

March 2024

Flughafen Wien Investor Presentation



PAX Vienna Airport

2019: 31.7 mn 2023: 29.5 mn

2024e: approx. 30 mn

PAX Flughafen Wien Group

(incl. Malta Airport, Kosice)

2019: 39.5 mn 2023: 38.0 mn

2024e: approx. 39 mn

Revenue

2019: € 858 mn 2023: € 932 mn

2024e: approx. 970 mn

EBITDA

2019: € 385 mn 2023: € 394 mn 2024e: >€ 390 mn

MCap: € 4.2 bn
ISIN: AT00000VIE62
Bloomberg: FLU AV
Reuters: VIEV.VI

Prim. listing: Vienna Stock

Exchange

Flughafen Wien AG: company profile

- Vienna Airport, Europe's 16th largest airport with 29.5 million PAX in 2023 (31.7 million PAX in 2019)
- Vienna Airport Group consisting of Vienna Airport, Malta Airport and Kosice Airport
- Lufthansa hub, home carrier Austrian Airlines (approx. 45% market share)
- Strong growth of low-cost carriers in recent years (approx. 30% market share)
- Focus on intra-European routes, important transfer hub to Central/Eastern European destinations (Austrian Airlines serves several SEE destinations exclusively), attractive long-haul routes
- Large catchment area (Eastern Austria as well as Czech Republic, Slovakia and Hungary)
- Non-aviation growth thanks to terminal expansion and development of the AirportCity



Investment Case

Flughafen Wien share

Growth

Profitability

Dividend

VIE-destination

Quality

Sustainability



Growth

- Trend growth gradual increase in flight traffic & post-Covid recovery
- Non-aviation expansion of retail & gastronomy, development of the AirportCity

Profitability

- Rise in the EBITDA margin to clearly above 40% (2023: 42.2%, 2019: 44.9%)
- Ownership of extensive properties and buildings required for operations

Dividend policy

- Complete elimination of debt, net liquidity of € 362 million in FY 2023
- Payout ratio of >60%

VIE-destination

- Incoming traffic: city tourism and congress hotspot, Vienna as a headquarters city
- Outgoing: prosperous Vienna Region, far-reaching catchment area

Quality

- Third most punctual European hub in 2023; many awards
- Strengthens the relative position of the home carrier Austrian Airlines within LHG

Sustainability

- CO₂-neutral operations of Vienna Airport since the start of 2023, net zero by 2033
- Renewable energies cover up to 50% of consumption

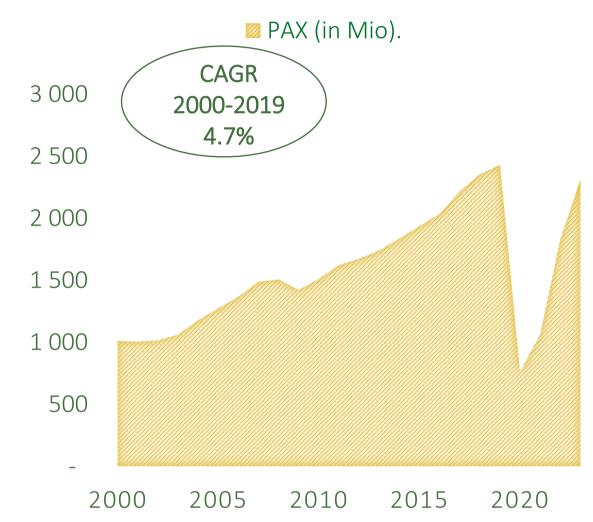


Sustainable, long-term PAX growth

Trend growth and quick recovery after downturns

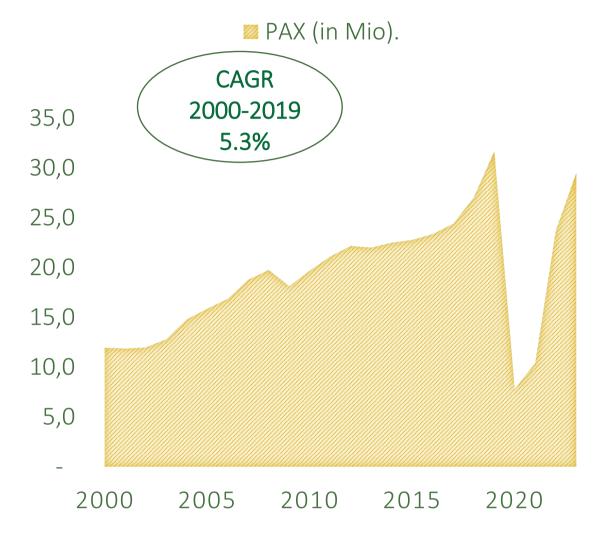
Growth of Vienna Airport is stronger than in Europe as a whole

PAX European airports (millions)¹



- Constant and sustainable PAX
 trend growth in 2000-2019
- CAGR 2000-2019 of 4.7%
- Rapid recovery after downturns
 (e.g., 9/11, SARS, 2008/09, Covid-19)
- In 2023 95% of the pre-Covid level has been reached, 01/24 almost at 01/19 level

