

FLUGHAFEN WIEN GROUP



CONTENTS



✈ FY 2018 Results

- ✈ Financial results p.3
- ✈ Segment results p.20
- ✈ Traffic results p.31

✈ Appendix

- ✈ Vienna Airport at a Glance p.44
- ✈ The Share p.52
- ✈ Terminal Development Project p.52



FLUGHAFEN WIEN GROUP

Successful track record in 2018

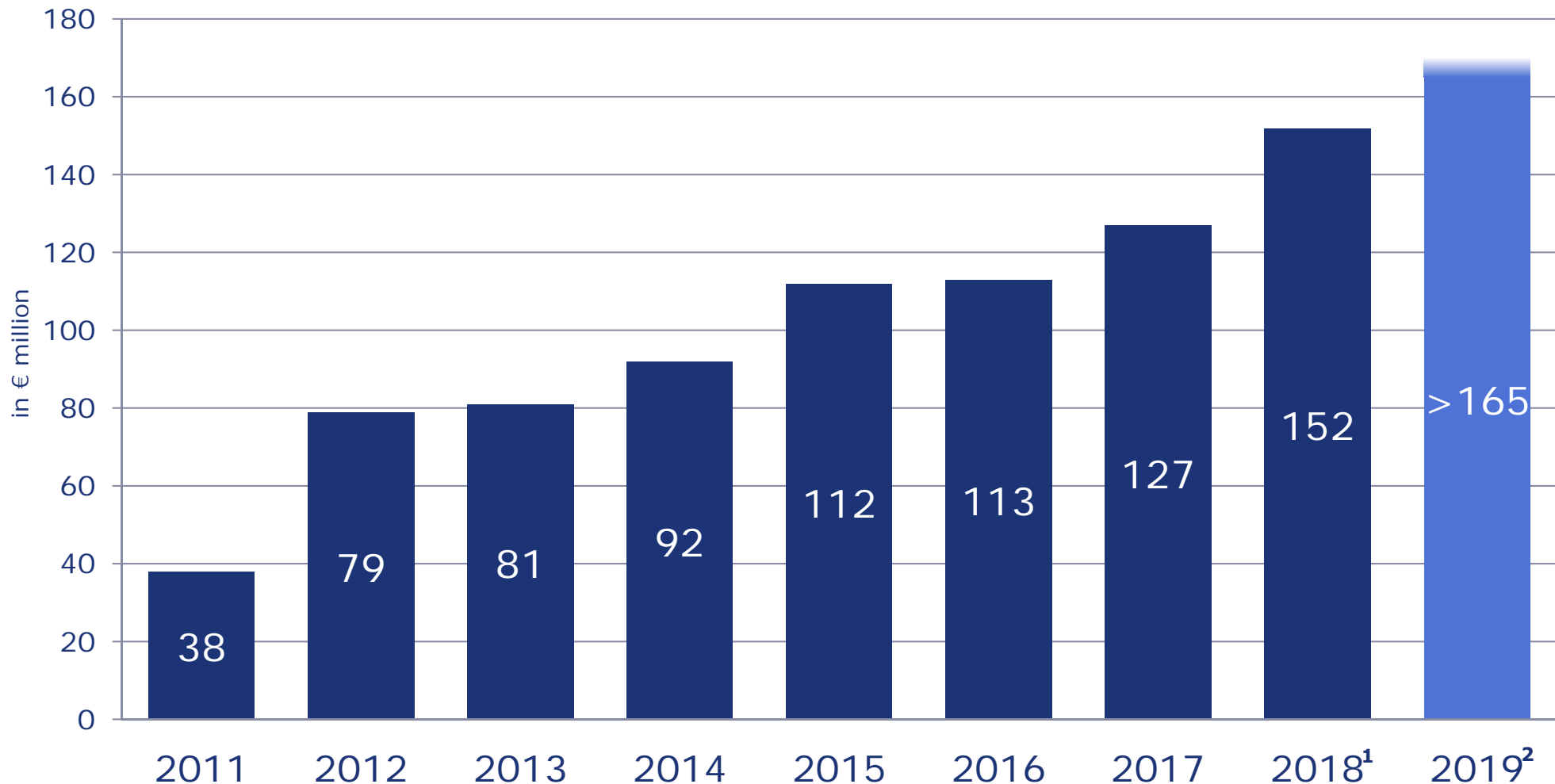


2018: Substantial increase in revenue and earnings

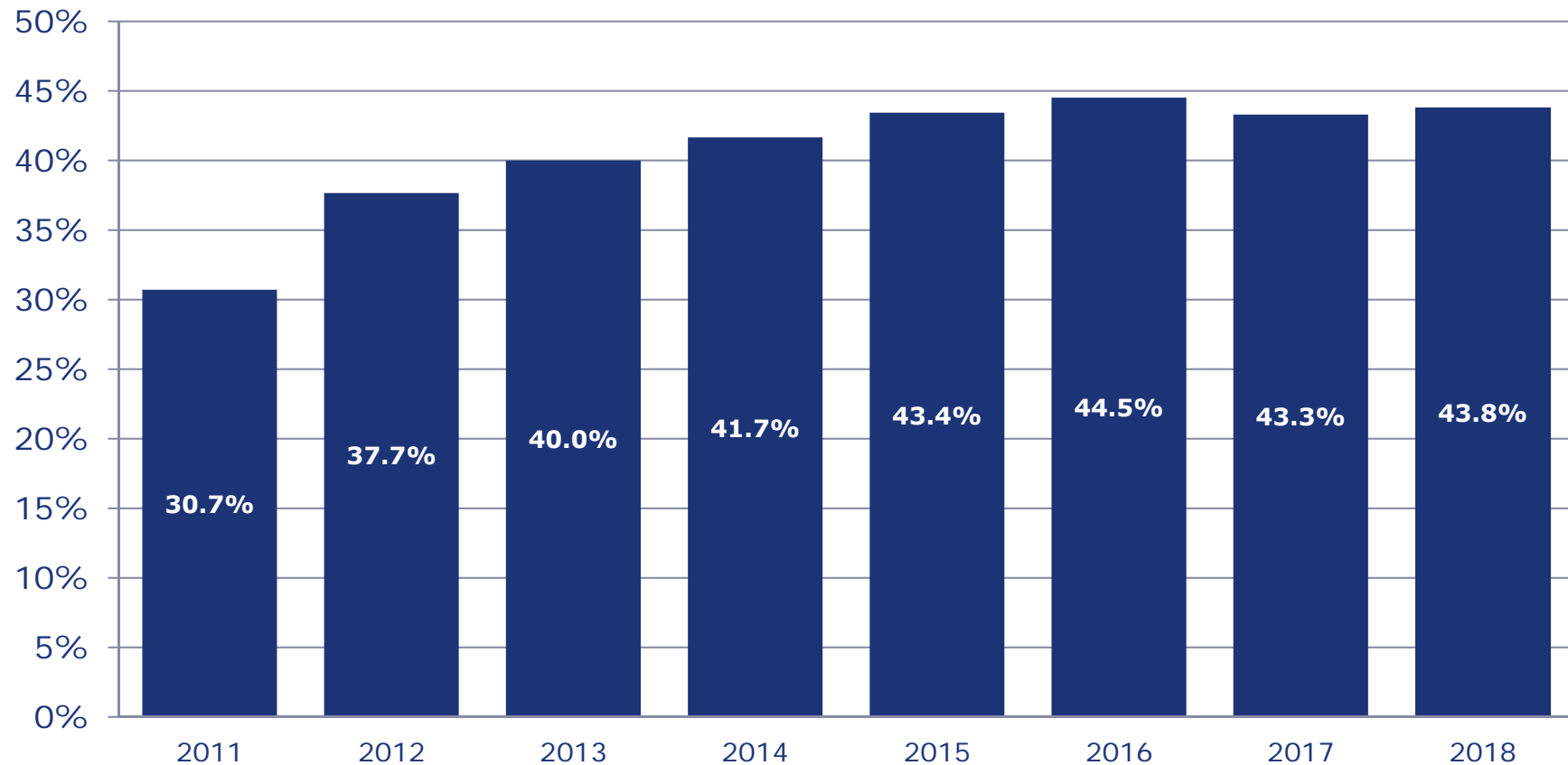


- ✈ **Outstanding corporate development in 2018:** higher revenue (+6.2%) and net profit for the period¹ (+19.7%)
- ✈ **Resolute continuation of the productivity strategy:** improved EBITDA margin of 43.8% (2018) compared to 30.7% (2011)
- ✈ **Further increase in financial strength based on reduction of net debt to € 142.5 million:** Net debt/EBITDA = 0.4x
- ✈ **Dividend proposal: 31% dividend rise** in 2018
 - **Payout ratio** to climb in two steps **from 50% to 60%**
- ✈ **Positive outlook for the entire year 2019:** increases expected in passenger volumes, flight movements as well as revenue and earnings

Ongoing increase in the profit for the period since 2011 – rise also expected in 2019



Sustainably positive development of the EBITDA margin underscores significant productivity improvement



Good net earnings in the record year 2018

Dividend proposal of € 0.89 per share (+30.9%)



in € million	2018	2017	Δ in %
Revenue	799.7	753.2	+6.2
Earnings before interest, tax, depreciation and amortization (EBITDA)	350.4	326.5	+7.3
Earnings before interest and taxes (EBIT)	220.8	191.8	+15.1
Financial results	-12.5	-18.4	+32.1
Earnings before tax (EBT)	208.3	173.4	+20.1
Net profit for the period	151.9	126.9	+19.7
Net profit for the period after non-controlling interests	137.3	114.7	+19.6
Dividend (in €) ¹	0.89	0.68	+30.9

- ✈ Revenue increase particularly due to the Airport and Malta segments; positive development of Handling but under pressure due to cost consciousness of airlines
- ✈ Rise in personnel expenses mainly due to salary increases mandated by collective wage agreements, allocations to provisions, higher number of employees and higher cost from flight irregularities
- ✈ Substantially improved financial results thanks to debt redemption

Expenses: Cost level above 2017 mainly due to personnel expenses



✈ Expenses for consumables and services up € 3.9 million year-on-year, mainly due to higher costs for energy (€ 2.0 million), materials, especially for fuel and de-icing (€ 2.0 million)

✈ Personnel expenses up 18.7 million due to

✈ salary increases mandated by collective wage agreements

✈ higher average number of employees (mainly due to initial consolidation of GetService Dienstleistungsgesellschaft +63 employees)

✈ Overtime and rest-from-work periods due to flight delays

✈ Changes in provisions (e.g. updating of actuarial parameters)

✈ Other expenses up € 2.5 million mainly as a result of maintenance costs and in spite of the reduction of marketing and market communications costs (expenses listed under this item in 2017 were reassigned to the incentive model in 2018)

✈ Depreciation and amortisation (incl. impairment losses) down significantly by € 5.1 million:

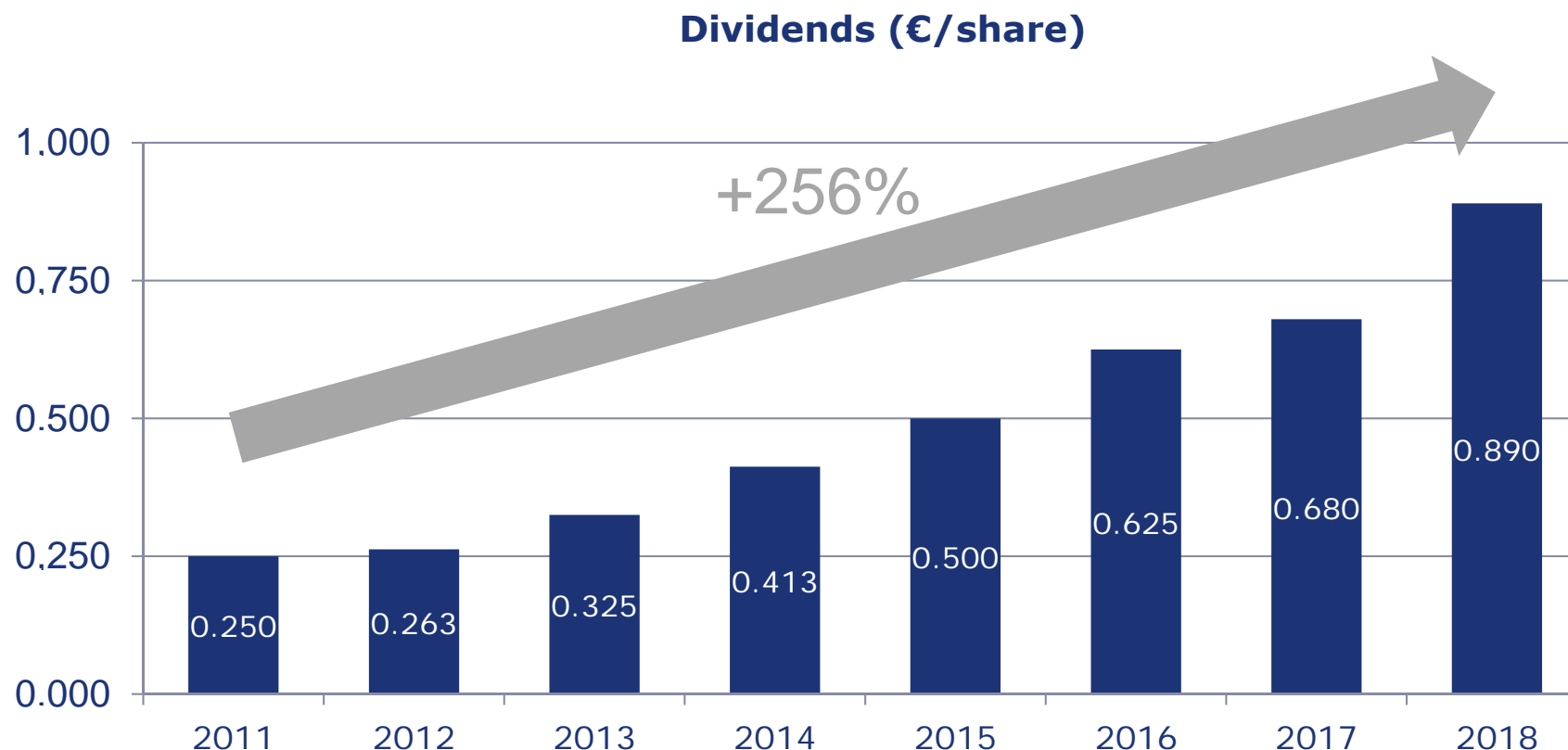
✈ Previous period included impairment losses of € 2.3 million

