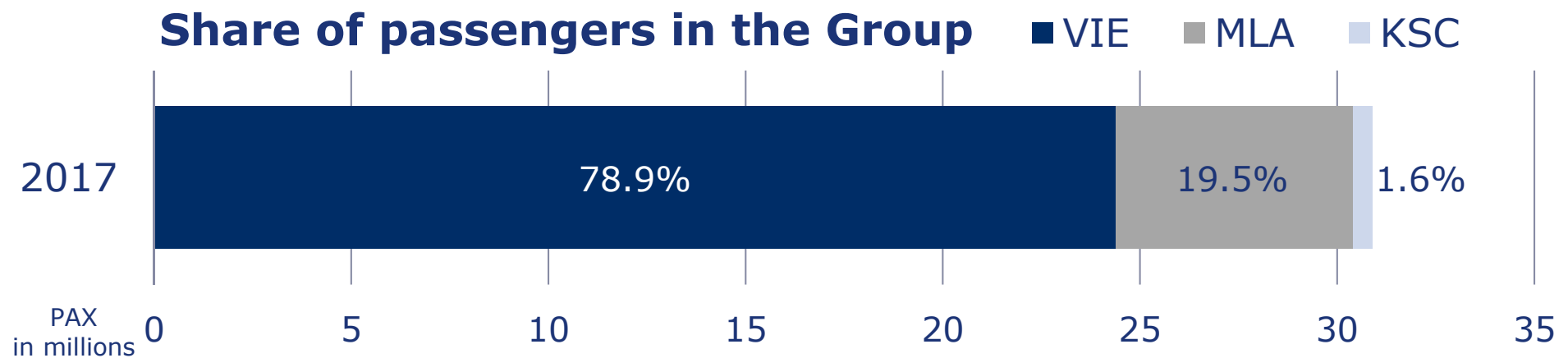
✈ **Growth strategy focuses on successful expansion of low-cost segment and long-haul routes**

- Low-cost segment generates growth of 1.2 million passengers (+43.9%)
- New long-haul flight connections in 2017: Bangkok, Los Angeles and Mahé

Traffic development in 2017: Flughafen Wien Group



Group passenger development	2017	2016	Δ in %
Vienna Airport (millions)	24.4	23.4	+4.5
Malta Airport (millions)	6.0	5.1	+17.5
Kosice Airport (millions)	0.5	0.4	+13.8
Vienna Airport and its strategic investments (VIE, MLA, KSC)	30.9	28.9	+6.9



3 Total number of passengers includes local, transfer and transit passengers.
Retroactive adjustment of comparative figures for 2016.