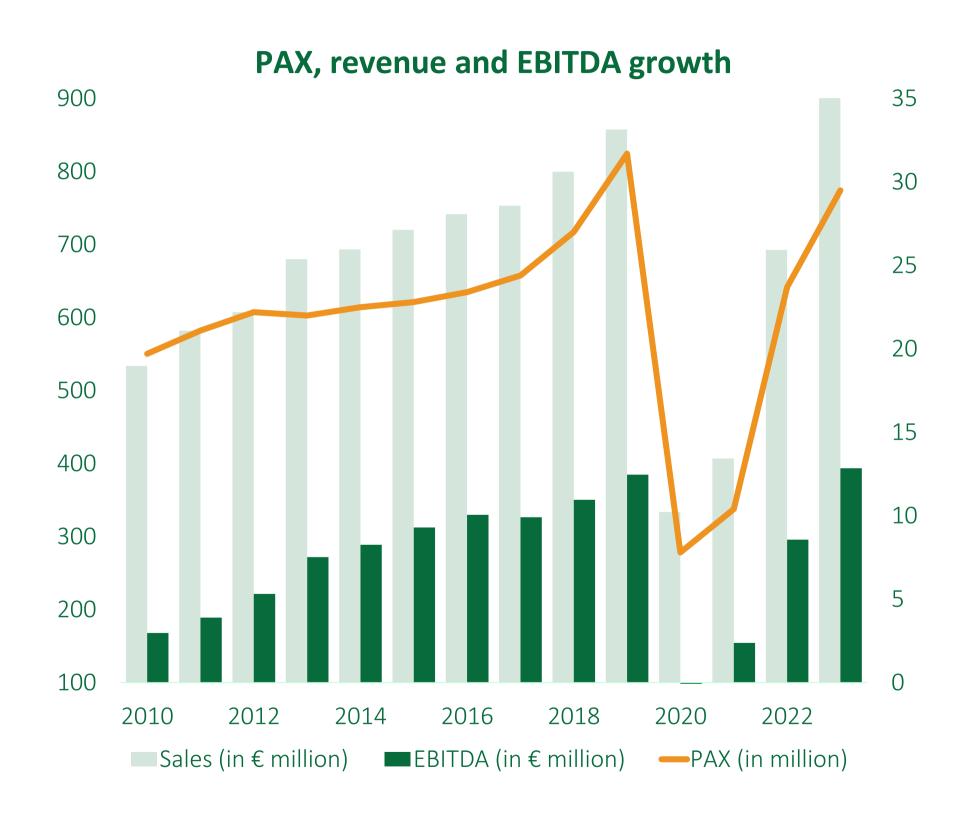
PAX Vienna Airport (millions)



- PAX growth at Vienna Airport is above the European average in the years 2000-2019
- Attractiveness of Vienna as a destination, prosperous catchment area, growth of low-cost carriers
- Sharper increase in local passenger traffic vs. transfer traffic

¹⁾ Source: Airports Council International - Europe (ACI EUROPE)

Aviation returns to growth Long-term PAX, sales and EBITDA growth



- Covid-19 slump has largely been made up for
- Global fleet to double to approx. 48,600
 aircraft (around +3.5% p.a.) by 2042
 (according to market studies by Airbus and Boeing), with approx. half of deliveries being replacements and half extensions



Leveraging non-aviation potential

Terminal 3 Southern Expansion







- Enlargement of Terminal 3 by approx. 70,000 m² ("Southern Expansion")
- Passengers await an enhanced quality of their time at the airport featuring greater comfort, service and a significant expansion of their shopping and gastronomical experience
- Increased sales thanks to significantly expanded shopping and catering experience
 Shopping & catering space increases by approx. 50% to around 30,000 m²
 Tenant acquisition already in full swing
 Focus on Austrian catering as well as strong national and international premium brands
- New centralised security checks, new and spacious lounge areas, additional gate areas
- Modern ambience, more comfort thanks to more options for people to stay
- Convenient connection between Terminals 3 and 2 (behind the security check)
- Investment volume of € 420 million, intensive construction phase is already underway
- planned opening in 2027



Growth of the AirportCity

More than 250 companies and over 23,000 employees







- Boom in business location projects: 20 new companies will add 700 new jobs at the airport hub
 (Enpulsion, Atlas Copco, Quehenberger, AT Plus, Boutique Aviation,
 AT Intermodal, ACS Logistics, Murrelectronik, Kalmar, FMS Solution etc.)
- Construction of the Helios Logistics Park is progressing Austria's largest logistics park covering 80,000 m² to open in autumn 2024
- Future Zone East near Fischamend: 1,800 new jobs already created in the region (including new business location projects)
- Enpulsion starts a production facility for micro-satellite propulsion systems in the AirportCity
- Launch of construction for a new hotel with 510 rooms in the spring of 2024 expansion of accommodation capacities to 1,400 rooms in the future



Austria's strongest real estate brand for the 4th **time:** the AirportCity wins the European Real Estate Brand Award.



Indexation of rates provides good protection against inflation

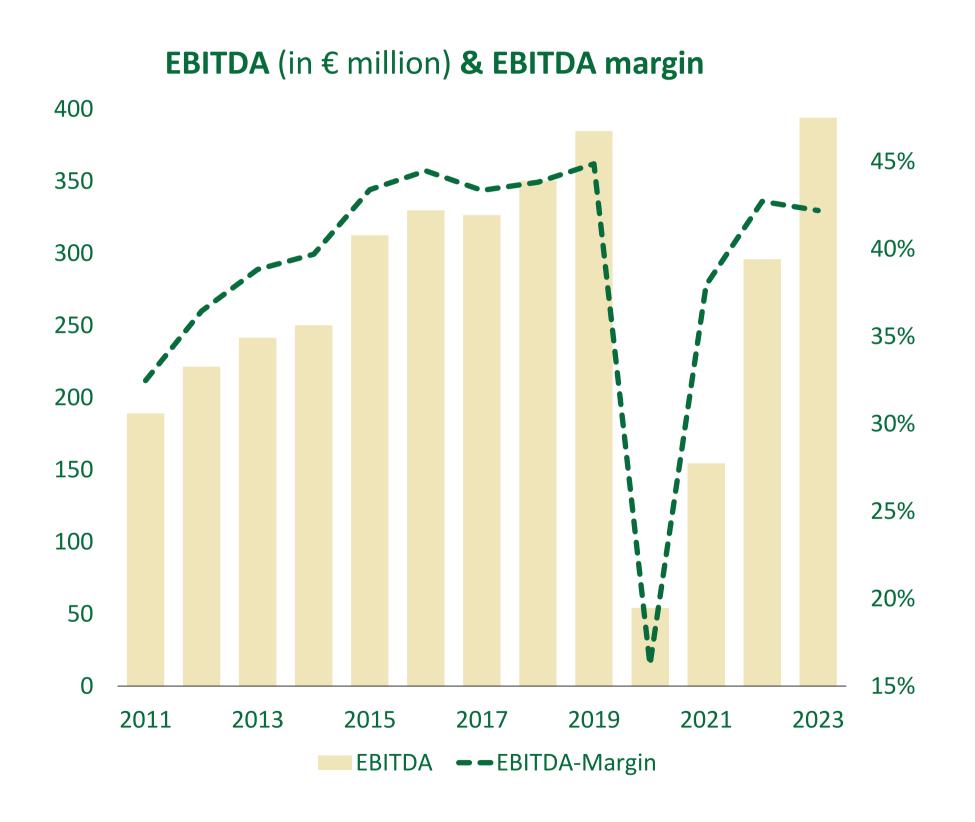
- Temporary suspension of the pricing model (derived from PAX growth and inflation) until 2026
 due to Covid-19- related distortions since 2020
- Adjustment of airport fees by the average inflation rate
 (calculated from 1 August 31 July)
- Increases in 2024:

