Flughafen Wien AG

Q1/2011 Quarterly results

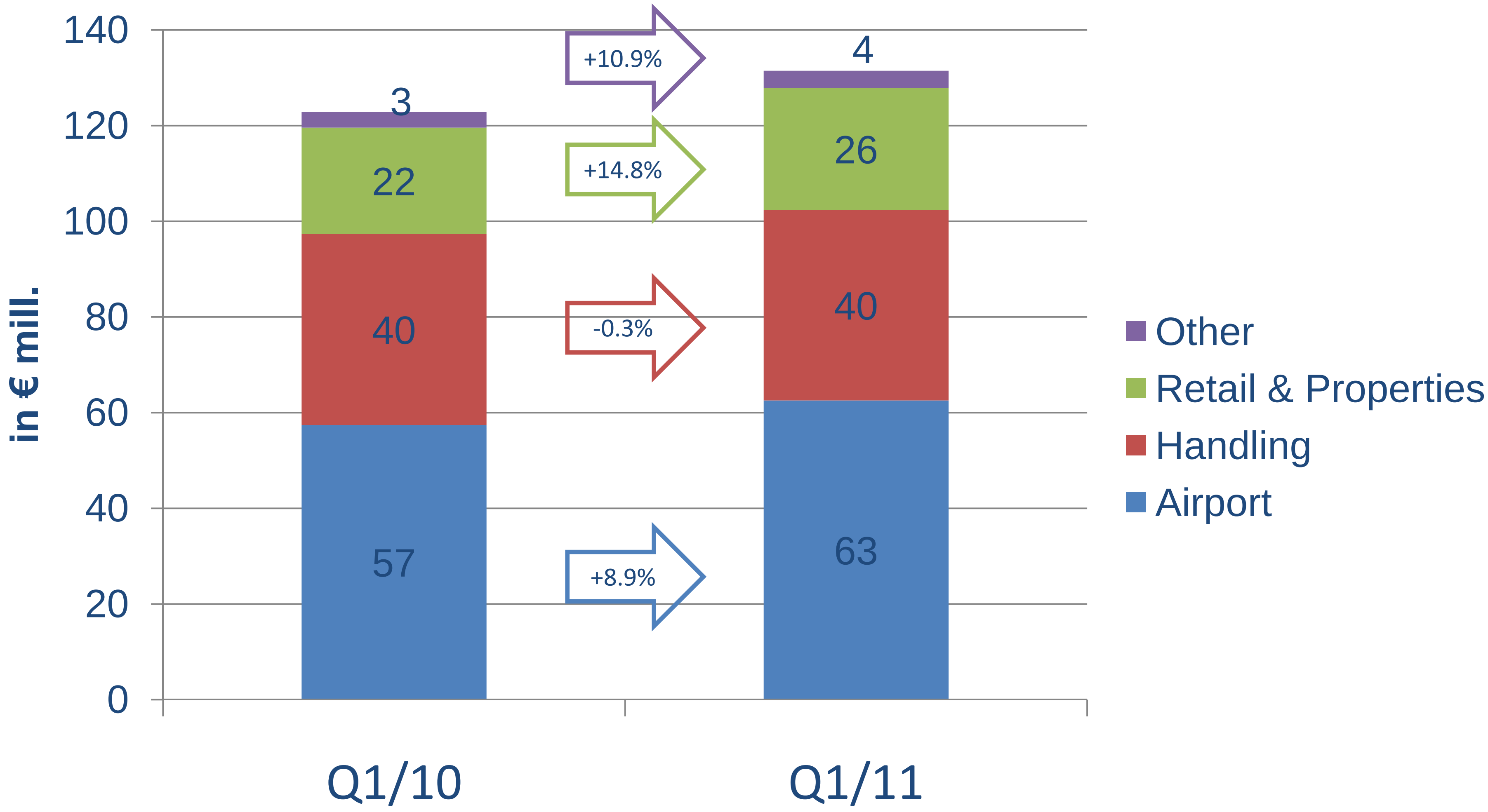
Results supported by positive traffic development