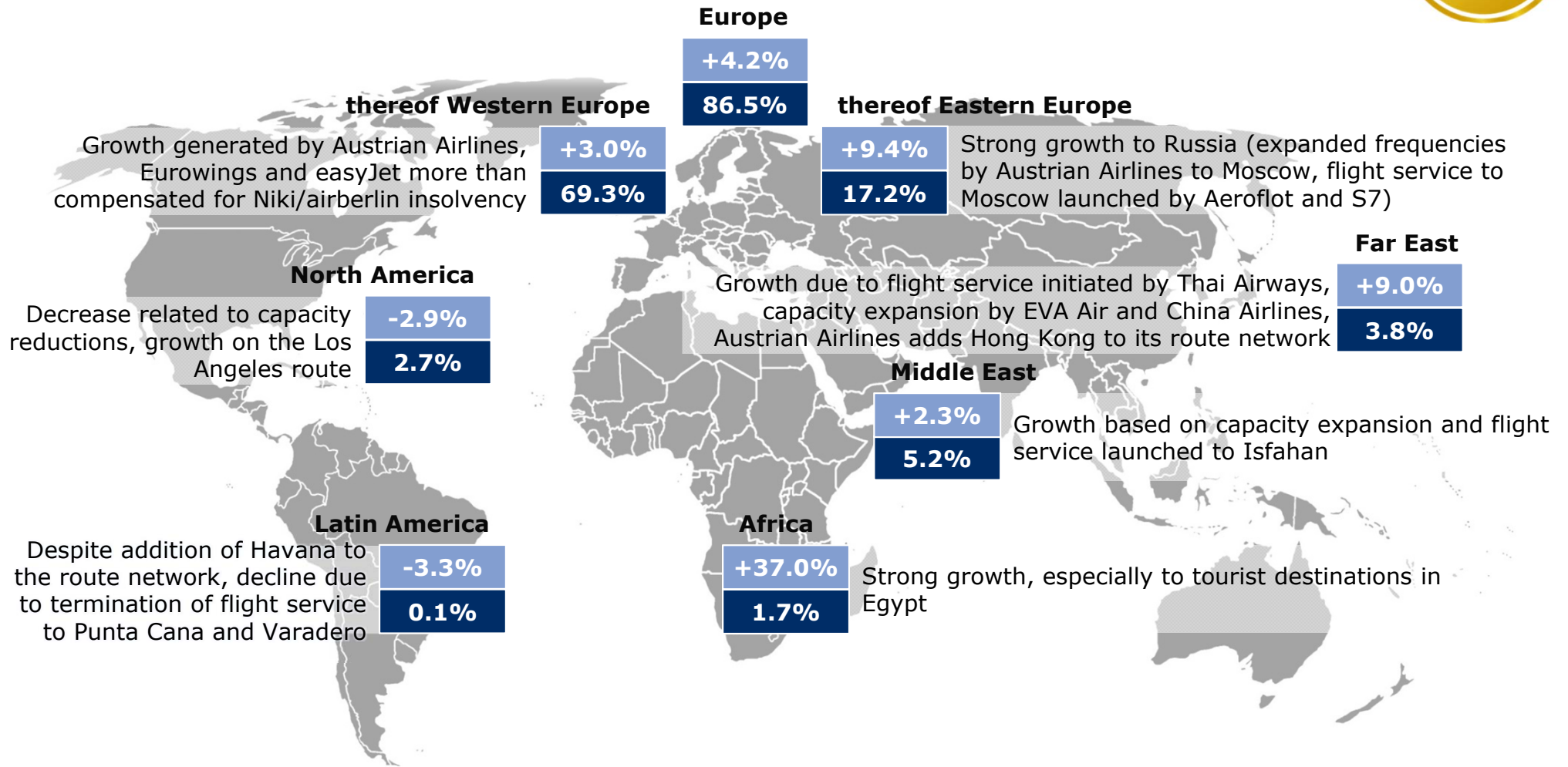
Traffic development in 2017

Flughafen Wien AG (Vienna Airport)



Traffic development at Vienna Airport	2017	2016	Δ in %
Passengers (millions)	24.4	23.4	+4.5
Local passengers (millions)	17.8	17.1	+4.5
Transfer passengers (millions)	6.4	6.2	+4.4
Flight movements (in 1,000)	224.6	226.4	-0.8
MTOW (millions of tons)	8.8	8.7	+2.1
Seats (arrivals and departures, millions)	32.8	31.9	+2.6
Seat load factor (percent)	74.8	73.4	+1.3%p.
Cargo incl. trucking (in 1,000 tons)	288.0	282.7	+1.9