✈ Impairment losses were recognised in the previous financial year on parts of security and surveillance facilities as well as the guidance system and parts of buildings.

in € million	2018	2017	Δ in %
Consumables and services used	-42.1	-38.3	+10.1
Personnel expenses	-301.5	-282.7	+6.6
Other operating expenses	-121.5	-119.0	+2.1
Depreciation, amortisation and impairments	-129.6	-134.6	-3.8

More than 30% dividend rise

Payout ratio up to 55%



- ✈ Management Board proposes dividend increase to € 0.89/share to the Annual General Meeting (+30.9% from € 0.68 in 2017)
- ✈ Dividend payout ratio: 54.5%
- ✈ Dividend yield: 2.6%

Substantial reduction in net debt by € 84.5 million



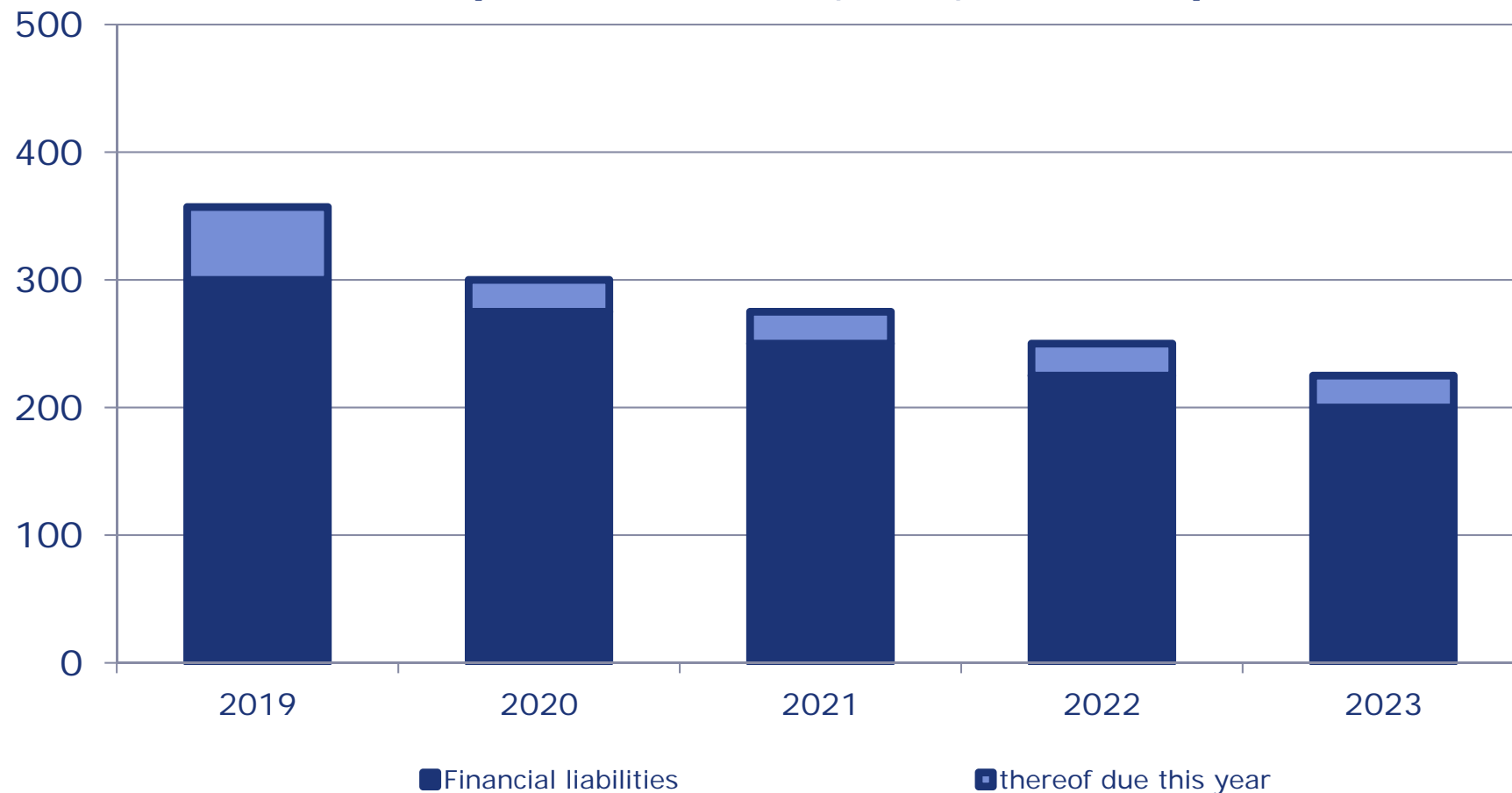
	2018	2017	Δ in %
Net debt (€ million)	142.5	227.0	-37.2
Gearing (%)	11.0	18.7	-7.8%p
Cash flow from operating activities (€ million)	291.2	277.9	+4.8
Free cash flow (€ million)	92.4	121.0	-23.7
CAPEX (€ million) ¹	165.7	103.6	+60.0
Equity (€ million)	1,297.0	1,211.0	+7.1
Equity ratio (%)	60.1	58.7	+1.4%p

- ✈ Net debt target (< € 200 million) clearly surpassed, also including Malta Airport
- ✈ Decline in free cash flow mainly related to higher cash outflows for investing activities

Further improvement in the maturity structure – Net debt down to € 142.5 mill.



Maturity structure
(as at December 31, 2018; in € million)



Free cash flow shows strong financial standing



- ✈ Decline in the free cash flow mainly due to higher cash outflows from investing activities
- ✈ Cash flow from operating activities above the prior-year level: the improvement is due to the higher operating results in spite of higher income tax payments
- ✈ Increase in the cash flow from investing activities: investment payments of € 145.1 million and net cash outflows of € 55.3 million for time deposits and a bond issue in 2018 in contrast to investment payments of € 93.6 million in 2017 and cash outflows from time deposits of € 66.0 million
- ✈ Cash flow from financing activities: the development is attributable to the change in financial liabilities to the amount of € 46.1 million and dividend payments of € 64.1 million
- ✈ Investments (CAPEX) of € 165.7 million – the most important additions in Vienna are the 3rd Runway project at € 55.8 million, the terminal development projects at € 8.9 million and Office Park 4 at € 32.3 million; € 8.4 million was invested at Malta Airport for terminal renovations and taxiways

in € million	2018	2017	Δ in %
Cash flow from operating activities	291.2	277.9	+4.8
Cash flow from investing activities	-198.8	-156.9	+26.7
Cash flow from financing activities	-110.2	-116.5	-5.4
Free cash flow	92.4	121.0	-23.7

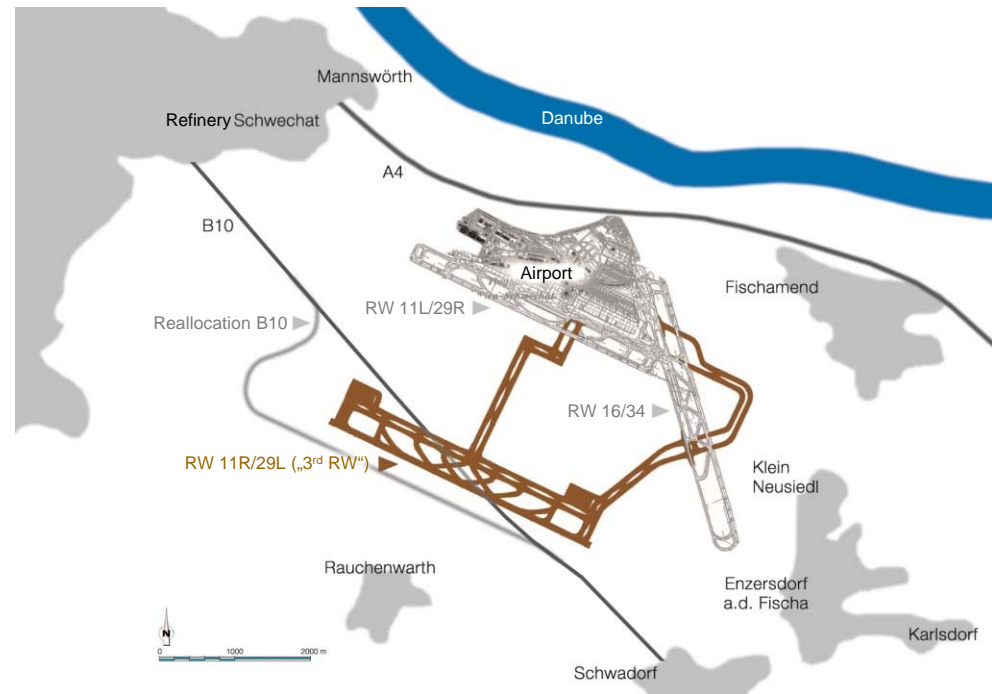
3rd Runway:

Vienna Airport Welcomes Positive Supreme Administrative Court Decision



The positive decision ensures the long-term growth perspectives and competitiveness, not only for Vienna Airport but for Austria as a business and tourism location

The airport will now analyse the court decision in detail and provide information about the next steps in the near future



Airport City to become an “innovation hub”



✈ **Vienna Airport enters into a strategic partnership with start-up incubator**

- Target: Airport City should become a centre for innovative startups in the eastern region of Austria
- Excellent geographical location and easy accessibility via air, railway and road connections
- Airport City creates a bridge between the East and Silicon Valley

✈ **New centrepiece: Office Park 4 as a high-tech centre for startups**

- Innovation platform brings startups together with global investors
- Focus: “Travel & Hospitality”
- Co-working spaces for creative young companies on the first floor with 2,700 m² of floor space

✈ **Office Park 4 – Start of operations in May 2020**

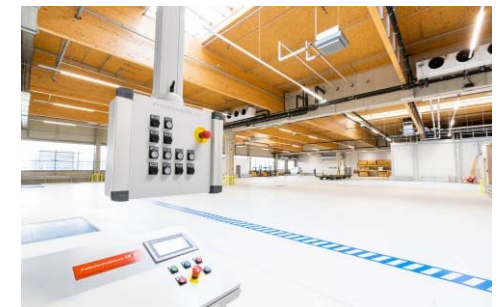
- A total of 26,000 m² of state-of-the-art office and event space in OP4 (facilities in part over several floors, own kindergarten)
- Fortunately strong interest shown by prospective tenants



Airport City and Airport Region continue to grow



- ✈ **Airport City: Lowest vacancy rate** on the Viennese office market at 2.2% (Source: Vienna Research Forum)
- ✈ **New healthcare center for employees and neighbouring residents** in operation since October 2018
- ✈ **Vienna Pharma Handling Center** for temperature-sensitive pharmaceuticals in operation since December 2018
- ✈ **3rd hotel at the airport** in preparation
- ✈ **Expansion of the cargo area** by 1,000 m²
- ✈ **Opening of the DHL Logistics Campus** on May 23, 2019



Vienna Airport: Energy efficiency substantially improved



	2018	2012	Δ in %
Electricity consumption (kWh/TU ¹)	3.24	4.42	-26.7
Heating consumption (kWh/TU)	1.66	2.42	-31.4
Fuel consumption (kWh/TU)	1.15	1.41	-18.4
Total energy needs (kWh/TU)	6.05	8.25	-26.7
CO ₂ emissions (kg/TU)	0.67	1.95	-65.6

Since 2012 Vienna Airport has reduced

- ✈ electricity consumption by more than 25%,
- ✈ CO₂ emissions per traffic unit by more than 65.6% and
- ✈ its total energy needs by 26.7%.
- ✈ VIE is also certified at ACAS Level 3