- Steady economic recovery supports the traffic development
- Effects of unrest in North Africa offset
- Environmental disaster in Japan had no significant effects on results
- New security charge accounted for in Q1/11 revenue
- Skylink progressing on-track
- CEO search well underway

At a glance – Financials Q1/2011

in € mill.	Q1/11	Q1/10	∆ in %
Revenue	**131.5**	123.0	+6.9
Other operating income	**3.7**	4.3	-13.4
Expenses	**91.0**	83.7	+8.8
Earnings before interest, taxes, depreciation and amortisation (EBITDA)	**44.2**	43.7	+1.2
Depreciation and amortisation	**-16.2**	-16.3	-1.0
Earnings before interest and taxes (EBIT)	**28.0**	27.4	+2.5
Financial results	**-2.4**	-2.3	+6.1
Profit before taxes (EBT)	**25.6**	25.1	+2.2
Taxes	**-5.9**	-6.2	-5.7
Net profit for the period (after non-controlling interests)	**19.8**	18.9	+4.8

Revenue contribution

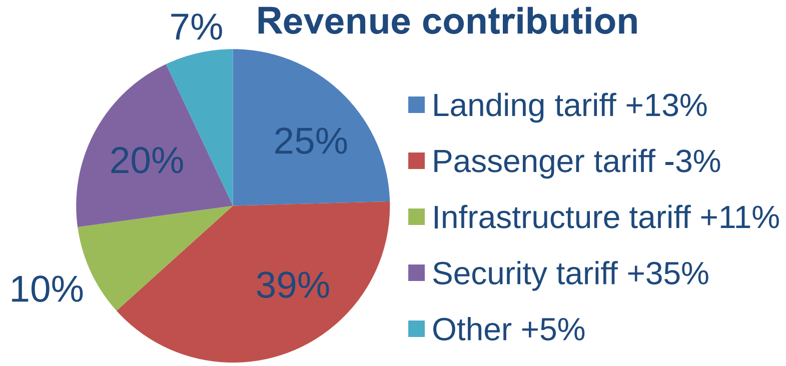


Segment – Airport

- Positive traffic development
- New security charge accounted for in Q1/11 revenue
- Disproportionally high increase in incentives due to agreements with AUA which were not in place in Q1/10, although effective for the entire year 2010

	Q1/11	Q1/10	Δ in %
External revenue (in € mill.)	**62.5**	57.4	+8.9
EBIT (in € mill.)	**17.5**	15.4	+14.0
EBIT margin (in %)	**24.8**	23.8	+4.2
EBITDA margin (in %)	**36.6**	36.7	-0.3
Number of employees	**411**	406	+1.4

Revenue contribution

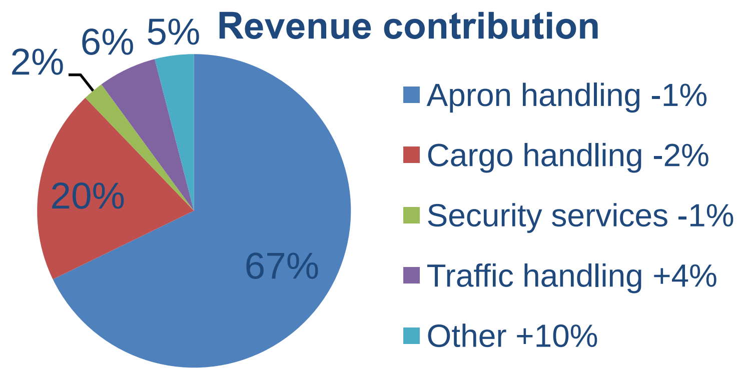


* The security tariff was introduced based on the EU regulations and replaces the former revenues from security , passenger and baggage controls.