74 airlines serve 195 destinations in 70 countries



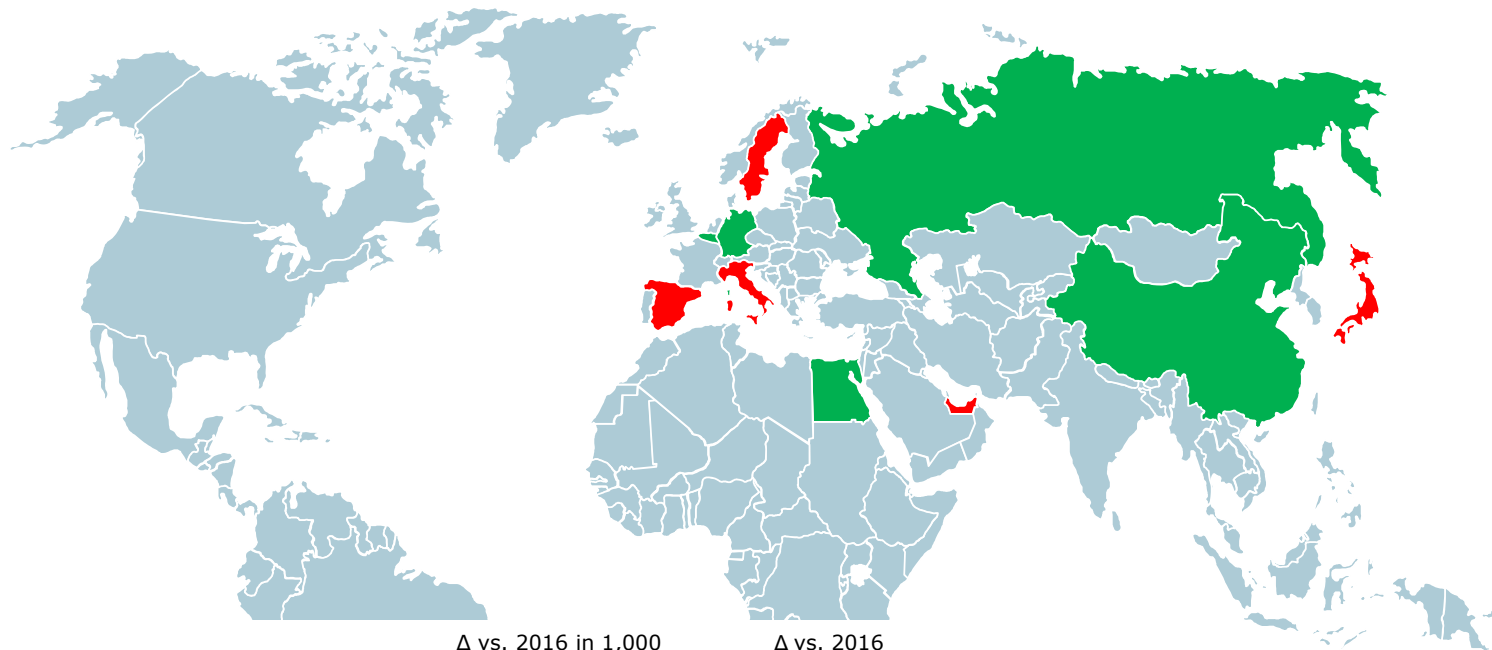
Passenger growth compared to previous year
Share of total passenger volume

Departed passengers, 2017 development compared to 2016 and share of total passenger volume in 2017

Country highlights in 2017

Total number of passengers, change vs. 2016

TOP 5 countries with respect to growth/decline



	Δ vs. 2016 in 1,000	Δ vs. 2016
Spanien	-96	-7.1%
Japan	-96	-100.0%
Italien	-48	-4.1%
Schweden	-23	-7.9%
Ver. Arab. Emirate	-21	-4.2%
Deutschland	+245	+5.0%
Russische Union	+165	+30.7%
China inkl. Hongkong	+122	+47.1%
Ägypten	+73	+40.2%
Belgien	+73	+18.3%