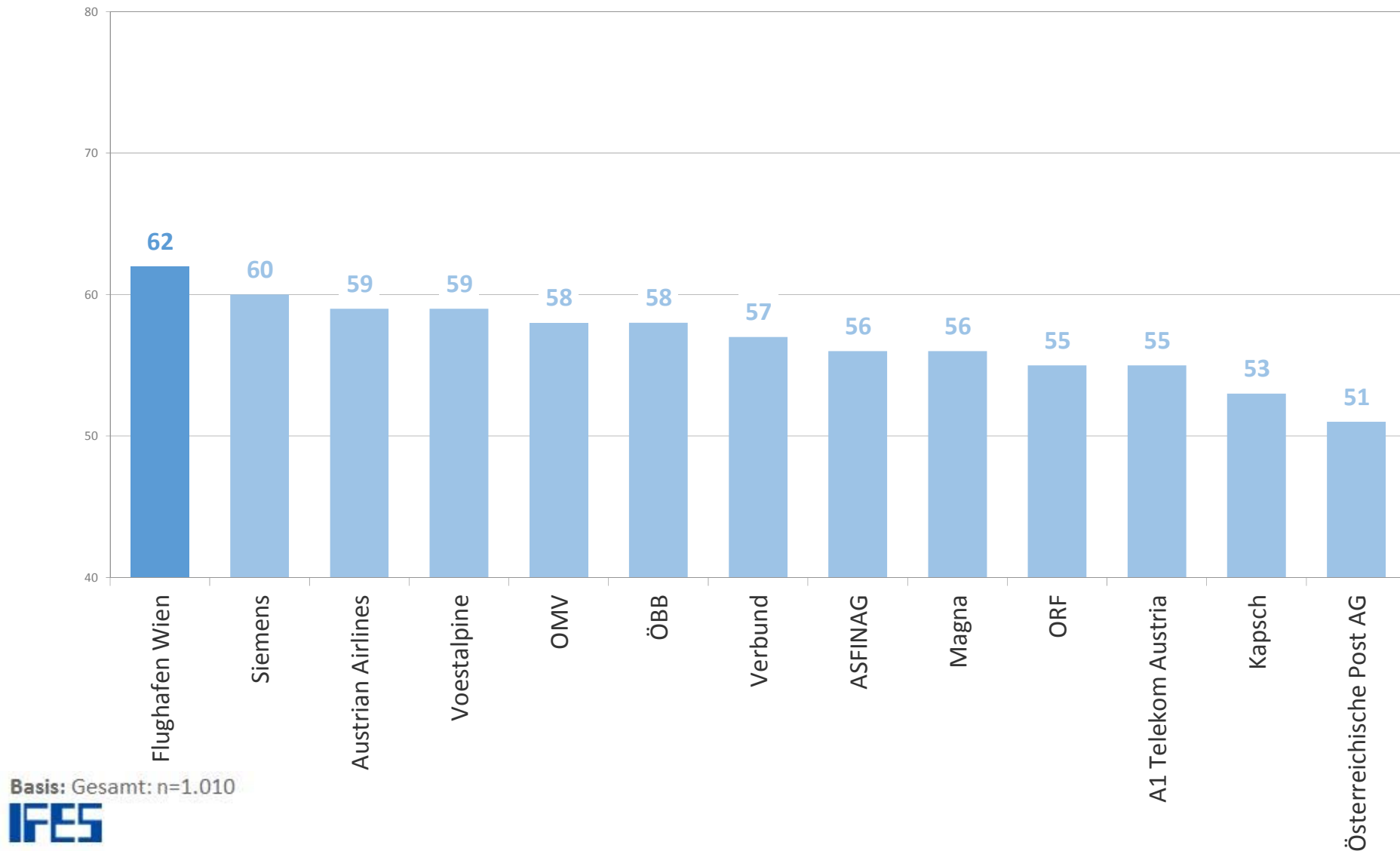
Top priority for sustainability and energy efficiency



- ✈ **Smart Airport City:** Project “Intelligent Control” with the Vienna University of Technology
 - More than 100 measures implemented
- ✈ **Expansion of photovoltaics:** four additional projects
 - More than 20,000 m² of photovoltaic facilities will be created by the end of 2019
- ✈ **Conversion of lighting to LED** largely completed
- ✈ **Use of geothermal energy** in Office Park 4 and terminal projects



IFES study confirms: Vienna Airport is Austria's most attractive employer



Positive outlook in 2019 – Substantial rise planned in earnings and investments



Outlook 2019

Revenue



> € 820 million

EBITDA



> € 370 million

Group profit for the period¹



> € 165 million

Net debt



< € 150 million

CAPEX



~ € 220 million



SEGMENT RESULTS 2018



Record year 2018 for the Flughafen Wien Group – 2019 will also be a good year

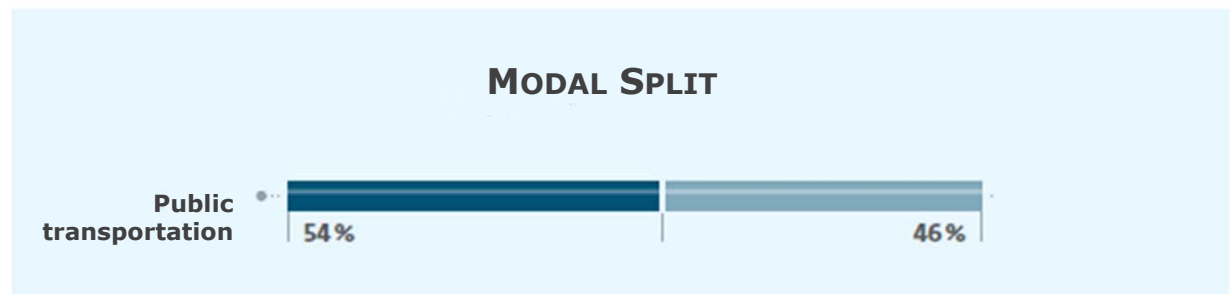
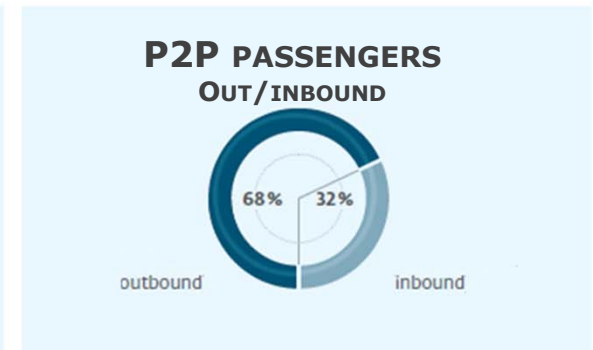
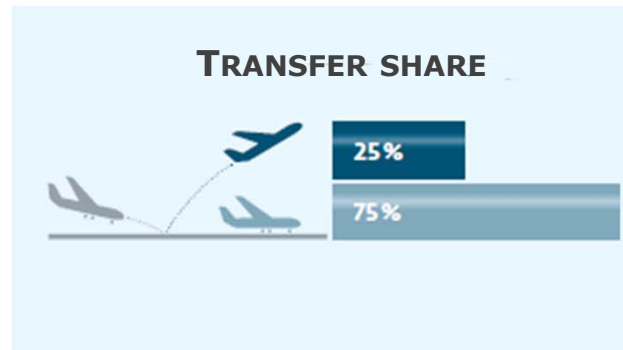
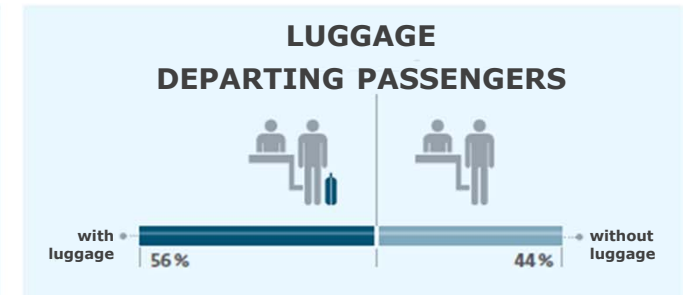


- ✈ **Passenger record:** More than 34 million passengers (+11.3%) in the Flughafen Wien Group
 - 27.04 million passengers (+10.8%) at Vienna Airport
 - Strong passenger growth in Malta (+13.2%) and Kosice (+9.1%)
- ✈ **Good start to 2019:** 20.0% passenger growth for the Flughafen Wien Group in January 2019, 24.4% increase at Vienna Airport
- ✈ **Forecast for 2019:** 8-10% rise in passenger volume of the Flughafen Wien Group and about 10% more passengers at Vienna Airport

Passenger volume in 2018: More private travellers and a booming catchment area



- ✈ 7.4% more pieces of baggage (but declining share: 56% in 2018 vs. 65% in 2017)
- ✈ Pax-share from the catchment area (Austria, Czech Republic, Slovakia, Hungary) up from 59% to 65%)
- ✈ 70% private travellers / 30% business travellers
- ✈ Incoming share of 32% opens up potential for tourism
- ✈ In five years: share of people travelling to the airport with public transportation (railway and bus) has risen from 45% to 54% since 2014 (rail: 34% to 44%).

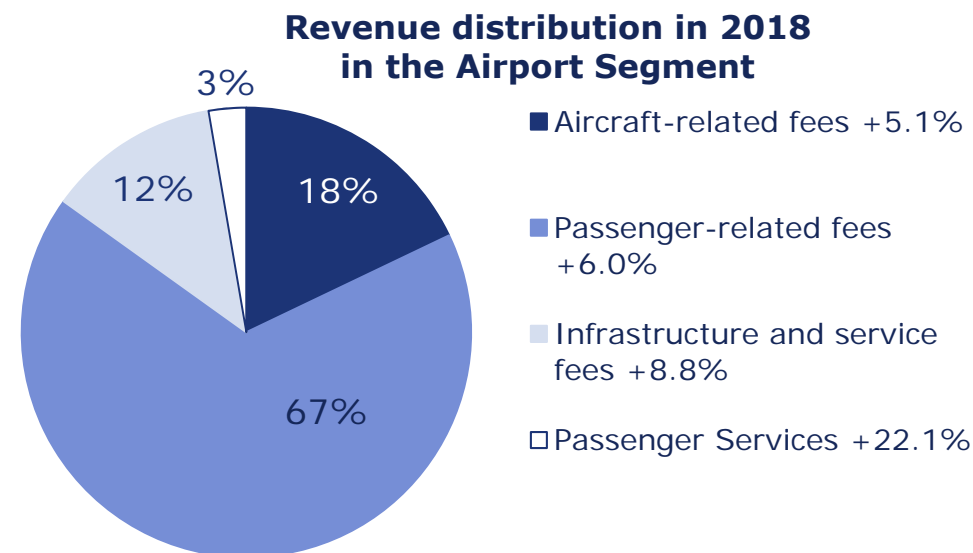


Airport: Strong EBITDA and EBIT growth thanks to passenger record



- ✈ Passenger record at Vienna Airport with 27 million passengers (+10.8%)
- ✈ Number of flight movements is rising again (7.3%)
- ✈ The new growth drivers following the insolvency of the airberlin Group are the new low cost carriers i.e. Laudamotion, WizzAir and Level; further strong growth of the Lufthansa Group with Austrian Airlines and Eurowings
- ✈ New record: more than 600,000 visitors in the lounges in 2018
- ✈ Substantial rise in EBITDA due to revenue growth; even bigger increase in EBIT due to lower depreciation and amortisation and the absence of impairment losses

in € million	2018	2017	Δ in %
External revenue	392.3	368.2	+6.5
EBITDA	187.1	167.4	+11.7
EBIT	103.4	81.7	+26.6



Handling & Security Services: Revenue increase due to cargo, General Aviation



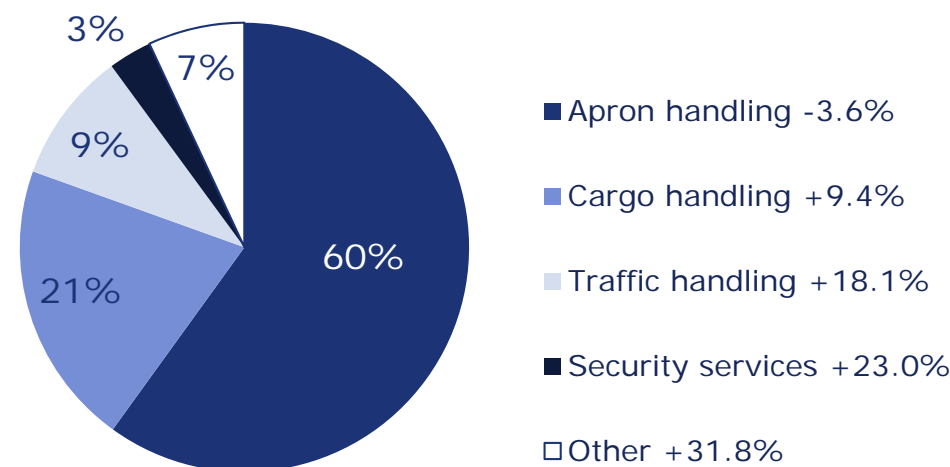
✈ Higher proceeds due to more cargo and additional income from document handling (€ +2.9 million), traffic handling (€ +2.4 million); added revenue e.g. from the EU Presidency in the VIP area (€ +2.8 million)

in € million	2018	2017	Δ in %
External revenue	166.1	160.7	+3.3
EBITDA	11.6	19.6	-41.1
EBIT	3.1	10.5	-70.9

✈ Handling market share remained constant at 84%, only slightly below 87% in 2017 as a result of increased LCC share at Vienna Airport

✈ Higher cost level, especially due to personnel expenses related to slightly increased number of employees, increased overtime costs, rest-from-work periods and allowances due to flight delays