Segment – Handling

- Market share nearly constant
- Increased level of personnel expenses due to higher number of employees – however, overtime was reduced

	Q1/11	Q1/10	∆ in %
External revenue (in € mill.)	**39.8**	39.9	-0.3
EBIT (in € mill.)	**2.2**	6.0	-63.3
EBIT margin (in %)	**4.2**	11.6	-63.8
EBITDA margin (in %)	**7.2**	14.9	-51.7
Number of employees	**3,222**	2,809	+14.7



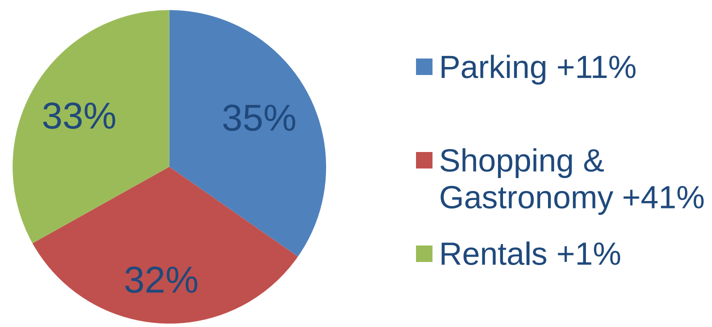
Segment – Retail & Properties

- Renegotiated lease agreements leveraged shopping and gastro results

- Increased revenues from parking

	Q1/11	Q1/10	∆ in %
External revenue (in € mill.)	**25.6**	22.3	+14.8
EBIT (in € mill.)	**13.7**	11.2	+23.0
EBIT margin (in %)	**46.5**	43.2	+7.6
EBITDA margin (in %)	**58.7**	57.2	+2.7
Number of employees	**67**	74	-9.6

Revenue contribution



Expenses

- Personnel (€ 58.2 mill.): + 10.5% above Q1/10, chiefly due to higher number of employees (+11.8%), however positive effect from reduction in overtime

- Consumables and services used (€ 12.2 mill.): slightly below Q1/10 mainly from a reduction in the use of de-icing materials

- Other operating expenses (€ 20.7 mill.): +13.7% primarily due to positive effect from the release of a provision (€ 2.1 mill.) in Q1/10

Financial results including participations

- Main participations:
  - Malta € 0.5 mill.
  - Kosice € -0.1 mill.
  - Friedrichshafen € -0.3 mill.
  - CAT € -0.2 mill.

in € mill.	Q1/11	Q1/10	∆ in %
Financial result	**-2.4**	-2.3	+6.1
At equity contribution	**-0.1**	-0.2	-75.6
Net interest result	**-2.4**	-2.1	+14.8

- Interest expense increased by € 0.7 mill. as financial liabilities grew by approx. € 100 mill.

- Interest income amounted to € 0.9 mill.

Financial position & gearing

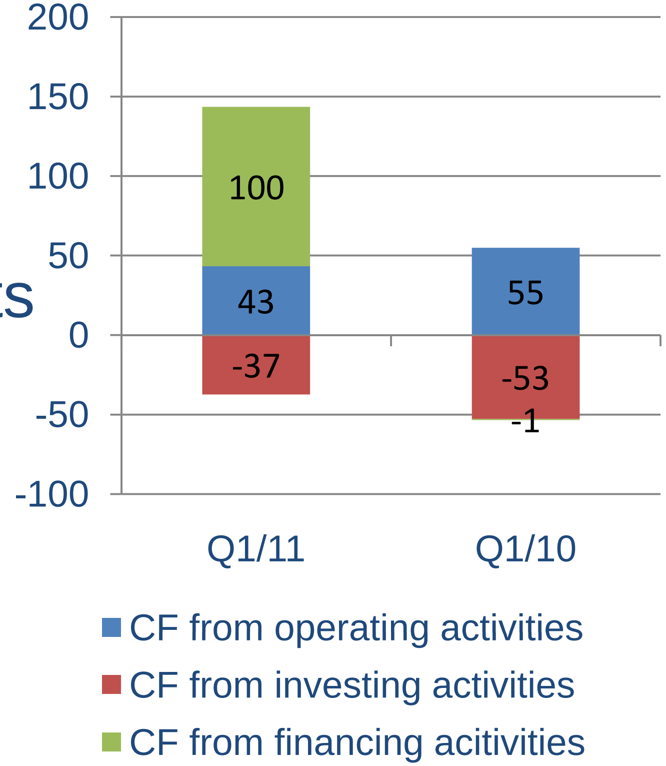
- Net debt rose due to increase in financial liabilities
- Marginal decline in ROCE (approx. at 1.4%)