Passenger fees	+9.7%
Landing and infrastructure fees	+9.7%

 An earlier return to the existing pricing model is foreseen if the three-year average of traffic volumes (passengers, MTOW, fuel quantities) exceeds those of the period 2016-2019



Substantial improvement in profitability thanks to sustainable measures



- Increase in EBITDA margin from 32.5% in 2011 to well over 40%
 (2023: 42.9%, 2019: 44.9%)
- Insourcing of third-party services, not filling vacant positions, process optimisation, energy saving measures, etc.
- Increase of non-aviation revenue is supportive for profitability



Ownership of property and buildings

contributes to a higher enterprise value

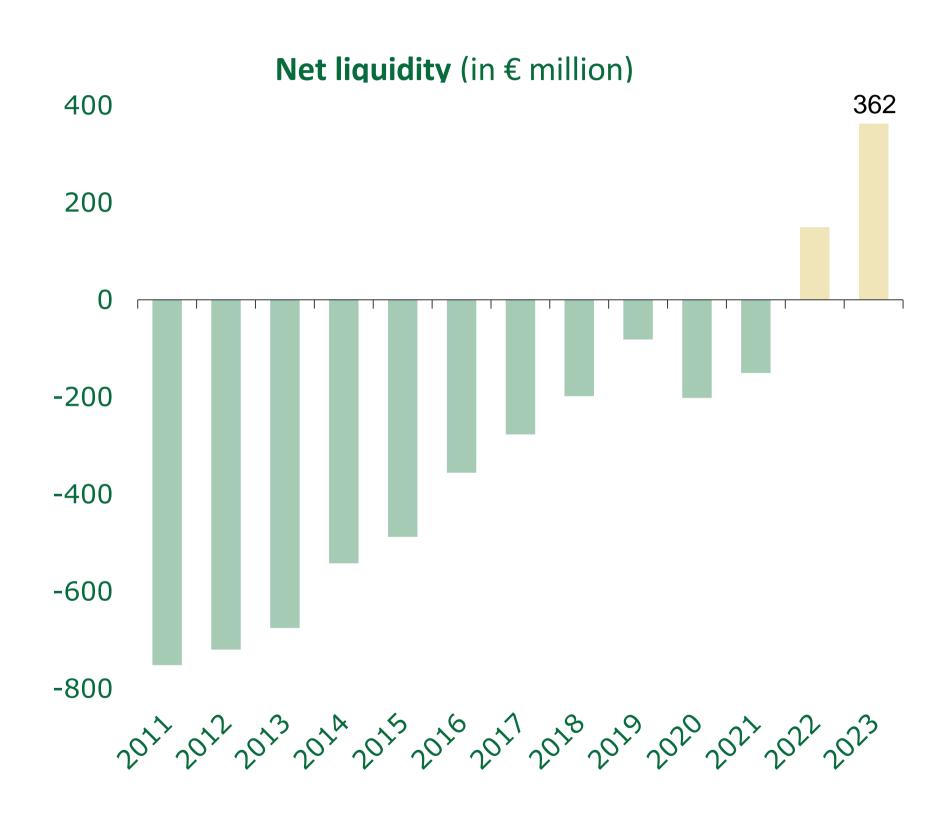


- Flughafen Wien AG is the owner of all properties (about 1,080 hectares), the buildings enabling airport operations as well as the main car parks, business premises and office buildings
- No concession fees in contrast to many other privatised airports
- Development of the landbank
 ("Airport City") to enhance enterprise value
- High demand for logistics spaces and industrial plots, eastward urban development possibility for Vienna