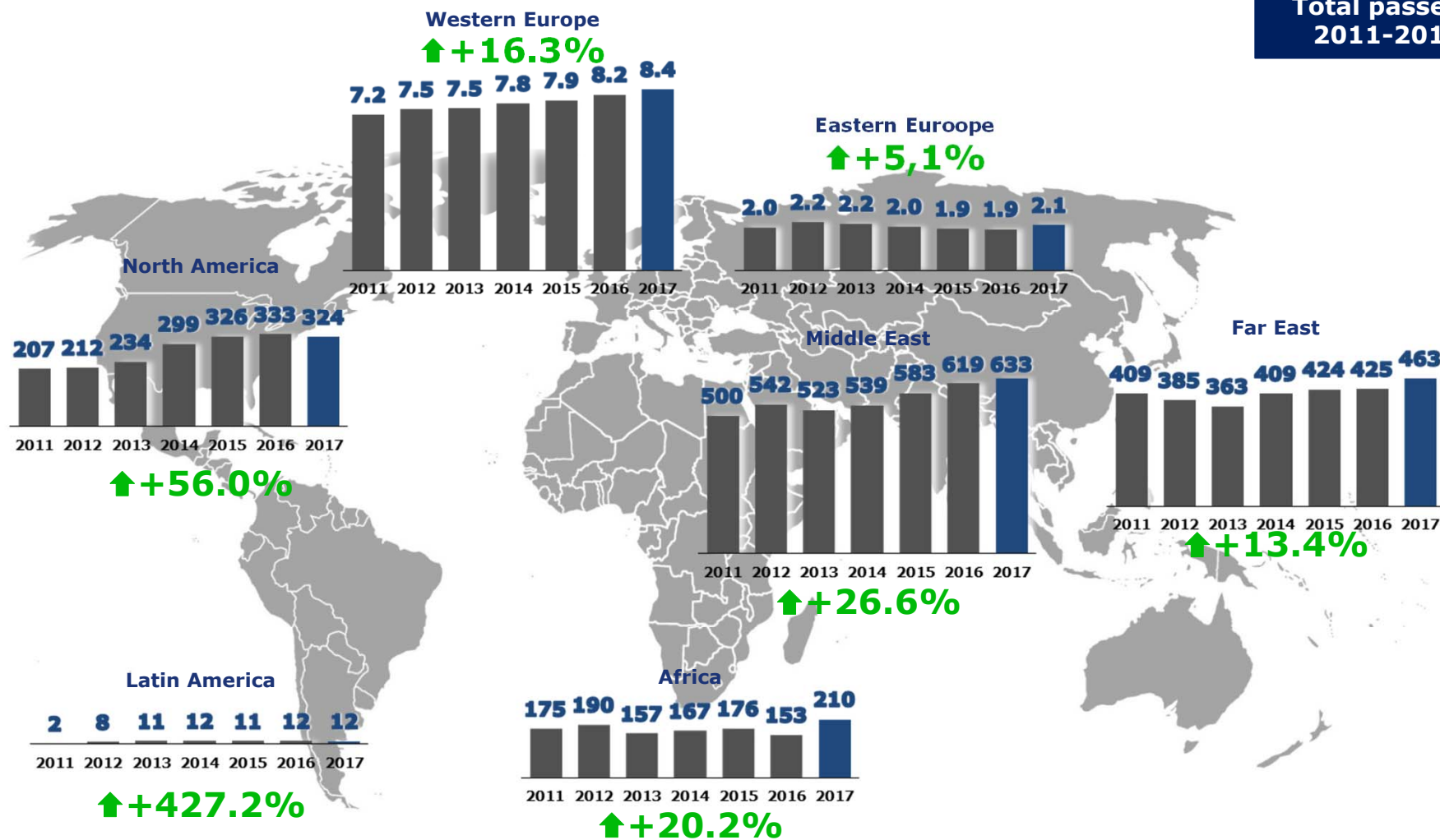
Top 5 countries in 2017:

- ✈ Germany: 5,170,620 passengers (21.2%)
- ✈ Switzerland: 1,431,238 passengers (5.9%)
- ✈ UK: 1,424,155 passengers (5.8%)
- ✈ France: 1,151,226 passengers (4.7%)
- ✈ Netherlands: 838,669 passengers (3.4%)

Strategic goal to expand long-haul flight service: strong passenger growth since 2011



**Total passenger growth
2011-2017: +15.6%**



Departed passengers, European figures in millions, other regions in thousands

Shares of scheduled carriers



2017	Share in %	Passengers	PAX Δ% vs. 2016
1. Austrian	48.4	11,801,152	+13.4
2. Eurowings & Germanwings	9.3	2,258,414	+77.1
3. Lufthansa	3.7	905,232	+0.2
4. easyJet Group ¹	3.3	810,370	+28.9
5. airberlin	3.3	807,892	-43.9
6. NIKI	2.5	621,202	-71.2
7. Turkish Airlines	2.1	500,238	+4.8
8. British Airways	1.9	463,743	-8.0
9. Emirates	1.9	462,539	+10.1
10. SWISS	1.9	462,297	+19.6
11. KLM Royal Dutch Airlines	1.6	383,797	+10.2
12. Aeroflot	1.3	324,067	+17.3
13. Air France	1.2	289,689	+6.8
14. Vueling Airlines	1.0	251,195	+9.1
15. Iberia	0.9	214,868	+5.4
Other	15.7	3,836,110	+12.0
Total	100.0	24,392,805	+4.5
thereof Lufthansa Group ²	64.1	15,631,457	+18.8
thereof airberlin & NIKI	5.9	1,429,094	-60.3
thereof low-cost carriers	16.4	4,004,051	+43.9

Successful year for strategic investments: Malta International Airport



- ✈ Record: 6.0 million passengers in 2017 (+17.5%)
- ✈ Top 3 markets: Great Britain (24.6%), Italy (20.4%), Germany (13.4%)
- ✈ Top 3 airlines: Ryanair (36.4%), Air Malta (27.6%), easyJet (5.4%)