	Q1/11	Q1/10	∆ in %
Net debt (in € mill.)	**661**	610	+8.3
Gearing (in %)	**78**	75	+4.7
ROCE (in %)	**1.4**	1.4	-2.9

Cash flow & CAPEX

- Cash flow from operating activities: below Q1/10 despite better EBT due to changes in working capital
- Cash flow from investing activities: below last year due to higher payments connected with the reorganisation and restart of the Skylink project in Q1/11
- Cash flow from financing activities: increase due to growth in long-term financial liabilities (+ € 100 mill.)

Cash flow (in € mill.)

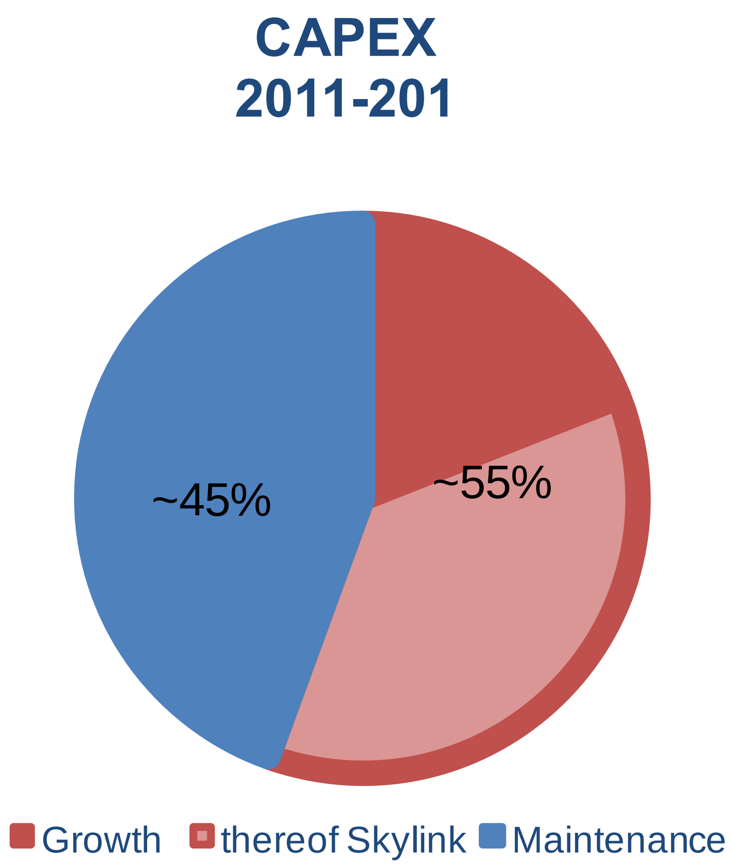


- Investments: at € 35 mill. significantly above Q1/10 due to interruption of work on Skylink project (until February 2010)

CAPEX 2011-2015

- CAPEX 2011-2015:
  approx. € 660 mill.