Elimination of net debt

Leads to a positive financial result

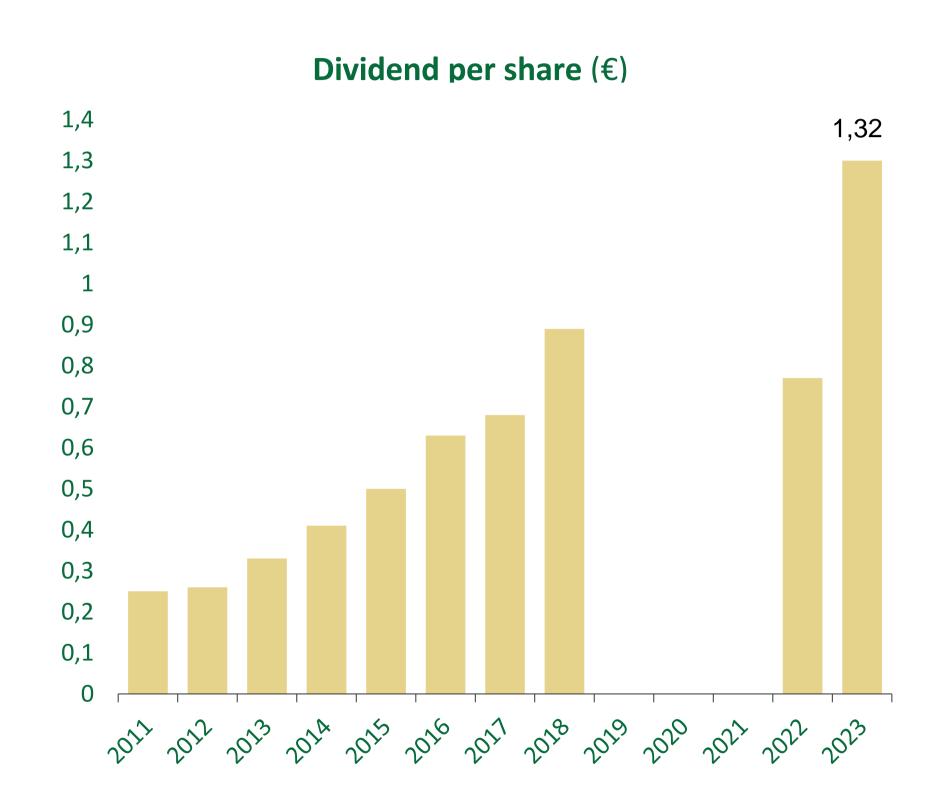


- Net liquidity in FY/23 at € 362 million
 (FY 22: € 149 million)
- Comfortable financial leeway for investments
 and attractive dividends
- Payout ratio of "over 60%"
- High equity ratio of 71%
- Clearly improved financial result due to higher interest income (increased level of investments and yield)



A positive incentive for shareholders

Substantial increase in the dividend to € 1.32/share



- Dividend increase of around 70%
- Dividend proposal of € 1.32 per share for 2023
 (€ 0.77 in 2022)
- Payout ratio of around 66% (net profit for the period after minority interests)



Incoming traffic to the destination of Vienna Tourism hotspot and congress city









- Overnight stays in July, September and December exceeded those of the same period in 2019
- Over 80% of guests are foreign guests¹ (DE, US, IT, UK, ES, FR)
- Average annual growth in guest arrivals in the period 2006-2019 of 5.6% p.a.
 (CAGR 2006-19 5.3%)



- Vienna is consistently ranked among the world's most livable cities #1 for the 4th time by The
 Economist, 11 times by Mercer
- Vienna is a congress city and is one of the most popular event locations globally (#1 at ICCA, #2 at ULA)Translated with DeepL.com (free version)



Incoming traffic to the destination of Vienna

International organisations and headquarters

Vienna is the location of more than 40 international organisations, about 130 bilateral and numerous other multilateral diplomatic missions¹









Vienna is the regional **headquarters destination** of more than 200 multinational companies², mainly for Central and Eastern Europe. The three most important countries of origin are Germany, the USA and Italy

Consumer goods















































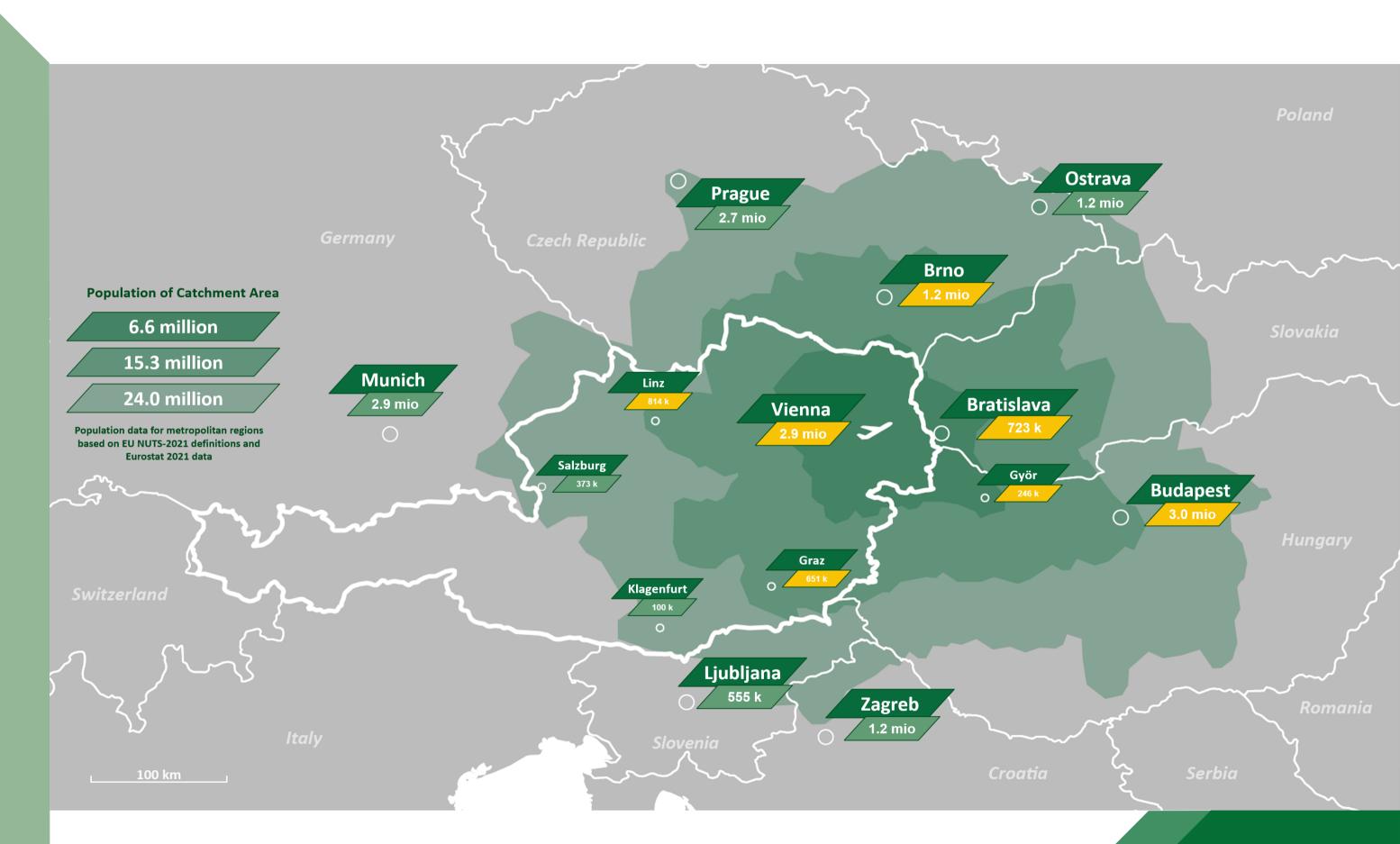
¹⁾ Source: wien.gv.at

²⁾ Source: wien.gv.at:, statista.com, wko.at, investinaustria.at; 2022

Catchment area

The catchment area encompasses both one of Europe's most prosperous and fastest-growing regions.