Successful year for strategic investments: Kosice International Airport

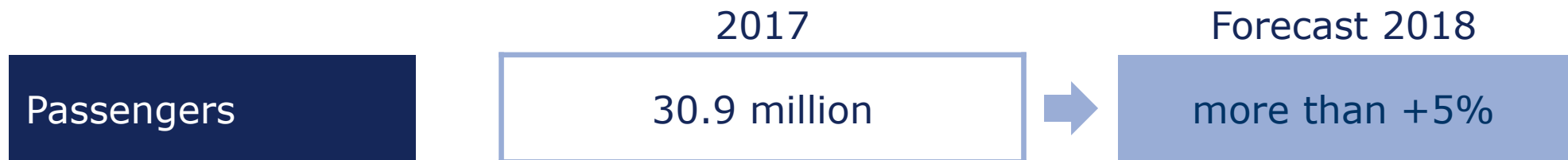


- ✈ Record: About 500,000 passengers in 2017 (+13.8%)
- ✈ Top 3 markets: Great Britain (31%), Germany (14%), Turkey (11%)
- ✈ Top 3 airlines: Wizz Air (42%), Czech Airlines (14%), Austrian Airlines (10%)

Traffic forecast for 2018



Flughafen Wien Group:



Flughafen Wien AG:



Growth impetus in 2018



Flughafen Wien Group:

- ✈ Forecast for Malta International Airport: 7%-9% increase in passengers
- ✈ 16 new flight connections in the summer flight schedule 2018

Vienna Airport:

- ✈ Passenger growth in 2017 to continue unabatedly in 2018
- ✈ Share of low-cost carriers to exceed 21% (2017: 16.4%)
 - Growth of easyJet, +300,000 passengers for Wizz Air, reduction of ticket tax is a positive factor for the airport site
- ✈ Share of Lufthansa Group to rise above 65% (2017: 64.1%)
 - Growth of Austrian Airlines and Eurowings
- ✈ Strong growth of intercontinental flight traffic, particularly in the Far East (more than 30%), share of total passenger volume to exceed 14% (2017: 13.5%)
- ✈ Outcome of sales process for NIKI remains to be seen

New routes and flight service cancellations in 2018



- ✈ **11 new destinations**
- ✈ **including 2 new long-haul destinations**
- ✈ **5 new CEE destinations (total of 44)**

✈ **Austrian Airlines**
New: Cape Town, Tokyo



✈ **easyjet**
New: Berlin TXL, Milan MXP, Basel



✈ **Vueling**
New: Palma de Mallorca



✈ **Wizz Air**
New: Bari, Bergen, Billund, Dortmund, Gdansk, Kutaisi, Larnaca, Malta, Nis, Ohrid, Rome, Tel Aviv, Tuzla, Tenerife, Thessaloniki, Valencia, Varna



✈ **Eurowings**
New: Catania, Calvi, Chania, Corfu, Heraklion, Kos, Larnaca, Tenerife, Rhodes
Service terminated: Agadir, Malta



✈ **Volotea**
New: Bilbao



✈ **EVA Air**
New: additional direct flight to Taipeh as of March 10, 2018



✈ **Ethiopian Airlines**
Daily to Addis Abeba as of June 1, 2018
(+3 to 7 frequencies)