- Main projects:
  - Maintenance (ca. € 290 mill.)
  - Skylink (ca. € 240 mill.)
  - Shoulder improvement 16/34
  - Limousine garage
  - Adaptation Terminal 2
  - Cargo position enlargement
  - Technical noise protection



Traffic – At a glance

	Q1/11	Q1/10	∆ in %
Passenger traffic (in mill.)	4.1	3.9	5.5
Transfer passengers (in mill.)	1.2	1.2	-0.1
Middle East (in mill.)	0.1	0.1	+6.2
Eastern Europe (in mill.)	0.4	0.3	+6.0
Flight movements (in thousand)	57	57	+1.0
MTOW (in tonnes)	1,914,538	1,701,418	+12.5
Cargo incl. trucking (in tonnes)	71,668	70,391	+1.8

Traffic – Airlines

	Q1/11	Q1/10	∆ in %
Passengers (in mill.)	4.1	3.9	+5.5
	Share in %	**Share in %**	**∆ in %**
AUA	47.4	49.8	-4.7
Lufthansa	5.2	5.5	-5.7
Swiss	1.7	1.8	-6.9
Germanwings	2.6	2.2	+18.7
Total LHGR *	57.0	59.4	-4.0
Niki	11.6	9.2	+25.7
Air Berlin	7.6	8.5	-11.1
Total Niki & Air Berlin	19.2	17.8	+8.0
Air France	1.6	1.5	+1.4
British Airways	1.5	1.6	-5.2
Emirates	1.5	1.4	+4.5
KLM	1.3	1.3	-3.0
Other	17.9	16.9	+5.9

** Excluding Brussels Air, Sunexpress, British Midland and Air Dolomiti*

Traffic – New airlines and destinations

Positive development for VIE – focus remains on Eastern Europe and the Middle East

New airlines

- Cirrus Airlines
- Peoples Viennaline

New destinations

- Valencia (Niki)

Increased frequency

- Florence, Stockholm (AUA)
- Milano (AUA capacity increase)
- Jerez, Madrid, Milano (Niki)
- **Dubai** (Emirates)
- Malta (Air Malta)
- Frankfurt (LH)
- **Moscow** (Aeroflot)
- **St. Petersburg** (Rossyia)

Traffic – Forecast

2011:

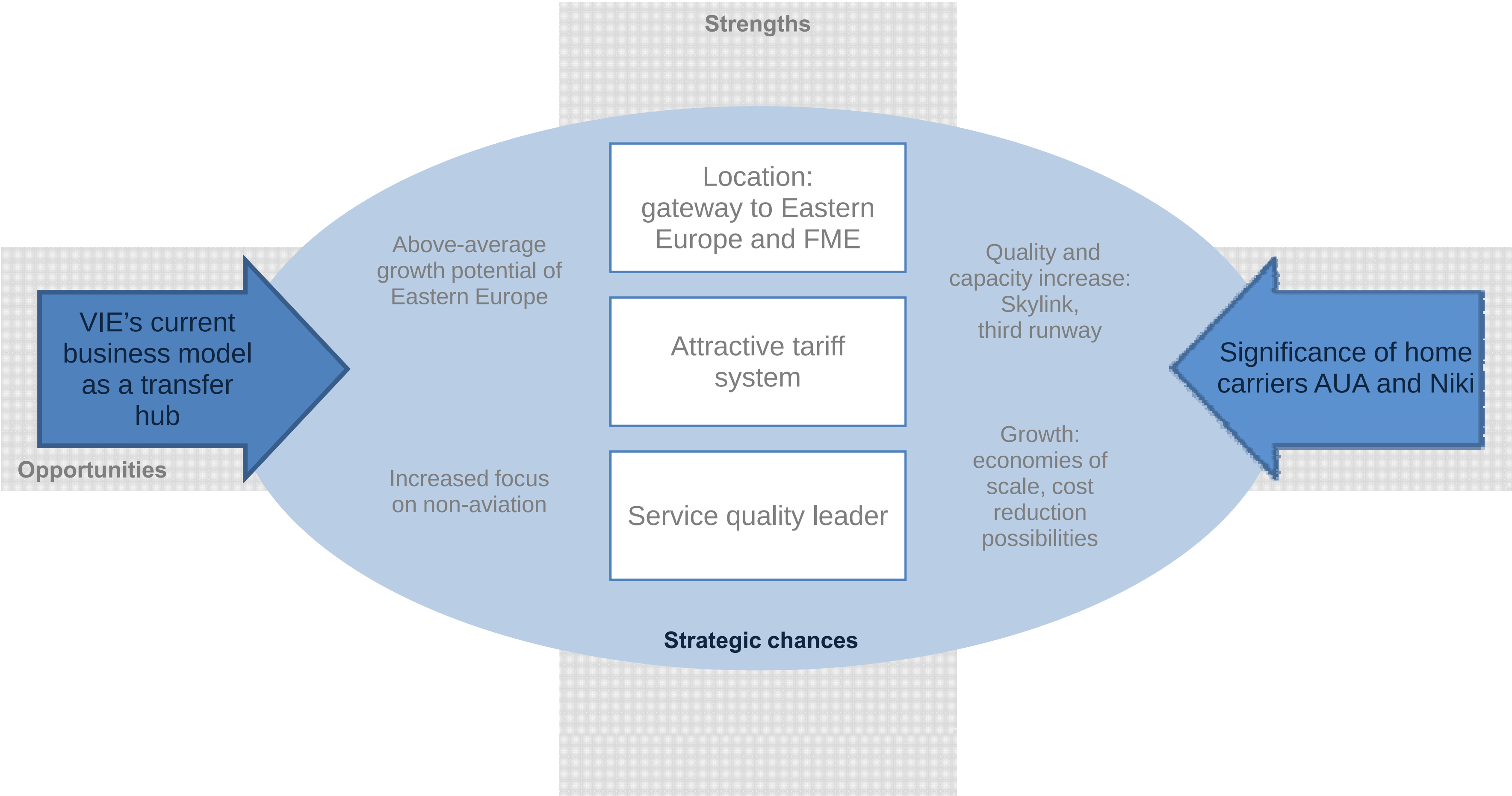
• Passengers	+5%
• Maximum take-off weight	+3%
• Flight movements	+2%