Revenue distribution in 2018 in the Handling & Security Services Segment



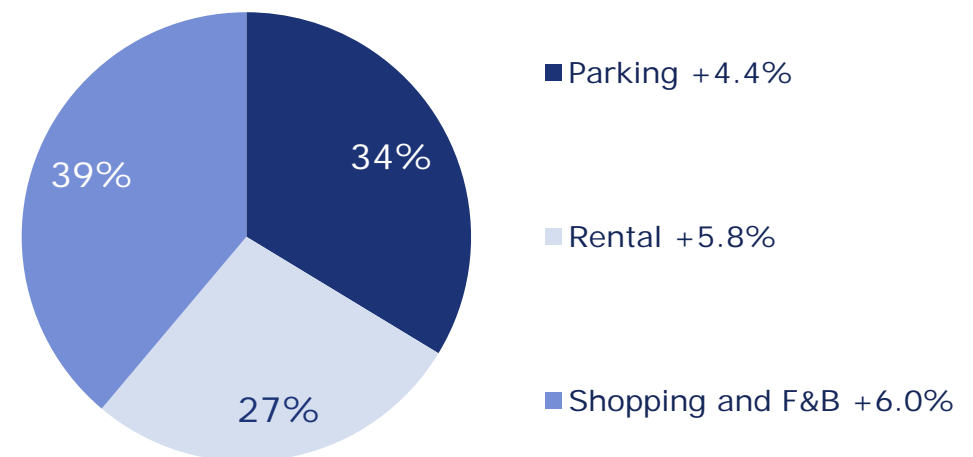
Retail & Properties: Strong growth in all areas



- ✈ Strong rise in income from Food & Beverage (+10.0%) and retail businesses (+4.7%)
- ✈ PRR of € 1.92 below the prior-year level of € 2.01 due to disproportionately high PAX growth of LCCs
- ✈ Rental income up 5.8% year-on-year
- ✈ Parking income increase of 4.4%
- ✈ Substantial improvement of EBITDA and EBIT

in € million	2018	2017	Δ in %
External revenue	132.9	126.1	+5.4
EBITDA	85.8	71.9	+19.3
EBIT	68.6	54.6	+25.6

Revenue distribution in 2018 in the Retail & Properties Segment



New shopping and restaurant experience for passengers at Vienna Airport



✈ **12 new food and beverage outlets and retail stores in 2018:** Focus on local and international brands

- Jamie Oliver's Bar in April 2018, Café Franzl, Bierbar-Oida!, Natural Tastes, Trib's
- Convenience Partner, Mr. Mobile (2x), Lamy, Samsonite (2x), Interspar pick-up box,



✈ **Aida will open** in Terminal 1 **by the beginning of April 2019**



✈ **Modernisation of the plaza:**

- New investments of € 3.5 million
- **The Fashion Gallery:** A 730 m² **multibrand store** from **Lagardère Travel Retail** will open in July 2019 behind the boarding card control area in Terminal 2

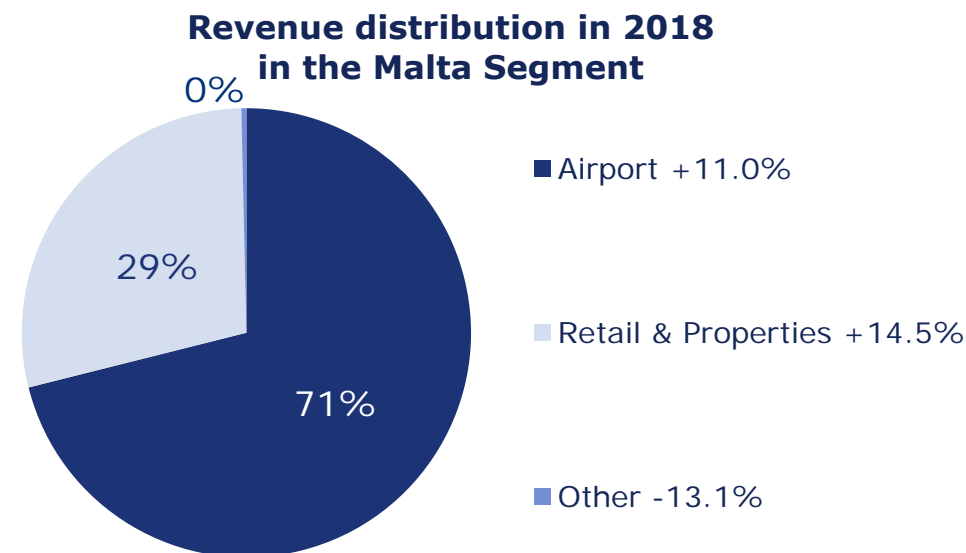


Malta: Earnings increase due to strong passenger growth



- ✈ New record in 2018: more than 6.8 million passengers, 13.2% rise in passenger volume
- ✈ Substantial revenue increase reflects traffic development: Airport, Retail & Properties revenue profit from passenger growth
- ✈ Slight rise in costs due to higher personnel expenses (rise in the number of employees and salary increases mandated by collective wage agreement), increase in maintenance, marketing and market communication costs
- ✈ Terminal investments (e.g. security, check-in counters) designed to make Malta fit for further growth
- ✈ Approval of master plan: landside expansion of the Airport City

in € million	2018	2017	Δ in %
External revenue	92.2	82.4	+11.9
EBITDA	53.2	49.8	+6.9
EBIT	44.0	40.6	+8.5



Results of strategic investments



Malta Int. Airport

- ✈ ~ 6.8 million passengers (+13.2%)
- ✈ Revenue: € 92.2 million
- ✈ EBITDA: € 54.4 million
- ✈ EBITDA margin: 59.0%
- ✈ Net profit: € 30.3 million

Kosice Airport

- ✈ ~ 0.5 million passengers (+9.1%)
- ✈ Revenue: € 13.3 million
- ✈ EBITDA: € 4.1 million
- ✈ EBITDA margin: 31.0%
- ✈ Net profit: € 2.6 million



Highlights 2018 & initial news for 2019

7 new destinations in 2019



2018:

24 new destinations,

incl. 3 new long-haul routes:

- Cape Town
- Tokyo-Narita
- Shenzhen

8 new airlines

- Wizz Air
- Saudia
- flynas
- Level
- Laudamotion
- Air Arabia Maroc
- Hainan Airlines
- Nouvelair

3 newly stationed airlines

with a total of 15 aircraft in VIE




- Laudamotion: 8 aircraft (Mix A320 & A321)
- Level: 4 aircraft (A321)
- Wizz Air: 3 aircraft (Mix A320 & A321)





New in 2019:

Long-haul

- ✈  Tokyo-Haneda since Feb.
- ✈  Montreal as of April
- ✈  Toronto as of April
- ✈  Urumqi & Guangzhou as of June

Short-haul/Medium-haul

- ✈  Skyros, Rostock & Brindisi as of June
- ✈  Hamburg, Porto & Copenhagen as of April, seasonal to Calvi & Genoa
- ✈  Malmö, Milan, Madrid, Stockholm & Reykjavik since Feb.

- ✈  Stuttgart & Kiev since Feb.
- ✈  Florence as of Sept.
- ✈  Bordeaux as of April
- ✈  Casablanca as of April

Traffic forecast for 2019



Flughafen Wien Group:



Flughafen Wien AG:



- ✈ Passenger growth in 2018 to continue in 2019
- ✈ Vienna Airport: Share of low cost carriers up to about 25-30% (2018: 24%), further growth of Austrian Airlines (e.g. impacted by phase-out of Dash turboprops)
- ✈ Intercontinental growth, above all to North America (more than 20%)
- ✈ Passenger forecasts: Malta +5.8%, Kosice -5%



TRAFFIC RESULTS 2018



2018 marked the highest passenger volume in the history of Vienna Airport

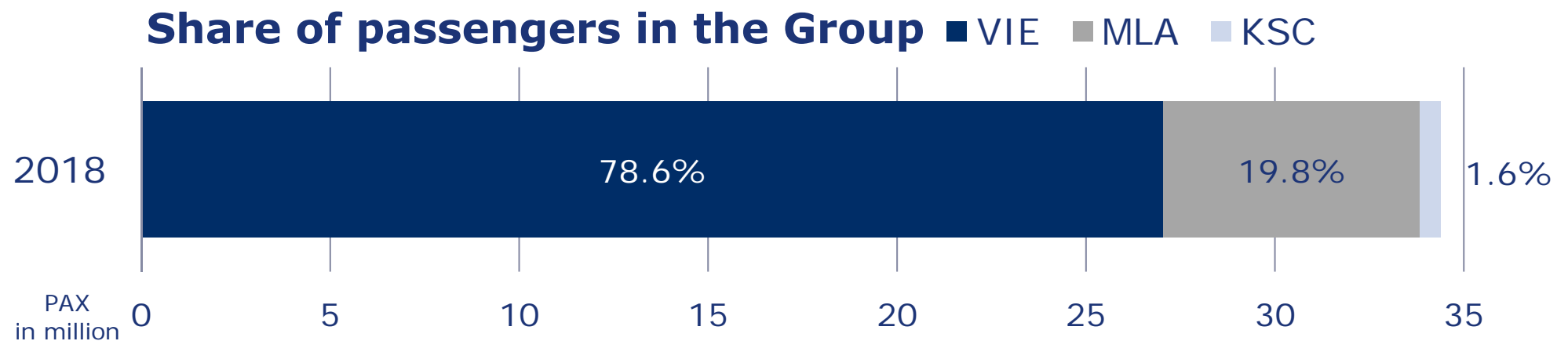


- ➔ **Record: More than 27 million passengers at Vienna Airport (VIE), more than 34 million in the Group**
 - All-time single day record: 101,841 passengers at VIE on Sept. 21, 2018
 - **10.8% growth at VIE** to a total of 27,037,292 passengers in 2018 (rise of 2.6 million)
 - **11.3% growth of the Flughafen Wien Group** to about 34.4 million passengers (increase of 3.5 million)
- ➔ **Austrian Airlines was the top growth driver**
 - +1.05 million passengers to 12.85 million (+8.9%)
 - Expansion of short-haul and medium-haul capacity offering in Vienna
- ➔ **Expansion of the low-cost segment**
 - Growth of 58.5% to 6.4 million passengers
 - LCC share of 23.7% of passenger volume
- ➔ **Strong growth in the long-haul segment**
 - 24.0% growth to about two million passengers
 - Long-haul routes with 7.7% of total number of passengers

Traffic development of the Flughafen Wien Group in 2018



Group passenger development	2018	2017	Δ in %
Vienna Airport (millions)	27.0	24.4	+10.8
Malta Airport (millions)	6.8	6.0	+13.2
Kosice Airport (millions)	0.5	0.5	+9.1
Vienna Airport and its strategic investments (VIE, MLA, KSC)	34.4	30.9	+11.3



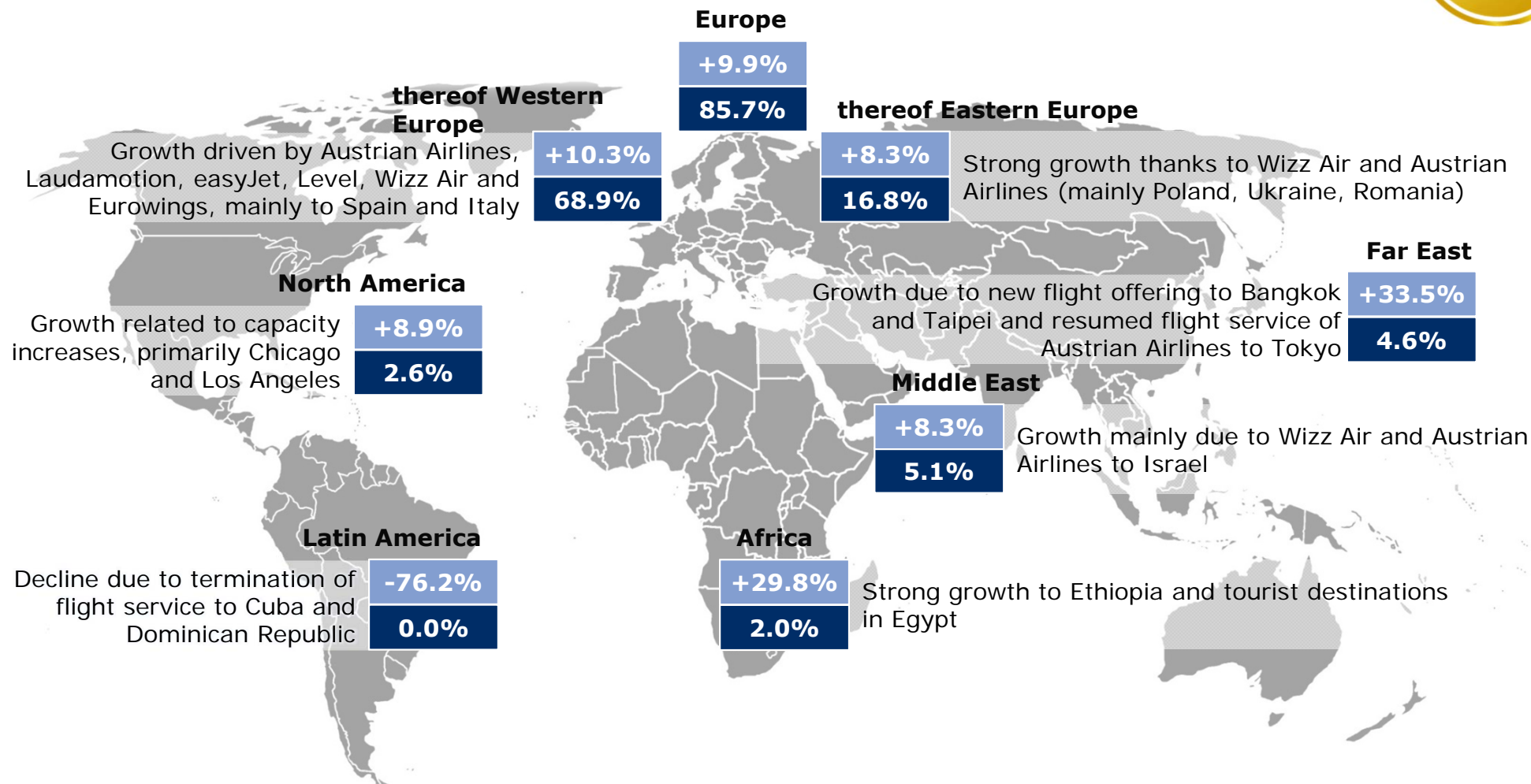
33 Total number of passengers incl. local, transfer and transit passengers.
Adjustment of comparative figures for 2017.