✈ **Air Malta**
New: Catania

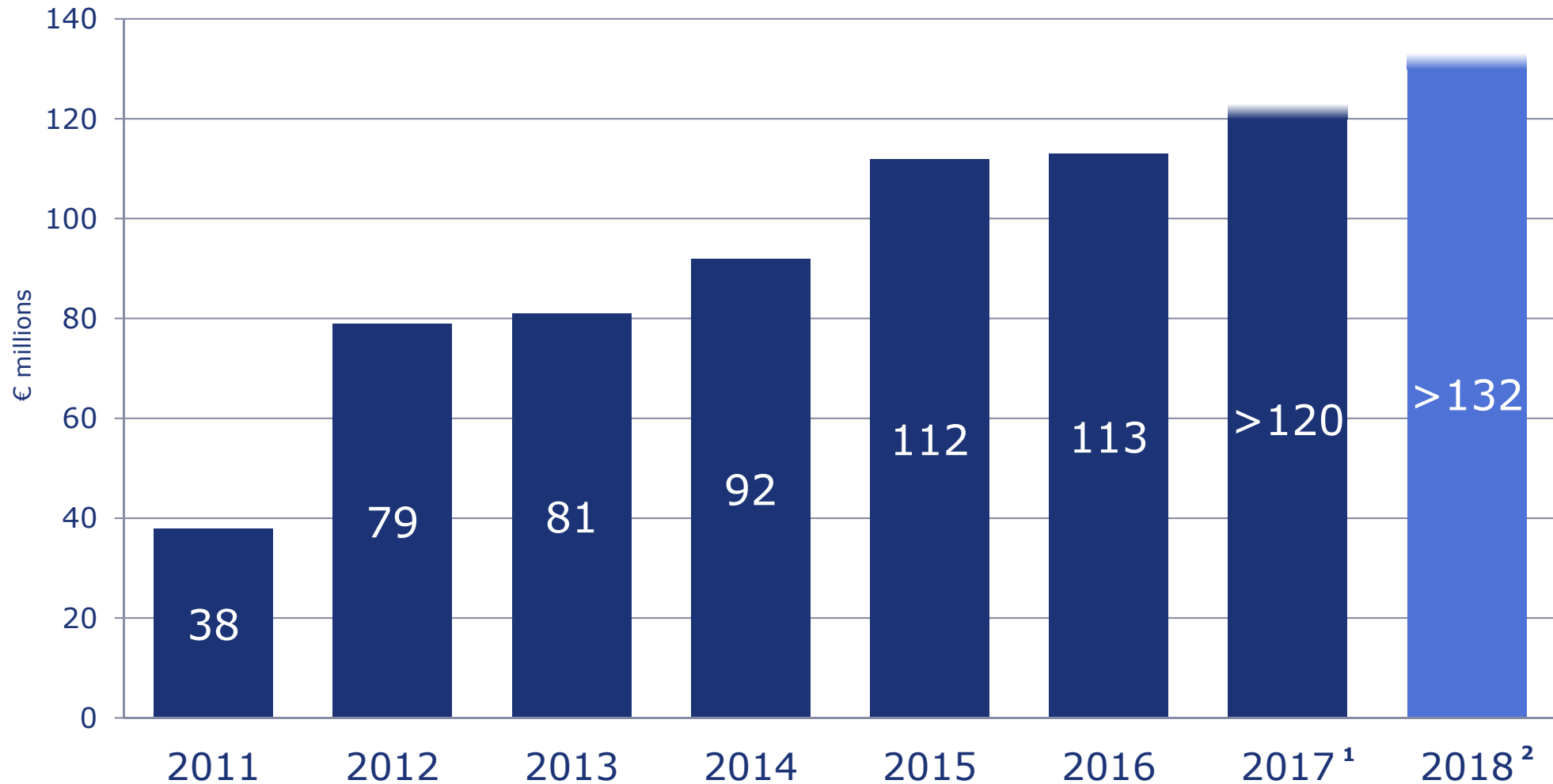




BUSINESS DEVELOPMENT AND FINANCIAL GUIDANCE FOR 2018



Ongoing increase in the net profit for the period since 2011 will continue in 2018