The economic catch-up process in nearby
Central & Eastern
European countries also leads to a growing willingness to travel

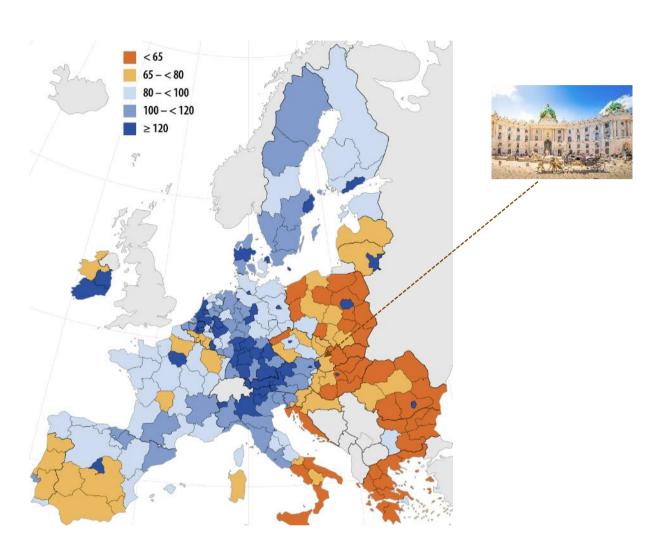




Outgoing traffic

Prosperous Vienna
Region and Central &
Eastern European (CEE)
growth potential

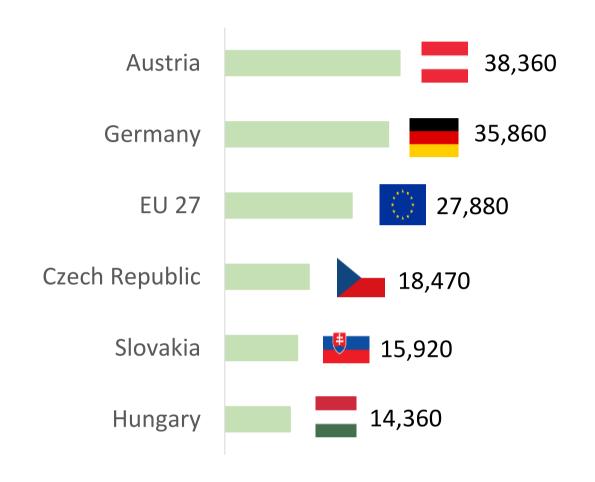
Prosperous Vienna Region¹



- Vienna and the surrounding area ranks
 among Europe's most prosperous regions
- Supports outgoing leisure travel on shorthaul and long-haul routes
- Emphasizes Vienna's role as a business destination

Growth potential in CEE²

Real GDP per capita in EUR, 2022



- Southern Czech Republic, Western Slovakia and Western Hungary have the highest economic strength in CEE
- High wage growth
- Gateway to CEE: Electronics, automotive, pharmaceuticals and chemical industries in the catchment area



¹⁾ Source: Eurostat, 2019, compared to EU average 2) Source: Eurostat, economy-finance.ec.europa.eu