Long-term forecast 2011 – 2020*:

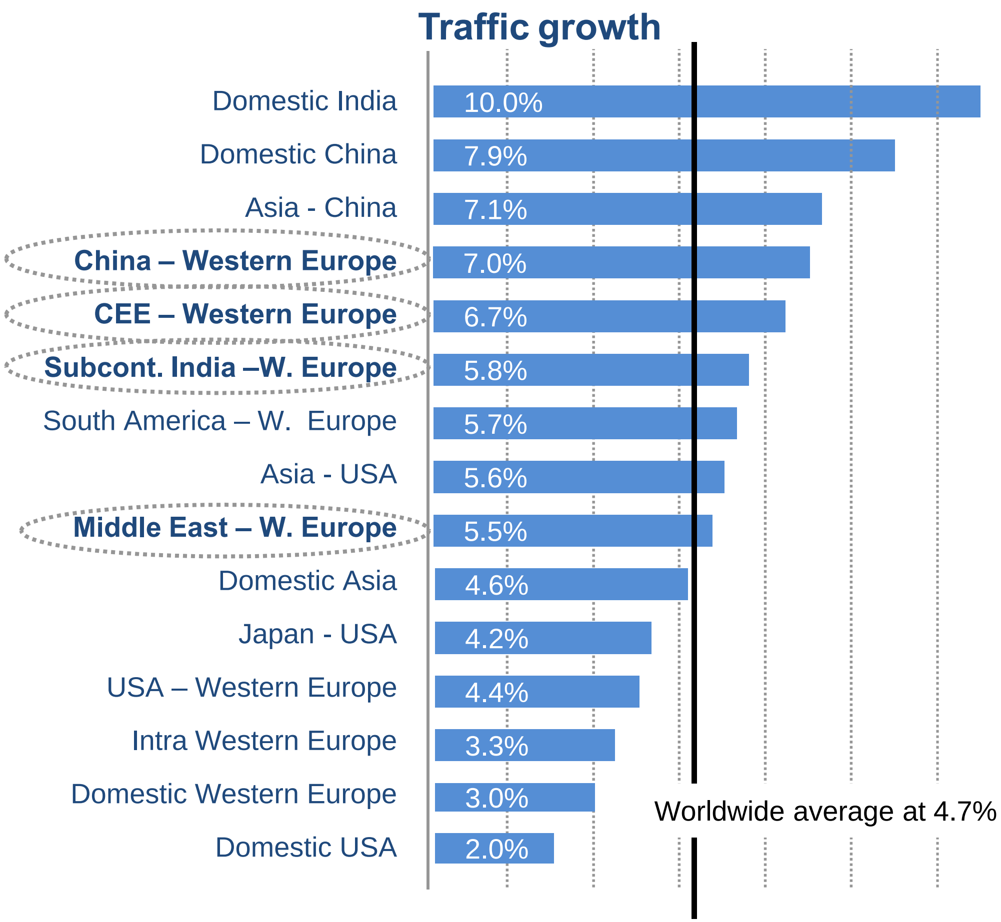
4.2% average growth p.a.
(24.6 mill. passengers in 2015 and
30.6 mill. passengers in 2020, respectively)