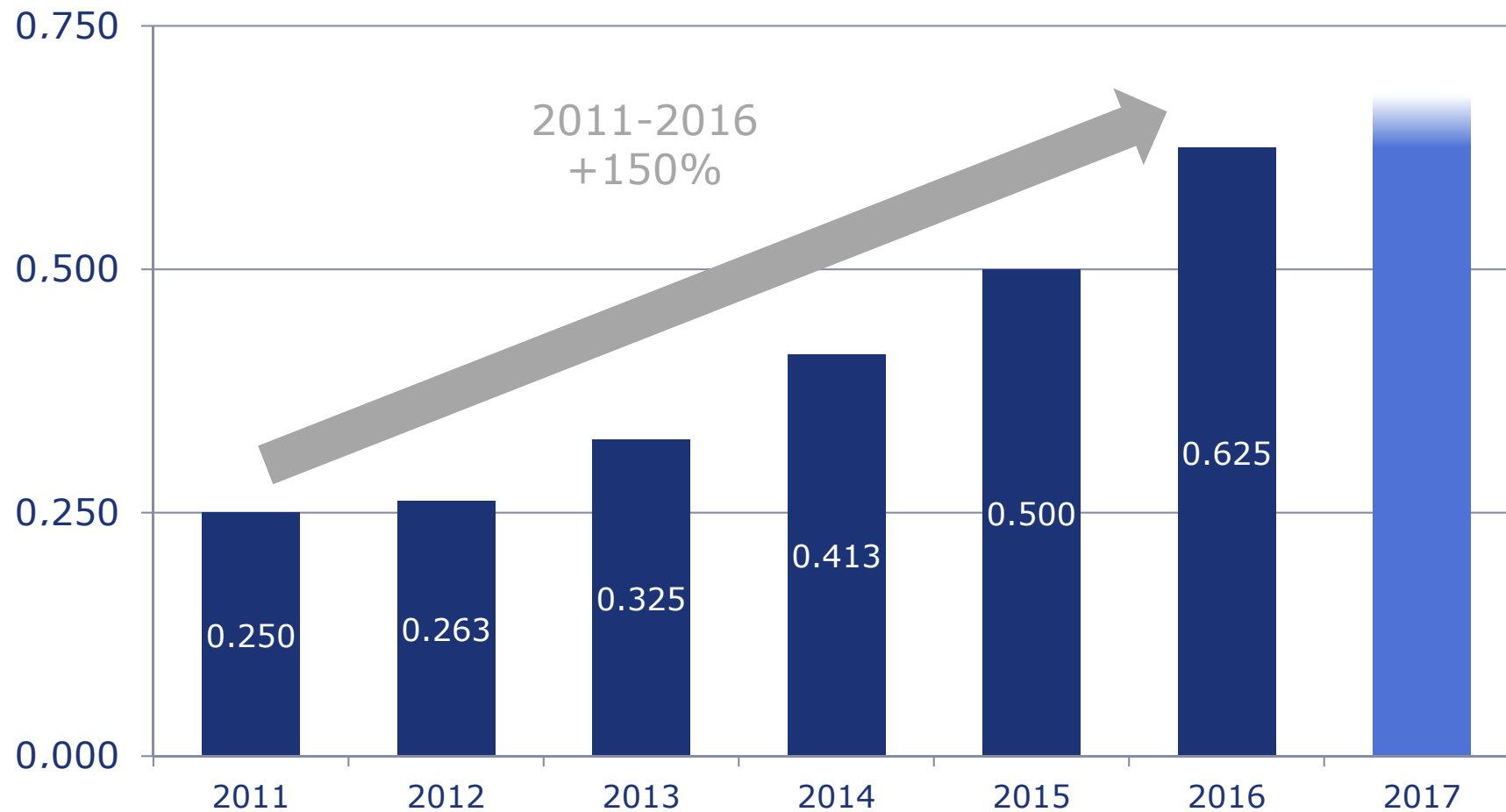


Further dividend increase expected in 2017

Development 2011-2016: +150%



Dividends (€/share)



Expectations and demands for 2018



- ✈ Stable revenue development, increases in EBITDA and net profit, further reduction of net debt
- ✈ Higher dividend for 2017 due to the improvement of the results
- ✈ Higher investment volume for 2018 at € 175 million
- ✈ Further expansion of energy efficiency measures at the Vienna Airport site and continuation of the marketing offensive for the Airport City and Airport Region in 2018

- ✈ Implementation of plans to simplify procedures and streamline bureaucracy as stipulated in the government programme
- ✈ Urgently needed improvement of traffic situation on the Eastern Highway – Lobau Tunnel – railway link to Bratislava

The Airport City continues to grow

Higher investments, new companies launch operations, attractive office offering, new services



- ✈ Business location projects – demand remains high
- ✈ More than 1,000 new jobs to be created at the airport site in 2018
- ✈ DHL concluding work to set up operations at the airport – Cargo Partner to open in the spring of 2018
- ✈ Search for business partners for third airport hotel to begin in the near future
- ✈ New health centre in the implementation phase
- ✈ 25,000 m² of new office space and € 60 million investments: Office Park 4 to be completed at the beginning of 2020