Traffic development of Vienna Airport in 2018



Traffic development at Vienna Airport	2018	2017	Δ in %
Passengers (millions)	27.0	24.4	+10.8
Local passengers (millions)	20.3	17.8	+13.6
Transfer passengers (millions)	6.7	6.4	+3.7
Flight movements (in 1,000)	241.0	224.6	+7.3
MTOW (millions of tonnes)	9.6	8.8	+8.4
Seats (arrivals and departures)	35.7	32.8	+8.9
Seat load factor (percent)	76.0	74.8	+1.3p.
Cargo incl. trucking (in 1,000 tonnes)	295.4	288.0	+2.6

74 airlines serve 205 destinations in 71 countries



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

Departed passengers, development in 2018 compared to 2017 and share of total passenger volume in 2018

Tourism – Far East as a growth market in 2018



Tourism figures 2017/18¹:

- ✈ **Chinese market (incl. HK and Taiwan)**
 - Visitors to Vienna: **349,000 (+16%)**
- ✈ **South East Asia²**
 - Visitors to Vienna: **90,000 (+22%)**
- ✈ **Japan**
 - Visitors to Vienna: **132,000 (+10%)**
- ✈ **India**
 - Visitors to Vienna: **62,000 (+7%)**

Austrian retail sector profits from Asian tourists

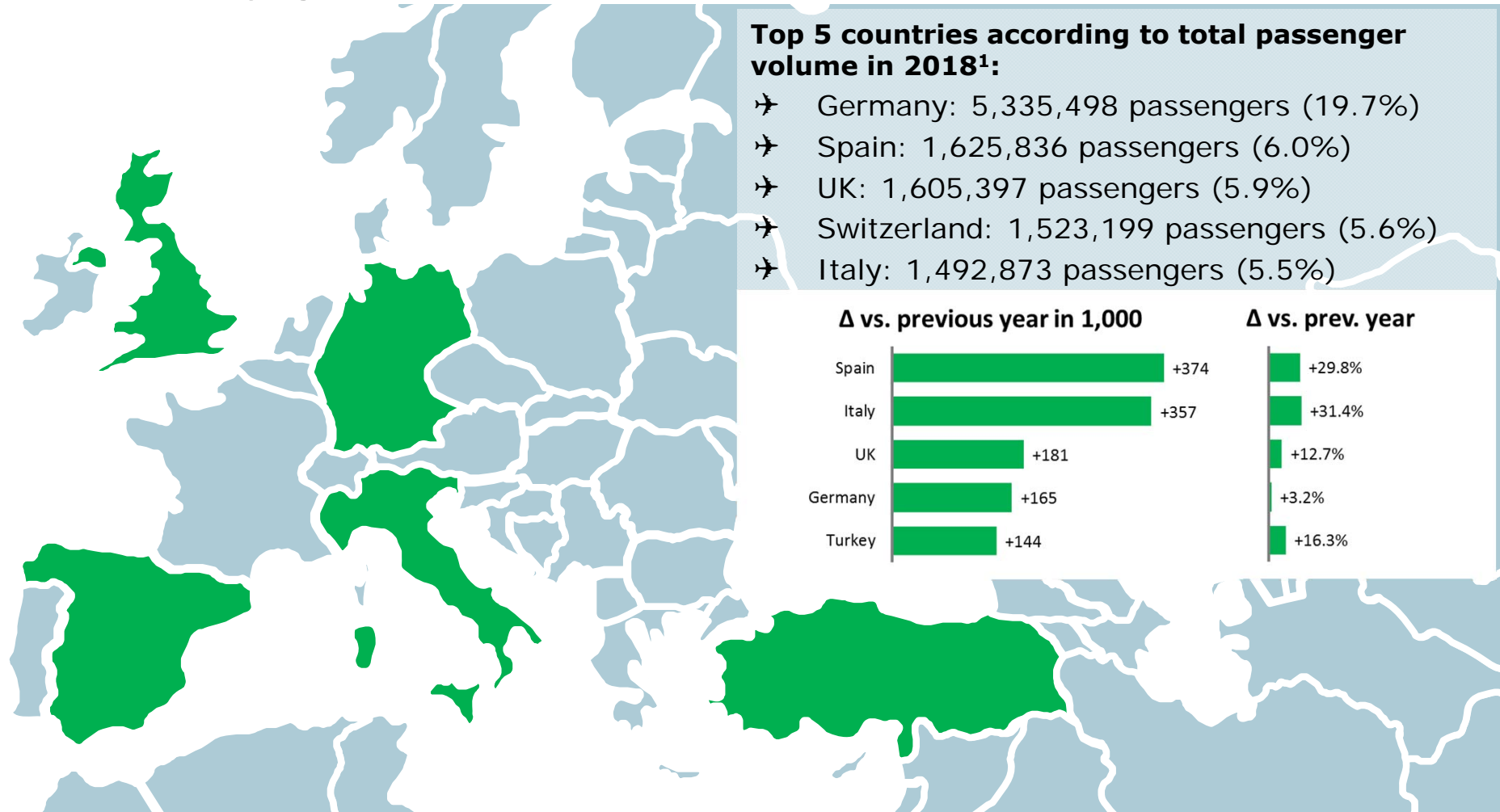
- **Tax-free revenue ranked by country (outside of the EU):** Four Asian countries among the top ten: China (1st) Taiwan (4th), Thailand (5th) and South Korea (8th).
- **Average expenditures per purchase:** Guests from China € 616 (+11%), non-European travellers € 508 (+10%) and +60% by tourists from Thailand and South Korea.

Country highlights in 2018

Total passenger volume, change vs. 2017



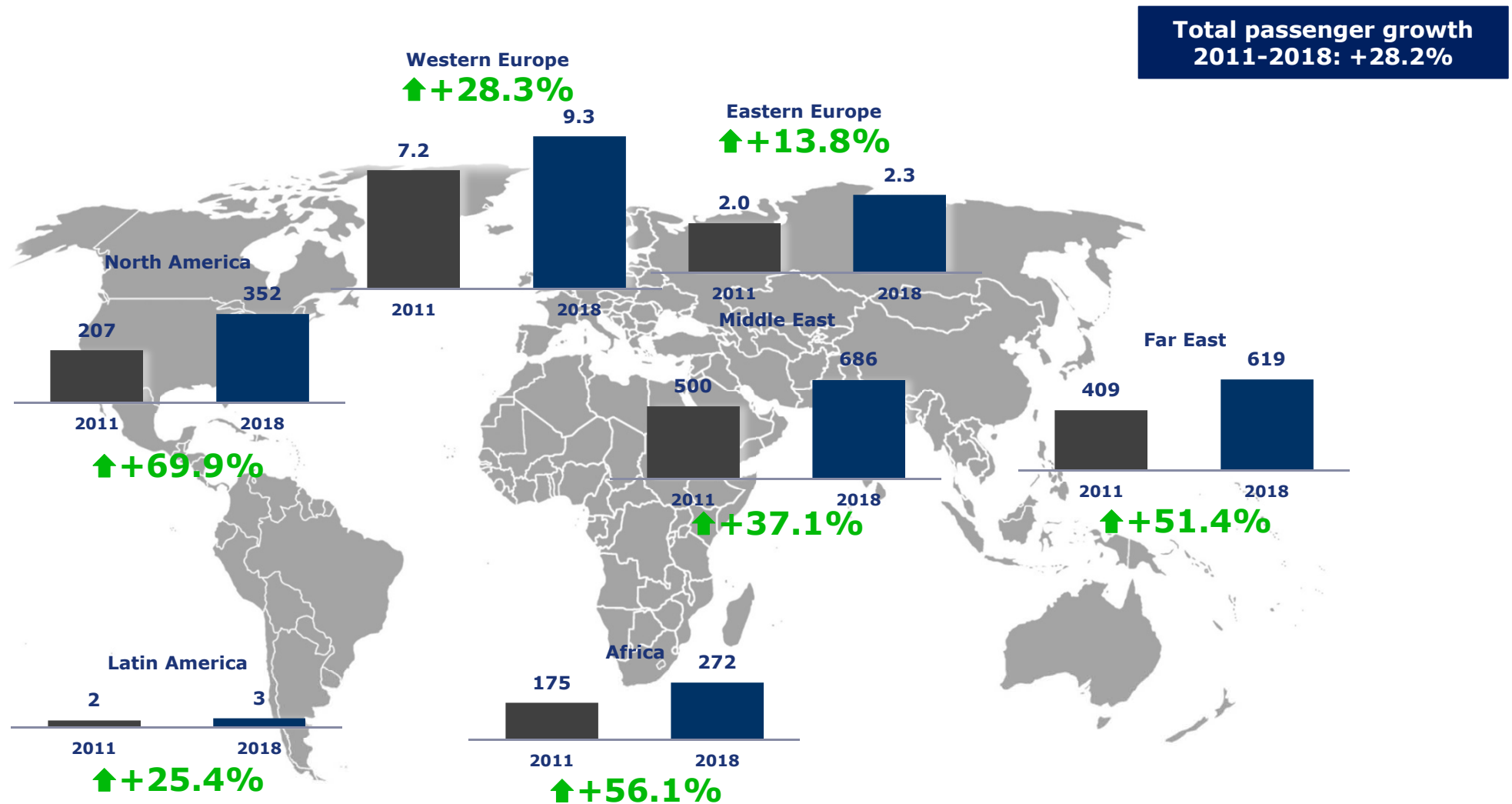
TOP 5 country growth



1) Total passenger volume and share in %

Strategic goal of expanding long-haul segment

Strong passenger growth over last seven years



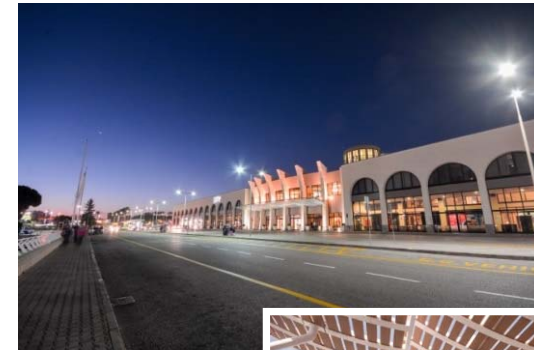
Departed passengers, figures for Europe in millions, other regions in thousands

Share of scheduled carriers



2018	Share in %	Passengers	PAX Δ% vs. 2017
1. Austrian Airlines	47.5	12,850,423	+8.9
2. Eurowings & Germanwings	9.2	2,484,008	+10.0
3. easyJet Group ¹	4.9	1,332,009	+64.4
4. Lufthansa	3.4	919,347	+1.6
5. Laudamotion	2.2	593,211	n.a.
6. Turkish Airlines	2.0	545,790	+9.1
7. British Airways	1.8	482,381	+4.0
8. Swiss	1.7	469,377	+1.5
9. Emirates	1.7	447,387	-3.3
10. Wizz Air	1.6	444,578	n.a.
11. Vueling Airlines	1.5	416,133	+65.7
12. KLM Royal Dutch Airlines	1.5	392,180	+2.2
13. Level	1.3	351,982	n.a.
14. Aeroflot	1.3	338,303	+4.4
15. Air France	1.1	304,756	+5.2
Other	17.3	4,665,427	-14.9
Total	100.0	27,037,292	+10.8
thereof Lufthansa Group ²	62.6	16,931,593	+8.3
thereof low-cost carriers	23.7	6,404,765	+58.5

Successful year for foreign strategic investments: Malta International Airport



- ✈ Record: 6.8 million passengers in 2018 (+13.2%)
- ✈ Top 3 markets:
 - Great Britain (25%),
 - Italy (21%),
 - Germany (12%)
- ✈ Top 3 airlines:
 - Ryanair (36%),
 - Air Malta (30%),
 - easyJet (5%)

Successful year for foreign strategic investments: Kosice International Airport



- ✈ Record: 539,552 passengers in 2018 (+9.1%)
- ✈ Top 3 markets:
 - Great Britain (28%),
 - Turkey (13%),
 - Austria (11%)
- ✈ Top 3 airlines:
 - Wizz Air (33%),
 - Travel Service Slovakia (13%),
 - Czech Airlines (12%)

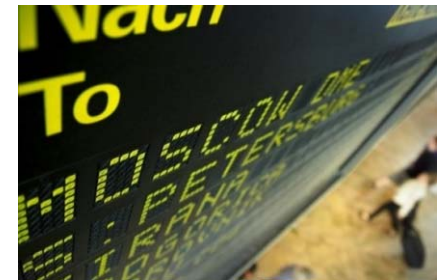
Punctuality to be emphasized in 2019

Punctuality and reliability as top priorities



All system partners are called upon: airlines, air traffic control, airports, service providers, public authorities