** Source: Intraplan 2009*

Strategic strengths and opportunities



Key focus – Transfer hub to CEE and Far and Middle East



- Strategic strength of the transfer hub location offers development potential
- Catchment area (Eastern Europe) has above-average potential for increase in profitability

Source: Airbus, 2009 ; Average growth p.a. "Revenue Passenger Kilometres'" 2009-2028

Key focus – Enhance leading position of quality

VIE is a full-service provider
that is closely integrated with its airline customers

- Minimum connecting time: 25 – 30 minutes; a clear leading position ahead of Munich, Frankfurt and Zurich
- Outstanding turnaround time (A320: ~40 minutes)
- Punctual and efficient service 2010: delays of more than 15 minutes: 19.7% of all departures (2nd best behind Copenhagen, ahead of Munich, Zurich and Frankfurt)
- Short distances and comfortable transfers for passengers

- High market share
- Growth potential

- Economies of scale
- Cost reduction potential
- Possible service diversification

Key focus – Skylink

- Maximum costs at € 830 mill. will not be exceeded
- Start of operations at end of first half 2012
- Next steps:
  - Preparations for test period already ongoing
  - Test period starting in Q4/11
- Actual capacity above 30 mill. PAX
- Three-floor concept

Key focus – Skylink

Infrastructure:

- Shopping areas: 5,900 m²
- Gastronomy areas: 3,700 m²
- Check-in-counters: 64
- Baggage carousels: 10
- Pier positions: 17

Dimensions:

- Gross floor space:
  Terminal: 76,000 m²
  Pier: 71,000 m²
- Length of pier : 450 m
- Length of terminal: 270 m