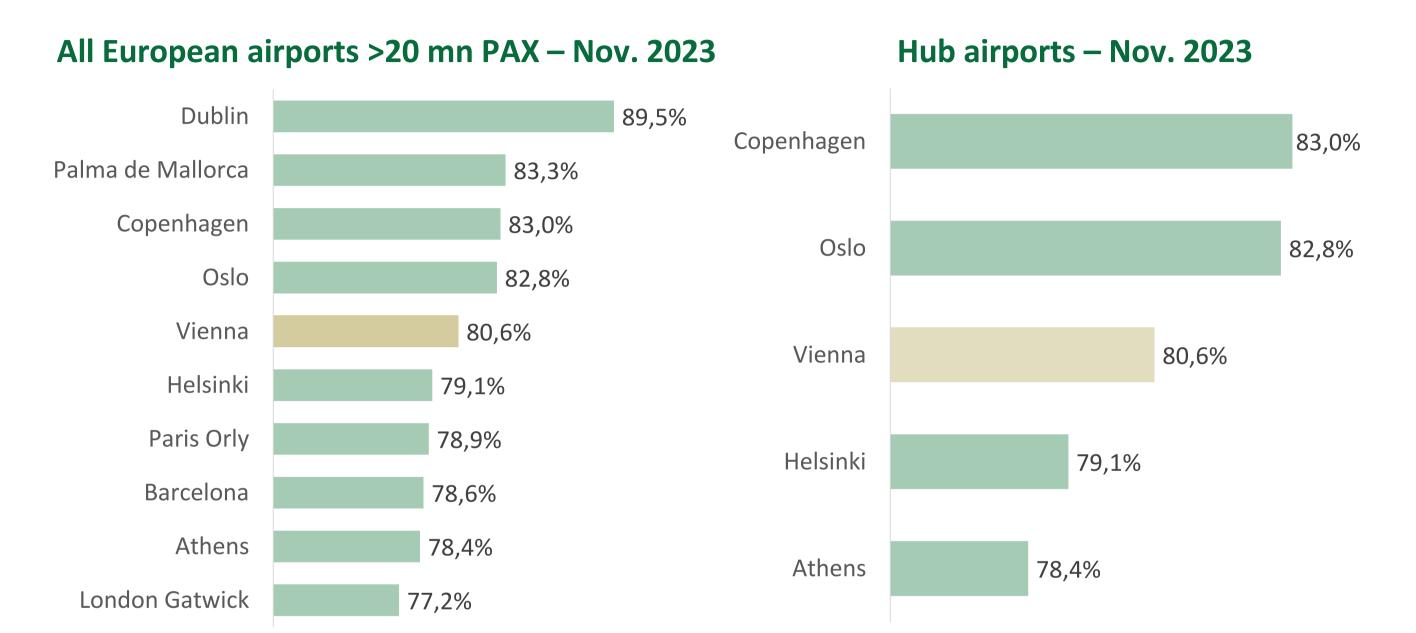
Quality

Sustained top
performance in the
Lufthansa Group, clearly
ahead of Munich, Zurich
and Frankfurt

Supports the position of Austrian Airlines

Promotes the attractiveness of Vienna as an airline destination

Ongoing good punctuality rate in 2023



 Everything under one roof: Vienna Airport carries out key services itself or via its own subsidiaries such as ramp handling and security checks (VIE handling market share of 87% in 2023)



CO₂ neutral airport operations

Sustainability as the basis for successful and responsible actions



- CO₂-neutral operations of the airport since January 2023
- PV facilities, e-mobility, CO₂-neutral geothermal energy/district heat, new technologies and countless other measures have enabled the airport to steadily reduce CO₂ emissions
- Savings of 60,000 tonnes of CO₂ p.a. since 2011; more than a 40% reduction in energy consumption per traffic unit







ACI 2nd place ranking in the category "Eco-Innovation"



Award for successful climate protection measures; ACI was particularly impressed by the resolute implementation of the climate protection strategy and the realisation of the photovoltaic facility spanning 24 hectares at Vienna Airport.



Market shares of airlines

#1 Austrian increased its market share to 46.9% vs. 43.2% in 2019

LCC share at 29.9%

2023	Share in %	Passengers	PAX Δ% vs. 2022	PAX Δ% vs. 2019
1. Austrian	46,9	13.862.273	24,4	1,4
2. Ryanair/Lauda	20,2	5.954.732	20,4	·
3. Wizz Air	6,9	2.031.506	26,9	
4. Eurowings	2,4	696.928	44,4	
5. Turkish Airlines	2,4	695.578	21,0	26,4
6. Emirates	1,4	406.730	30,6	-2,1
7. Pegasus Airlines	1,3	388.566	29,7	33,1
8. KLM Royal Dutch Airlines	1,2	365.088	19,7	-3,8
9. SunExpress	1,2	341.883	23,3	33,1
10. Iberia	1,1	337.901	19,9	11,1
11. British Airways	1,1	317.695	24,2	-29,1
12. Air France	1,0	299.533	27,9	-4,7
13. Lufthansa	0,8	248.100	-39,8	-66,0
14. Qatar Airways	0,8	234.248	41,0	2,7
15. EVA Air	0,7	219.985	229,2	13,6
Other	10,6	3.132.440	34,8	-54,3
Total	100,0	29.533.186	24,7	-6,7
thereof Lufthansa Group ¹	51,4	15.183.542	23,3	-12,3
thereof low-cost carriers	29,9	8.821.767	20,5	15,1



¹Lufthansa Group: Austrian, Brussels Airlines, Eurowings, Lufthansa and SWISS

PAX increase to almost all destinations 85% on intra-European routes

2023

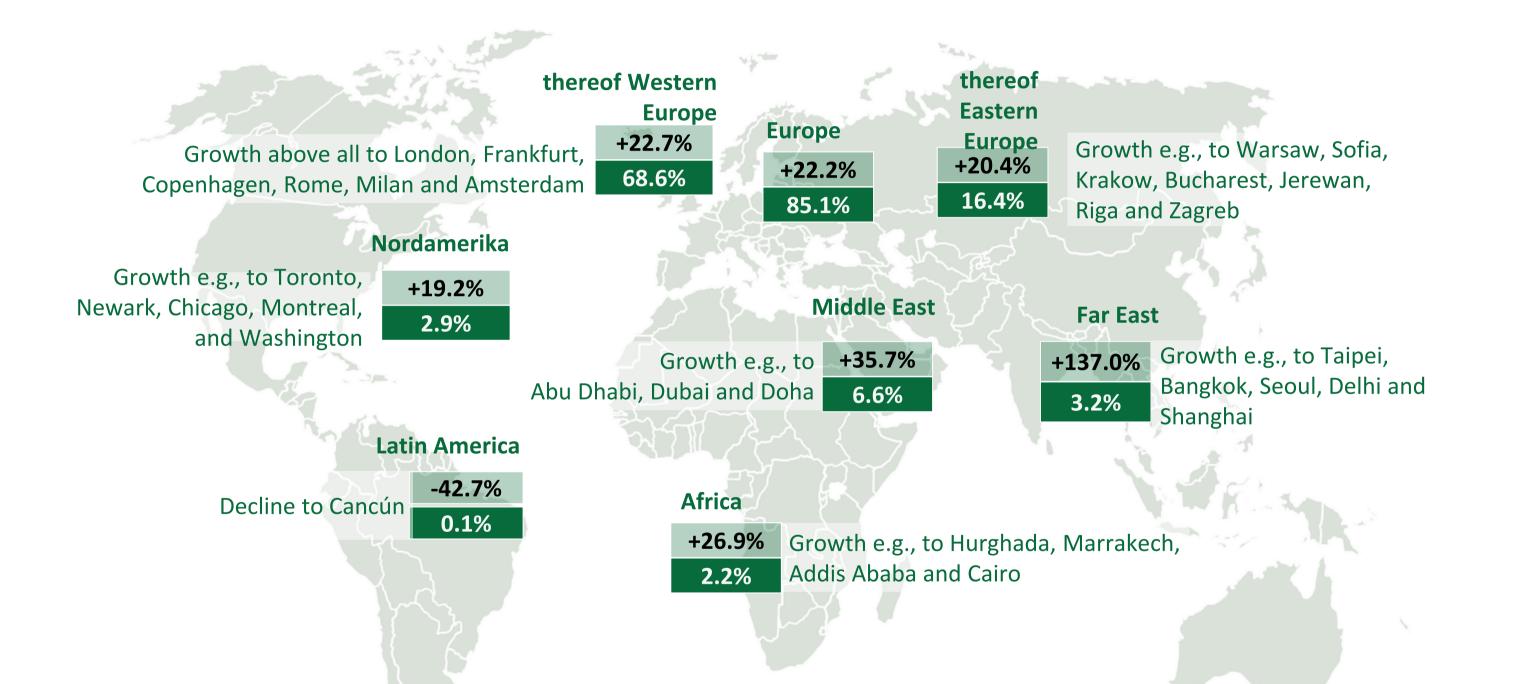
- 65 airlines
- with 203 destinations
- in 65 countries