- ✈ 71.5% of departures were punctual at VIE from Jan.-Dec. 2018
- ✈ 2018: VIE was the second most punctual hub in the Lufthansa Group (behind ZRH, ahead of MUC, FRA)¹
- ✈ 90% of passengers wait less than ten minutes at the security checks – very short waiting times
- ✈ **Joint project “ChronOS@VIE”** with Austrian Airlines
 - Objective: improvement of punctuality
 - Focus: morning punctuality (departures)
 - Analysis of entire rotation process, optimisation and flexibilisation of processes in turnaround
 - e.g.: cleaning beginning at de-boarding, reconciliation of load sheet data remotely via telephone/wireless/tablet, pre-deicing, reorganisation of aircraft handling by handling groups



Investments in airport security



Expansion of IT infrastructure in the security area

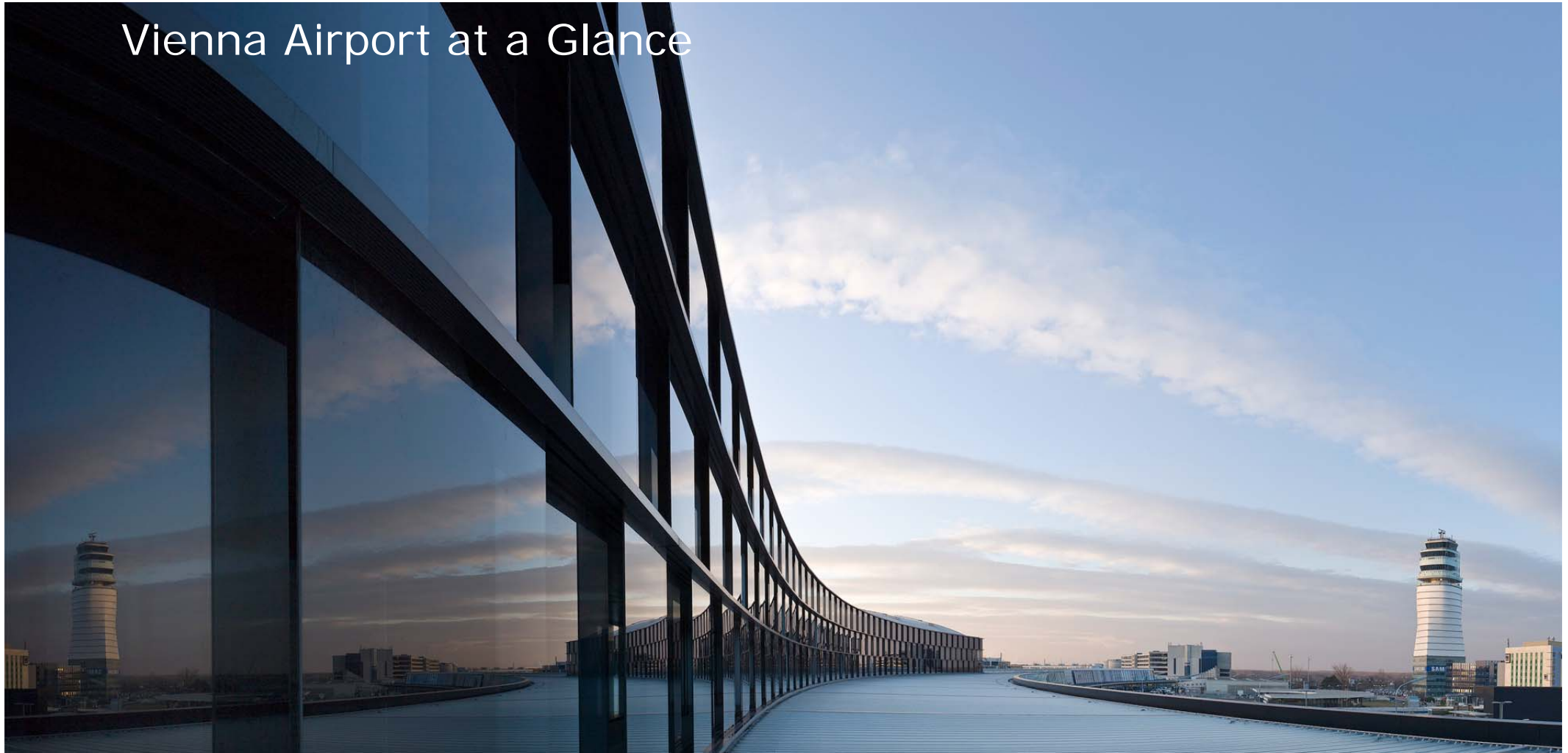
- ✈ Technical re-equipping of the **security centre**
- ✈ Vienna Airport already preparing itself now for the future
- ✈ Expansion of various **management systems** (software): access control, alarm management, video management and ID card/authorisation management
- ✈ **Replacement of door controller, ID card reader** in the access control area
- ✈ Number of **cameras** likely to increase to 3,600 over the next five years
- ✈ **Costs:** € 10 million
- ✈ **Timetable:** 3 years (2019 to 2021)
- ✈ **Project status:** tender procedure underway



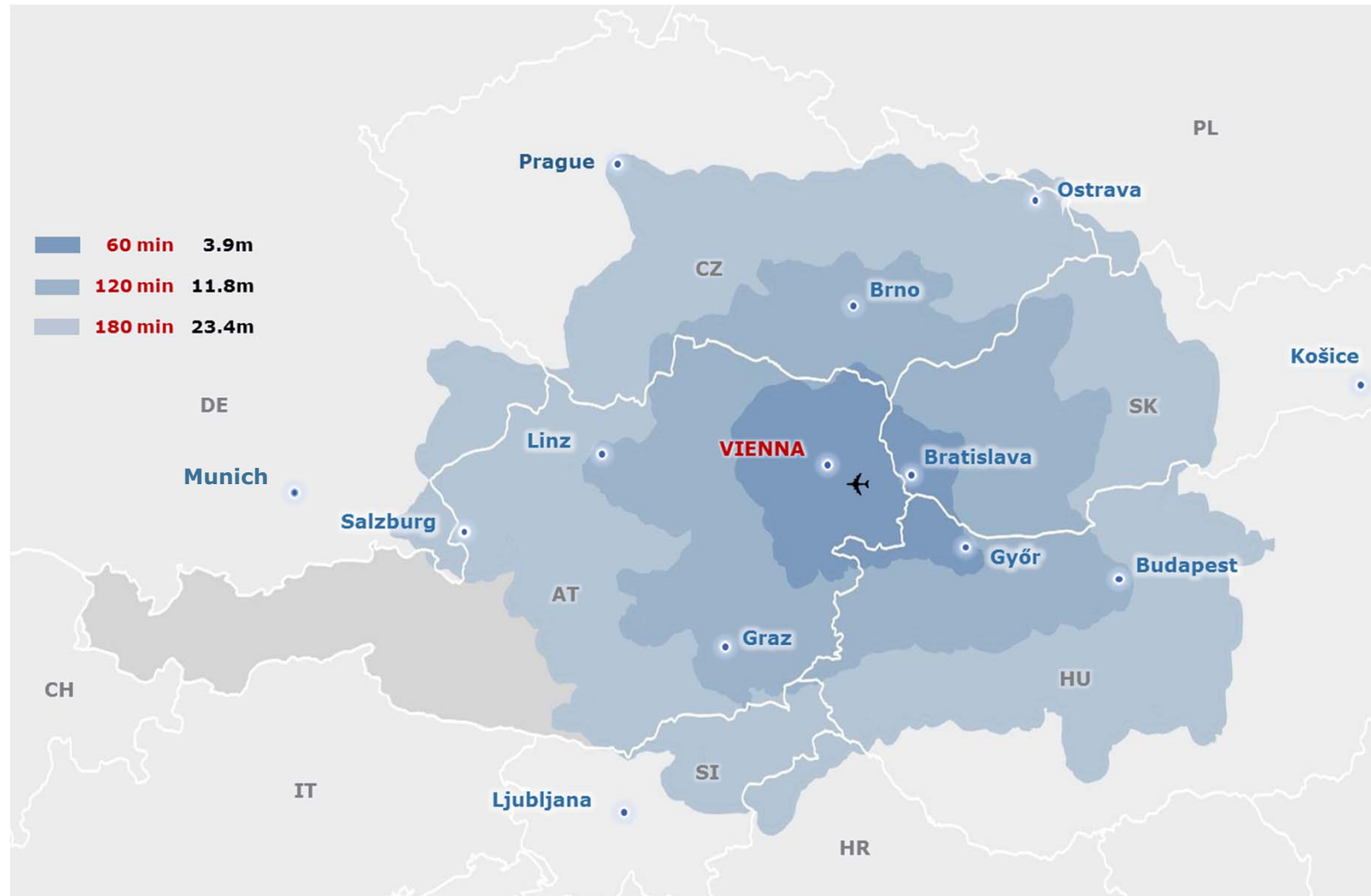


APPENDIX

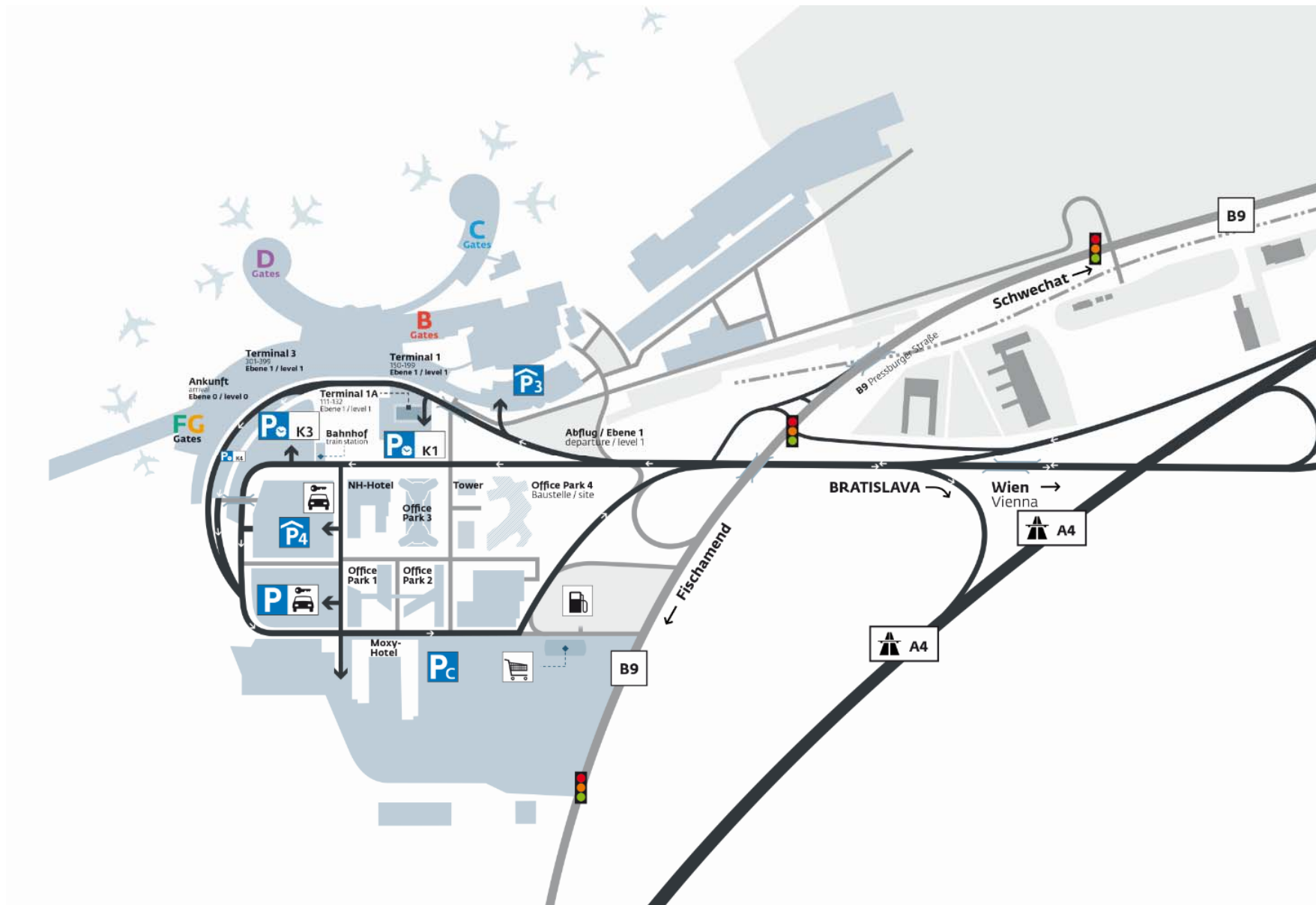
Vienna Airport at a Glance



Favourable geographic position with the main home carrier Austrian



THE AIRPORT AREA



Vienna International Airport

... the dimensions



- ✈ Total airport area: 10 km²
 - thereof airside: 2 km²
- ✈ 2-Runway system (11/29 and 16/34), each RW reaching ~220,000 m² (60 m x 3600 m)
- ✈ 96 parking-positions
- ✈ ~250,000 m² terminal area and 130 check-in counters
- ✈ Each day:
 - ~660 departures and landings
 - ~70,000 PAX and
 - ~50,000 pieces of luggage handled
- ✈ ~150 shopping- and gastro-facilities (spread over ~19,000 m²)
- ✈ ~100,000 m² Properties
- ✈ ~21,000 car parking spaces