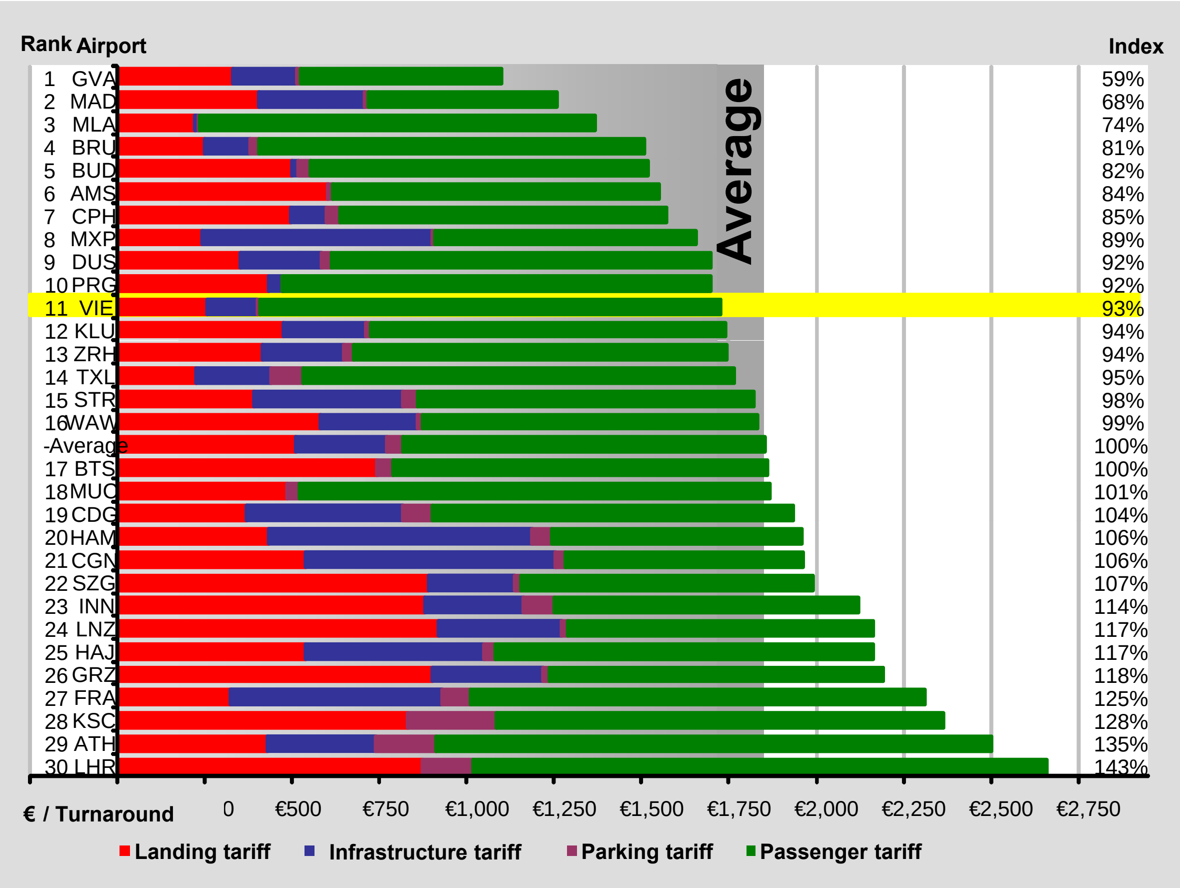
	Available space 2010*	Decrease in space with opening SKYLINK	Additional space SKYLINK	Total space with opening SKYLINK
Shops / Gastonomy	11,500 m²	-1,500 m²	9,600 m²	19,600 m²
Number of shops and gastronomy	79 shops / 26 gastro	-5 shops / -7 gastro	32 shops / 18 gastro	106 shops/ 37 gastro

**Plannig assumptions for Skylink*

Key focus – Further capacity: third runway

- Status:
  - March 2007: initial filing for the environmental impact assessment proceedings
  - Citizens initiatives recognised as parties to these proceedings
  - February 2009: Statement by Flughafen Wien AG
- Potential schedule:
  - Hearing in Q3-Q4/11
  - Official ruling in the first instance expected for the end of 2011 – beginning of 2012

Key focus – Attractive tariffs



- Competitive tariffs and attractive incentives – better than the European average and the peer group (Frankfurt, Munich, Zurich)
- Economical tariffs enhance ties with home carriers – and also support the hub’s core regional orientation (Eastern Europe, FME)

Source: VIE; August 2010; All airlines, all fees, excluding security, including incentives

Key focus – Non aviation

- Significant development in the recent years with further growth potential (from pre-crisis year 2007 to 2010 +13%)
- Potential for further profitability of gastro & shops due to traffic growth and economic recovery and opening of Skylink
- Attractive position in the catchment area
- Increased focus on real estate & infrastructure management

Outlook

- Cost reduction
- Skylink
- Third runway
- Implementation of EU directives on airport charges
- Traffic forecast
  - Passengers +5%
  - Maximum Take Off Weight +3%
  - Flight movements +2%

Flughafen Wien AG

Q1/2011 Quarterly results