New

Azerbaijan Airlines

Resumption of flight service

Air India





Market share



Cargo – VIE a modern cargo hub

Exczellent location & special service solutions

- Strong customer base especially automotive and electronics industry, plant engineering in Austria and CEE
- Dense and reliable carrier network to European hubs and CEE (incl. Poland, Baltics, Balkans)
- Regular cargo flight connections and long-haul flights (mainly Asia, North America, Middle East)
- Stronger positioning as cargo hub to Asia:
 Co-operations with Incheon Airport and Korean Air
- Air cargo center: central warehouse with dedicated special storage guarantees short handling times, connected handling center and forwarders' warehouse; cargo warehouse handling, document handling
- Pharmaceutical handling center: seamless cool chain (incl. cool trailer transport on the apron), guaranteed high quality through GDP compliance; record shipments at Pharma Handling (3,675 tonnes) in 2023
- Payload Asia magazine honours VIE with the "Ground Handler of the Year 2022" award in Europe









Traffic forecast for 2024

Flughafen Wien AG:

Passengers

2019 31.7 million 2021

10.4 million

2022 23.7 million 2023

29.5 million

Forecast 2024: about 30 million

Flughafen Wien Group:

Passengers

39.5 million

2019

2021 13.1 million

30.1 million

2022

38.0 million

2023

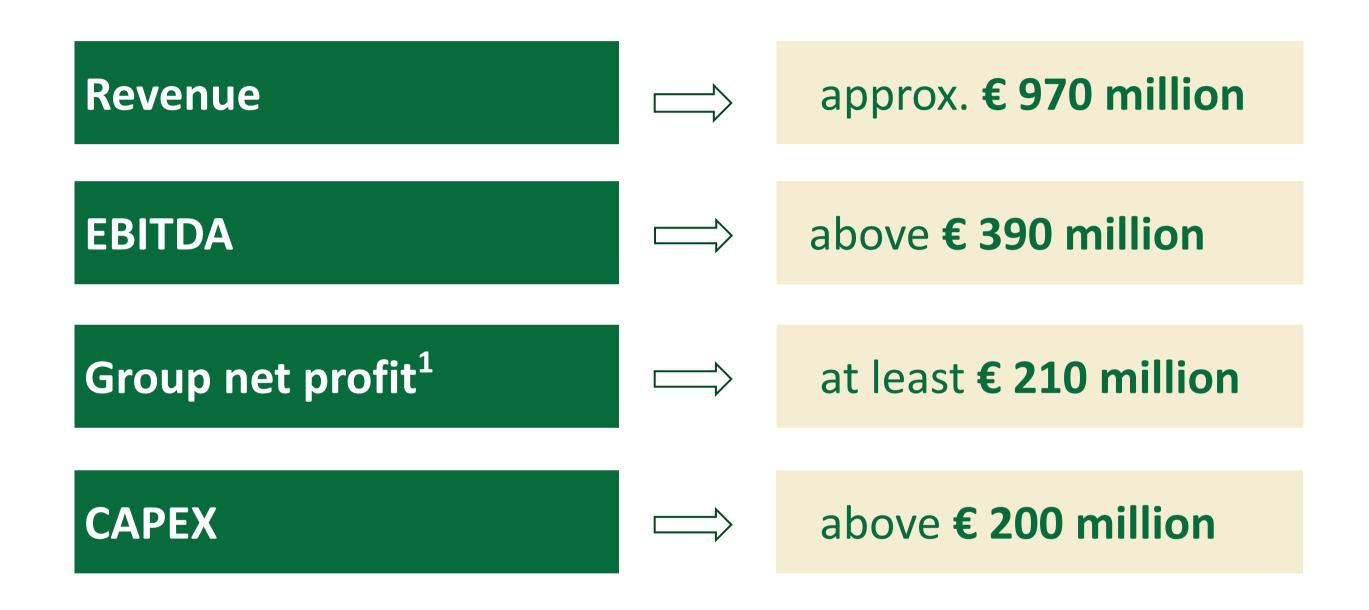
Forecast 2024: about 39 million

- Strong growth in Q1/24 due to the base effect
- Leap year in 2024 adds one more day of flights
- Announcements of airlines show encouraging signs
- In midsummer, a similar level to the record year of 2019 is expected



Financial guidance for 2024

shows an improvement in all financial indicators



Strong financial position enables financing of increasing investments from the cash flow



¹⁾ before non-controlling interests



Traffic & Business Results 2023



Traffic development in 2023

Flughafen Wien Group

Group passenger development ¹	2023	2022	2019	Δ 2022	Δ 2019
Vienna Airport (millions)	29.5	23.7	31.7	24.7%	-6.7%
Malta Airport (millions)	7.8	5.9	7.3	33.4%	6.7%
Košice Airport (millions)	0.6	0.5	0.6	15.2%	12.0%
Vienna Airport and its strategic investments (VIE, MLA, KSC)	38.0	30.1	39.5	26.2%	-4.0%