Vienna International Airport

... the traffic



- ✈ 2018: 27 mn. PAX, 295,000 tonnes cargo
- ✈ 2018: 74 airlines with 205 destinations in 71 countries – VIE is a leading hub to eastern Europe
- ✈ Lufthansa Group incl. Austrian Airlines (63%) the biggest carrier
Low-Cost-Carrier share growing (24% in 2018)
- ✈ ~22,500 employees in 230 companies at site,
thereof > 4,500 employed at VIE and its subsidiaries
- ✈ Business segments are
 - Airport,
 - Handling,
 - Retail & Properties,
 - Segment Malta,
 - Other Segments

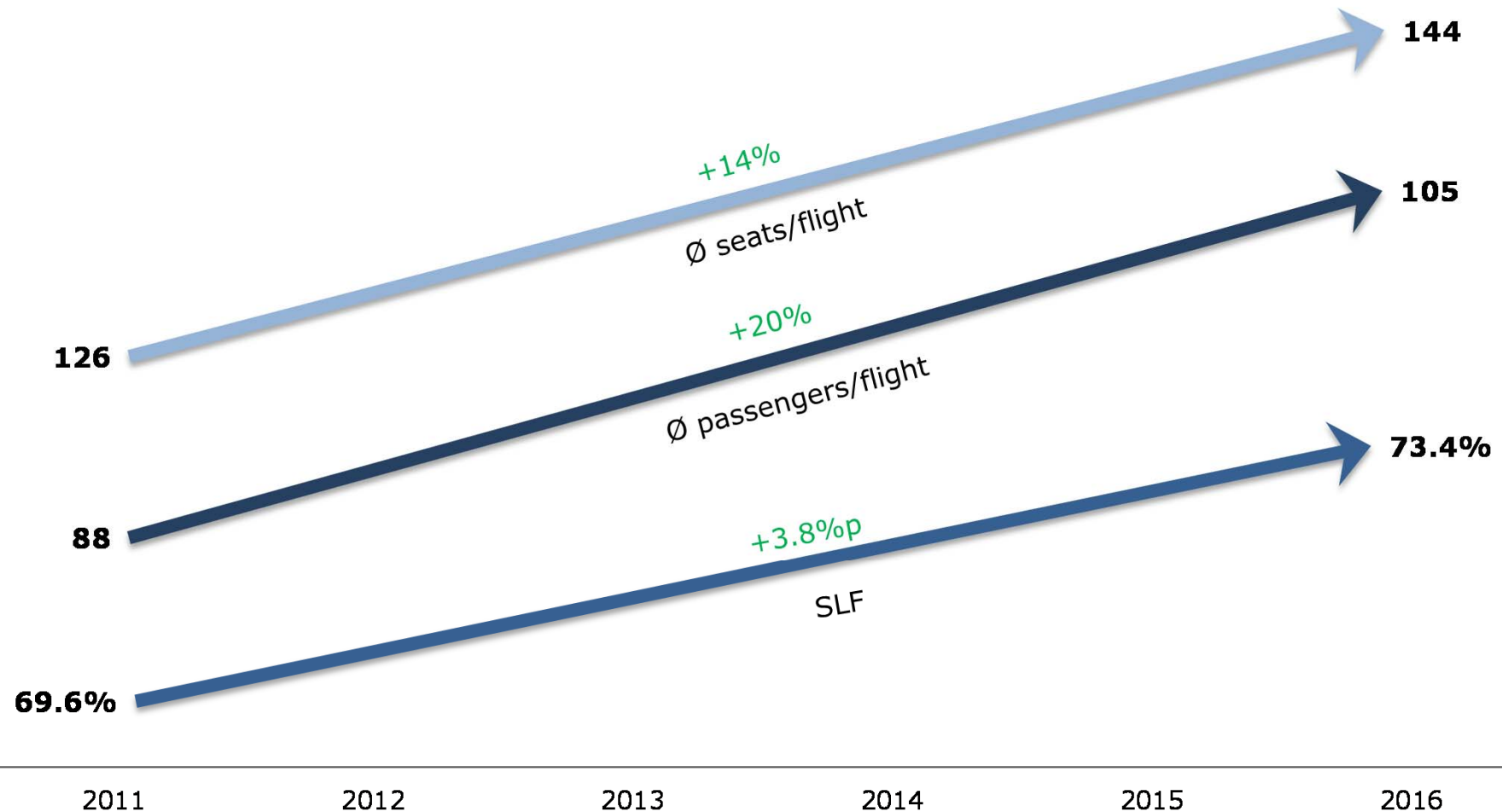
KPIs of Vienna Airport - Traffic 2011-2018



	2018	2017	2016	2015	2014	2013	2012	2011
Passengers (in million)	27.0	24.4	23.4	22.8	22.5	22.0	22.2	21.1
thereof transfer (in mn)	6.7	6.4	6.2	6.3	6.5	6.8	7.1	6.5
Aircraft movements (in 1,000)	241.0	224.6	226.4	226.8	230.8	231.2	244.7	246.2
MTOW (in million tonnes)	9.6	8.8	8.7	8.4	8.2	7.9	8.1	8.3
Cargo (air cargo & trucking, in 1,000 t)	295.0	288.0	282.7	272.6	277.5	256.2	252.3	277.8
Seat load factor (in %)	76.0	74.8	73.4	74.3	75.0	74.8	73.0	69.6



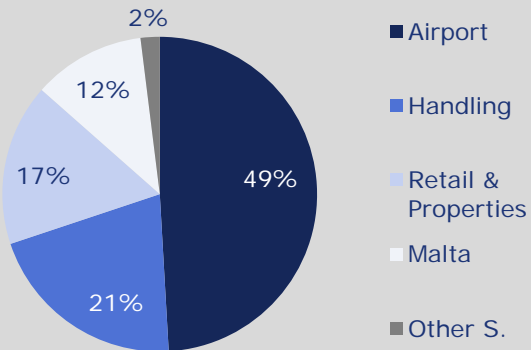
Aviation Industry Trend: Increase in Aircraft Size and Occupancy



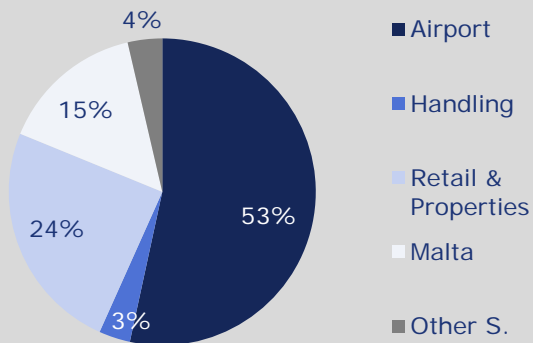
Segment overview – 2018



Group Revenue € 753 mn.



Group EBITDA € 326 mn.



Airport

in € million	2018	2017	Δ in %
External revenue	392.3	368.2	+6.5
EBITDA	187.1	167.4	+11.7
EBIT	103.4	81.7	+26.6

Handling & Security services

in € million	2018	2017	Δ in %
External revenue	166.1	160.7	+3.3
EBITDA	11.6	19.6	-41.1
EBIT	3.1	10.5	-70.9

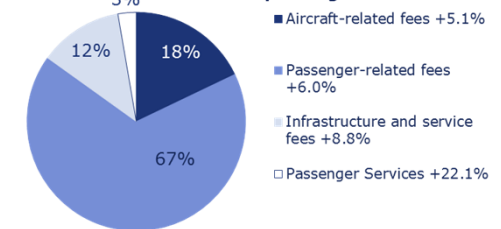
Retail & Properties

in € million	2018	2017	Δ in %
External revenue	132.9	126.1	+5.4
EBITDA	85.8	71.9	+19.3
EBIT	68.6	54.6	+25.6

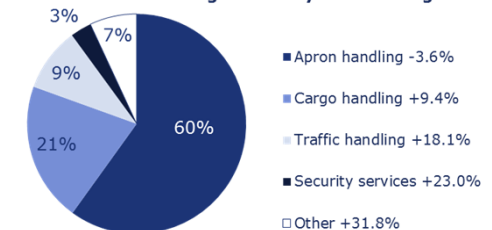
Malta

in € million	2018	2017	Δ in %
External revenue	92.2	82.4	+11.9
EBITDA	53.2	49.8	+6.9
EBIT	44.0	40.6	+8.5

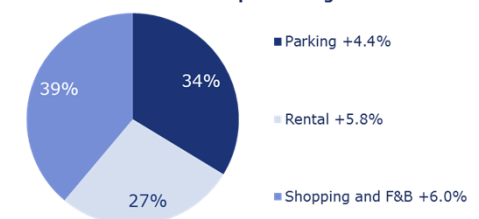
Revenue distribution in 2018 in the Airport Segment



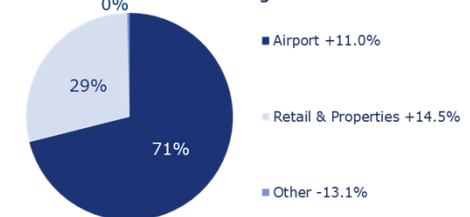
Revenue distribution in 2018 in the Handling & Security Services Segment



Revenue distribution in 2018 in the Retail & Properties Segment



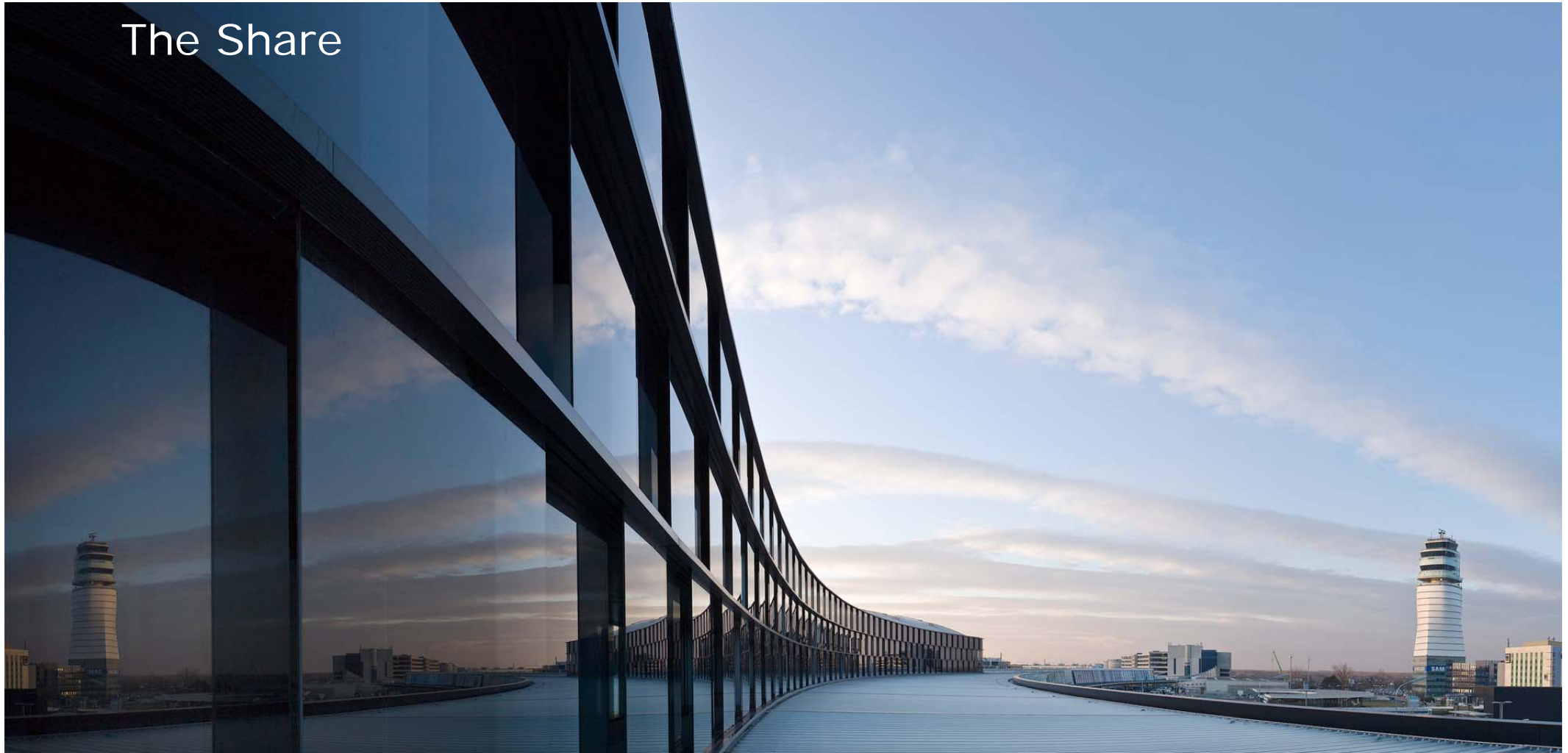
Revenue distribution in 2018 in the Malta Segment