Massive efforts to enhance energy efficiency

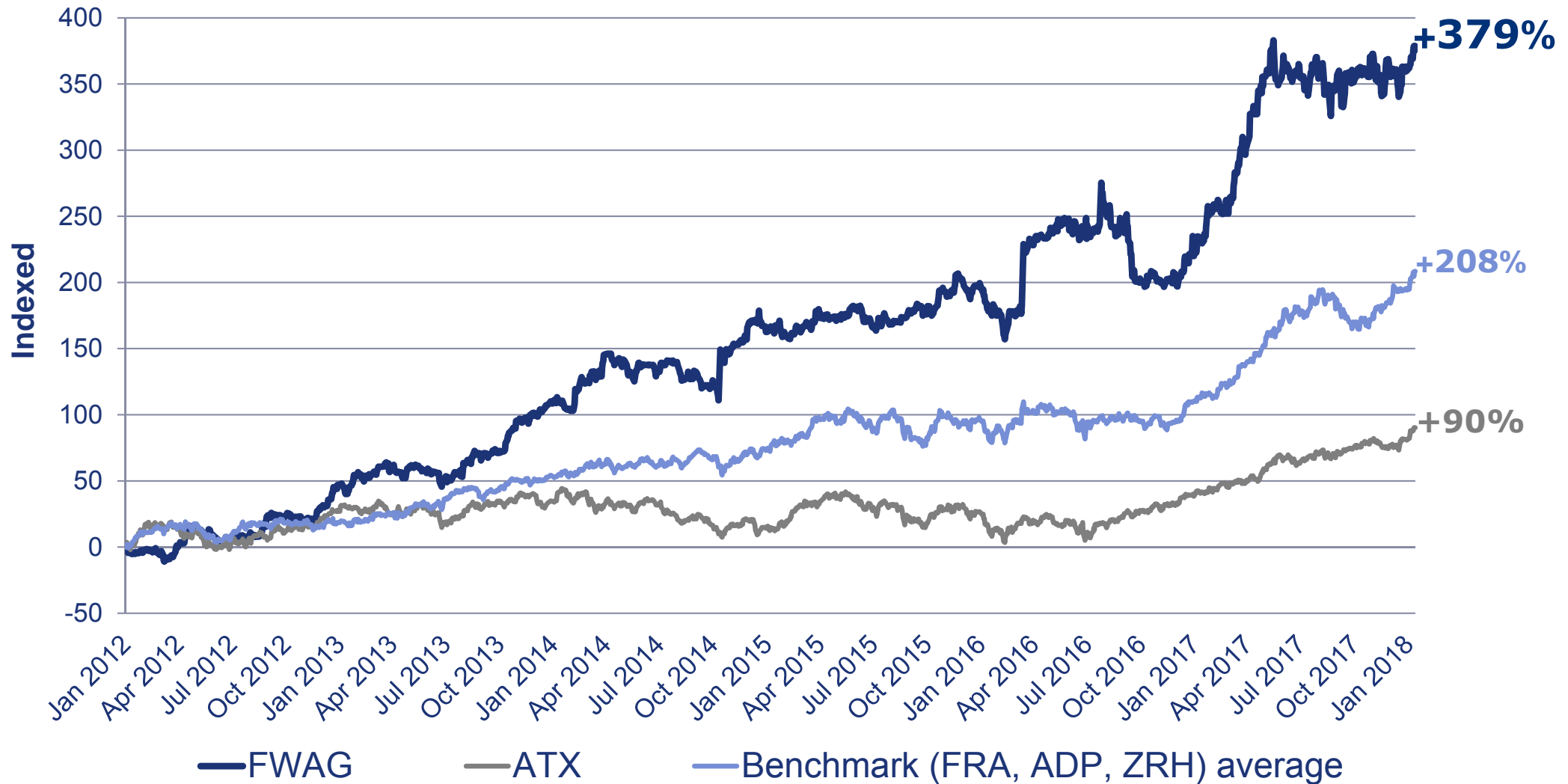


- ✈ Austrian Sustainable Building Council (ÖGNI) certificate for Office Park 4 and Airport City, "Klimaaktiv" (climate protection) award 2017 for Flughafen Wien AG
- ✈ EVN biomass facility for Airport Region to commence operations in the spring of 2018
- ✈ Another photovoltaic facility with 8,000 m² will come on stream in 2018
- ✈ Positive impact of airport energy efficiency research project with Vienna University of Technology: energy consumption per passenger cut by 22%, CO₂ emissions down 30%
- ✈ New energy efficiency projects for electromobility and energy optimisation supported by Austrian Research Promotion Agency



Share price development since January 2012: +379%

Market capitalisation about € 3 billion



Positive outlook for 2018 – Substantial rise in earnings and investments planned



Outlook 2018 (Outlook 2017)

Revenue



> € 755 million (> € 740 million)

EBITDA



> € 325 million (> € 315 million)

Consolidated net profit



> € 132 million (> € 120 million)

Net debt



< € 300 million (< 350 million)

CAPEX



> € 175 million (> € 100 million)

THANK YOU FOR YOUR ATTENTION!