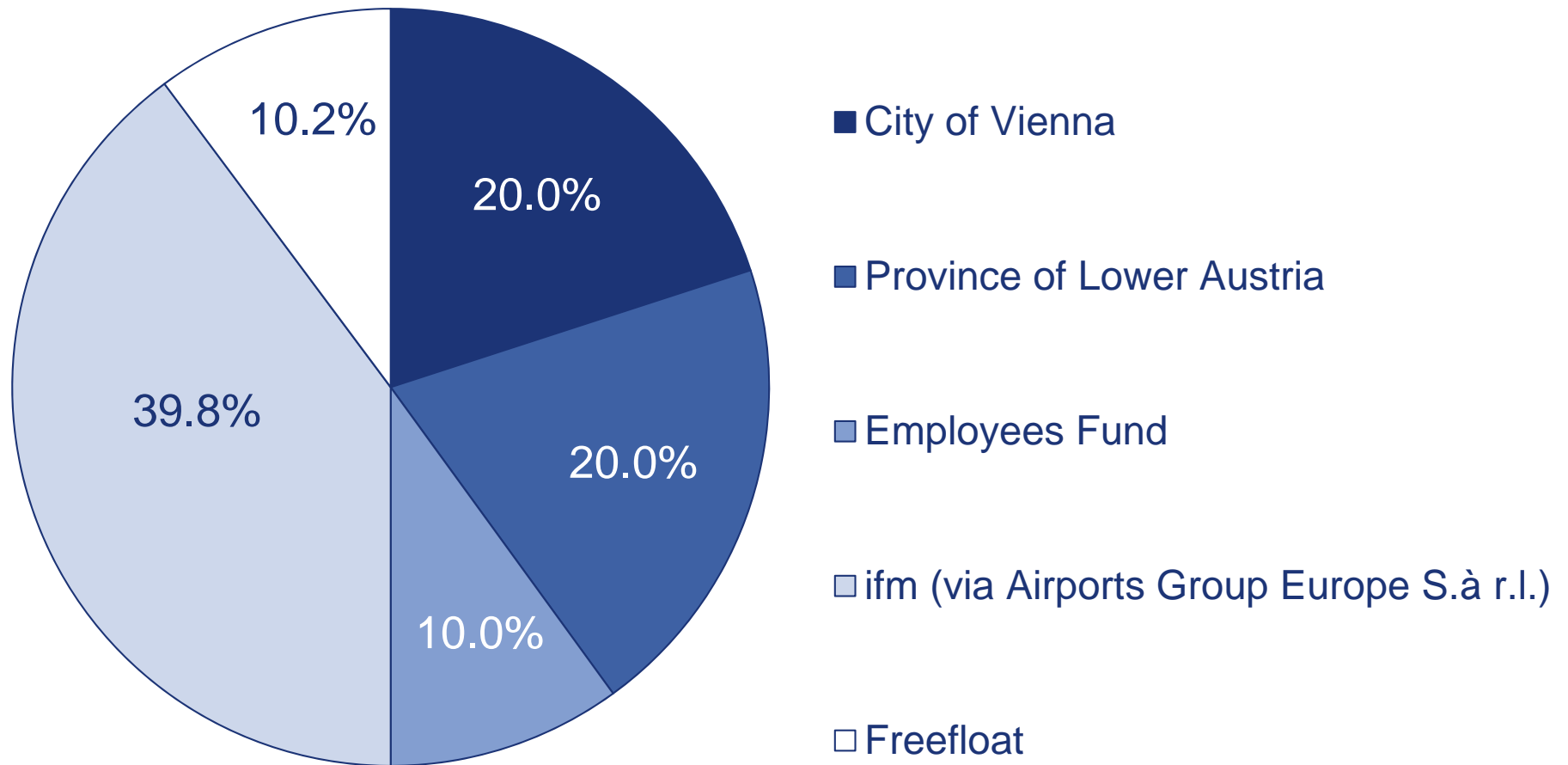


APPENDIX

The Share



The Share



Share-related indicators



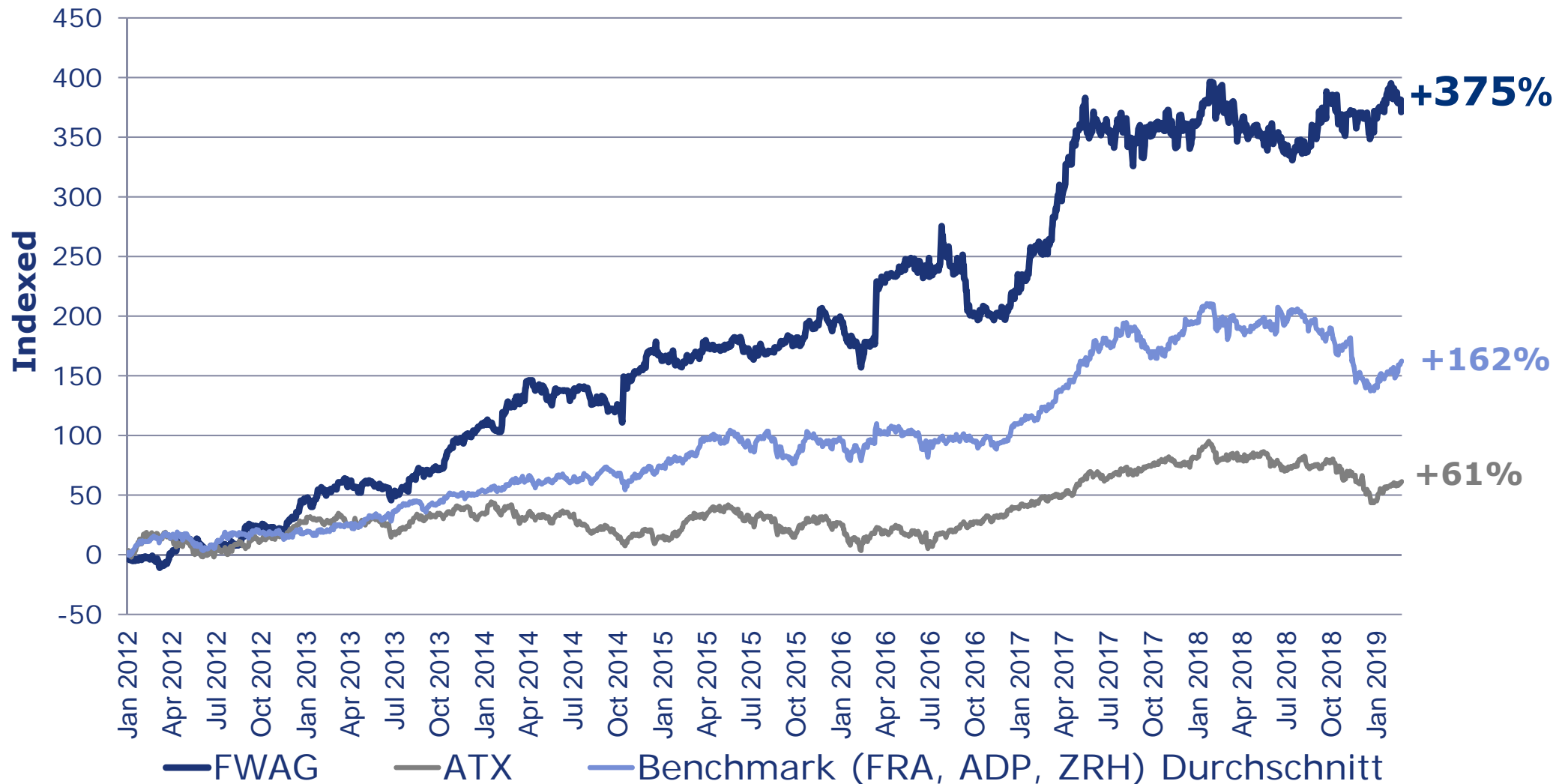
	2018
Share price on Dec. 31, 2018 (in €)	34.50
Market capitalisation on Dec. 31, 2018 (in € million)	2,898
Earnings per share (in €)	1.63
Market capitalisation/EBITDA multiple	8.27
EV/EBITDA multiple ¹	8.68
Price/earnings ratio	21.11
Price/cash flow ratio	9.95
Price/book value ratio	2.23
Dividend (in €) ²	0.89
Dividend yield (%) ²	2.6
Payout ratio (%) ²	55

54 1) Enterprise Value (EV) = Market capitalisation + net debt
2) Dividend for 2018: Proposal to the Annual General Meeting

All financial indicators for the year 2018 refer to the preliminary annual results for 2018. The final annual results will be published in the Annual Report and the Annual Financial Report of Flughafen Wien AG.

Share price rise since January 2012: +375%

Market capitalization of about € 2.9 billion





APPENDIX

Improve Quality –
Future Projects



Capacity as a crucial factor

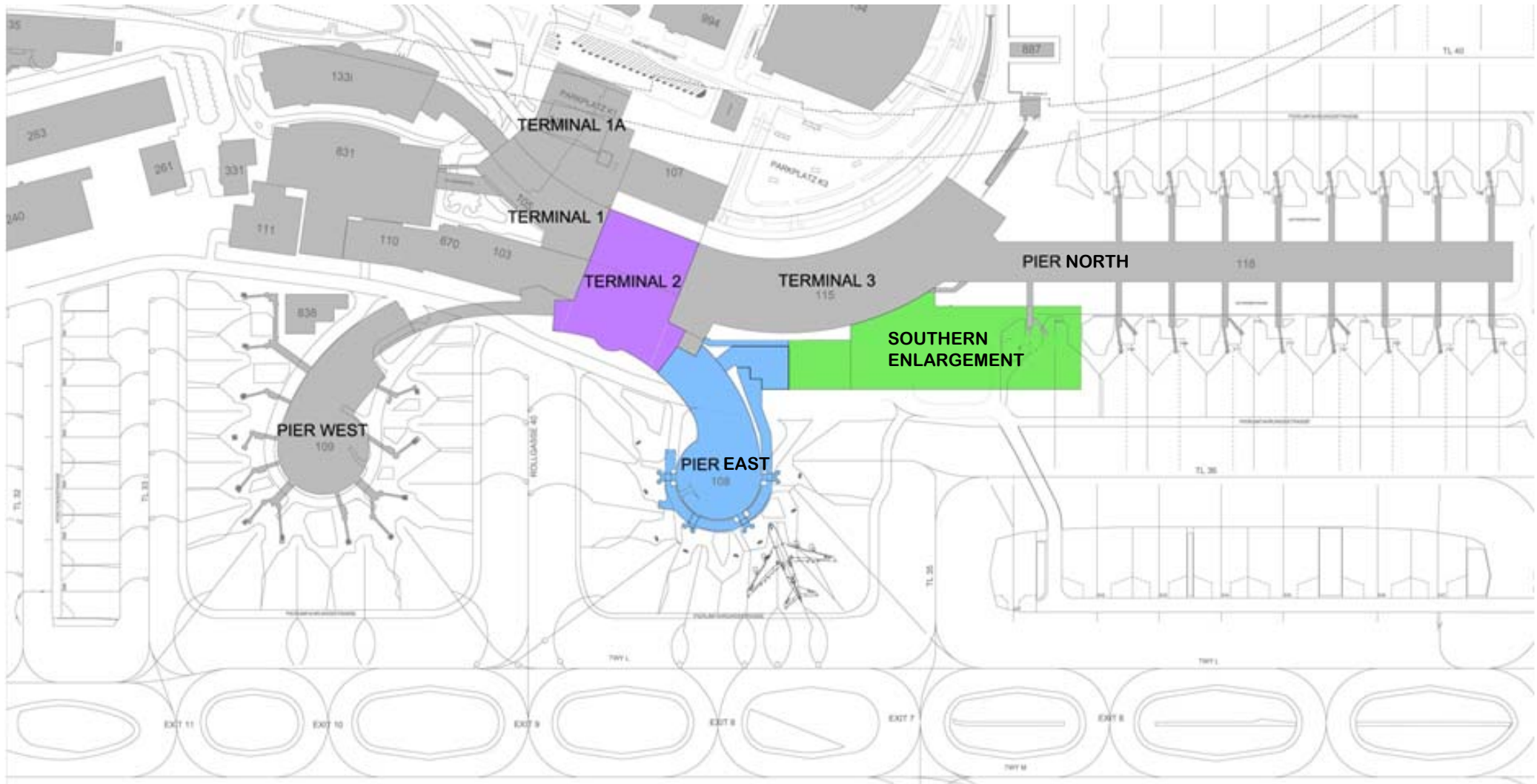


Flughafen Wien Group: € 2.5 billion in investments planned by 2028
(excl. 3rd runway)

- ✈ **Terminal development project** – higher quality / more capacity
 - Renovation of Terminal 2
 - Renovation/Revitalisation of Pier East
 - Southern enlargement project
- ✈ **Office Park 4 – Completion at the beginning of 2020**
 - 25,000 m² of state-of-the-art office space
- ✈ **3rd hotel at the airport** in preparation
- ✈ **New health centre** in operation since October 2018
- ✈ **New GAC hangars 8 and 9** – Completion by the autumn of 2019 and an additional large hangar
- ✈ **Expansion of apron areas**
- ✈ **Expansion of the Air Cargo Center**
- ✈ **Opening of the DHL Logistics Campus**
- ✈ **Helicopter training centre to be located at the airport**



Terminal development project: Overview



Terminal development as a quality factor: key projects



Terminal 2

- ✈ Renovation of suspended roof
- ✈ Setting up of central security check point for Pier East and Pier West
- ✈ Expansion of baggage claim area by three additional baggage carousels
- ✈ Expansion of existing lounges and office space

Pier East

- ✈ Creation of spacious, continuous gate areas
- ✈ Redesigning/reorganization of passenger flow and waiting areas
- ✈ Adaption to enable A380 boarding/de-boarding on two levels
- ✈ Redesigning/reorganization of shopping and gastronomy areas

New construction: enlargement to the south

- ✈ Expansion of shopping and gastronomy areas by up to 10,000 m² to ensure greater comfort during one's stay and an improved view of the airport apron
- ✈ Relocation and expansion of central security checks in Terminal 3
- ✈ Creation of up to 4,000 m² new lounge areas
- ✈ Improvement of transfer connections
- ✈ Expansion of waiting areas for passengers

THANK YOU FOR YOUR ATTENTION!