- Malta (+6.7%, strong vacation travel) and Kosice (+12.0%, sharp growth of Ryanair and Austrian, significantly higher capacity utilisation) clearly above the pre-crisis level in the entire year
- For Vienna Airport it is important to note the massive passenger growth generated in the years 2018 (+10.8%)
 and 2019 (+17.1%)
- New passenger record of the Group in the summer travel season featuring a passenger volume of 12.0 million in Q3/23 (0.4% above Q3/19)



Traffic development 2023 Vienna Airport

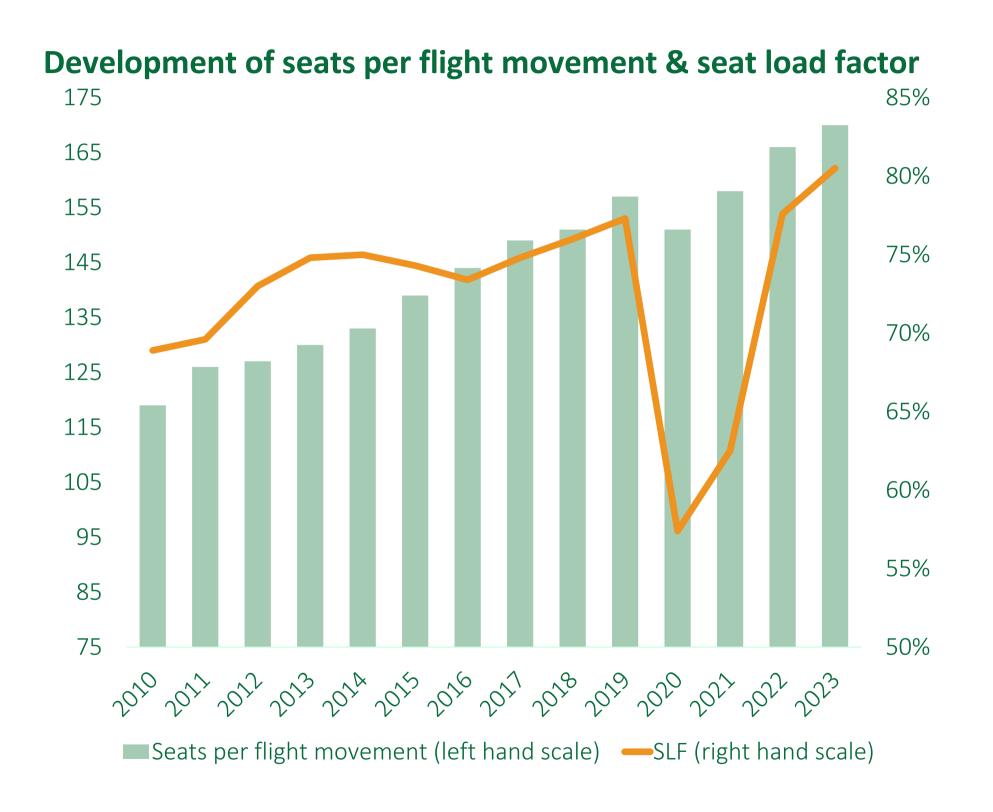
Traffic development at Vienna Airport ¹	2023	2022	2019	Δ 2022	Δ 2019
Passengers (millions)	29.5	23.7	31.7	24.7%	-6.7%
Local passengers (million)	22.8	17.8	24.3	28.2%	-6.1%
Transfer passengers (millions)	6.6	5.8	7.2	14.3%	-7.9%
Flight movements (in 1,000)	221.1	188.4	266.8	17.3%	-17.1%
Passengers per flight movement	137	129	121	5.6%	12.5%
Seat load factor (in percent)	80.5	77.6	77.3	2.8%p.	3.1%p.
Cargo incl. trucking (in 1,000 tonnes)	245.0	250.6	283.8	-2.2%	-13.7%

- Considerable increase of the seat load factor (+2.8%p yoy, +3.1%p vs. 2019), flight movements in 2023 still 17% below 2019 (PAX -6.7%); increase in the number of passengers per flight to 137 from 121 in 2019 due to the deployment of larger aircraft and strong demand
- Disproportionately low growth in transfer passenger traffic can be attributed to the distortions in flight traffic last year (post-Covid flight schedules) and a weaker recovery of long-haul flight traffic



Seat load factor: record capacity utilisation in 2023

Increased capacities due to larger aircraft and higher utilisation



- Record capacity utilisation of aircraft in 2023
- Seat load factor of 80.5% in 2023, rise of 3.2%p
 vs. the pre-crisis level of 2019
- Seat load factor was still below 70% in 2010
 and 2011
- Increase in aircraft sizes: fleet conversion of Austrian Airlines Fokker/Dash → Embraer, integration of Boeing 777 and additional Airbus A320, capacity-enhancing measures and growing market shares of LCC with larger aircraft (A320 (NEO), A321, Boeing 737-800)
- Flight movements in 2023 were 17.1% below the 2019 figure (but PAX at 93.3% of the 2019 level)



Financial indicators reflect the positive development Clearly improved financial result

€ million*	2023	2022	Δ
Revenue	931.5	692.7	34.5%
Earnings before interest, tax, depreciation and amortisation (EBITDA)	393.6	295.9	33.0%
Earnings before interest and taxes (EBIT)	261.8	167.2	56.6%
Financial result	-4.1	-9.3	55.7%
Earnings before tax (EBT)	257.7	157.9	63.2%
Net profit for the period	188.6	128.1	47.2%
Net profit after non-controlling interests	168.4	107.9	56.1%

- Substantial rise in revenue and earnings as a consequence of the significant traffic recovery and the positive development of all business areas in 2023
- Clearly improved financial result due to higher interest income; repayment of the EIB loan in Q4/23, related one-off expense of € 10 million

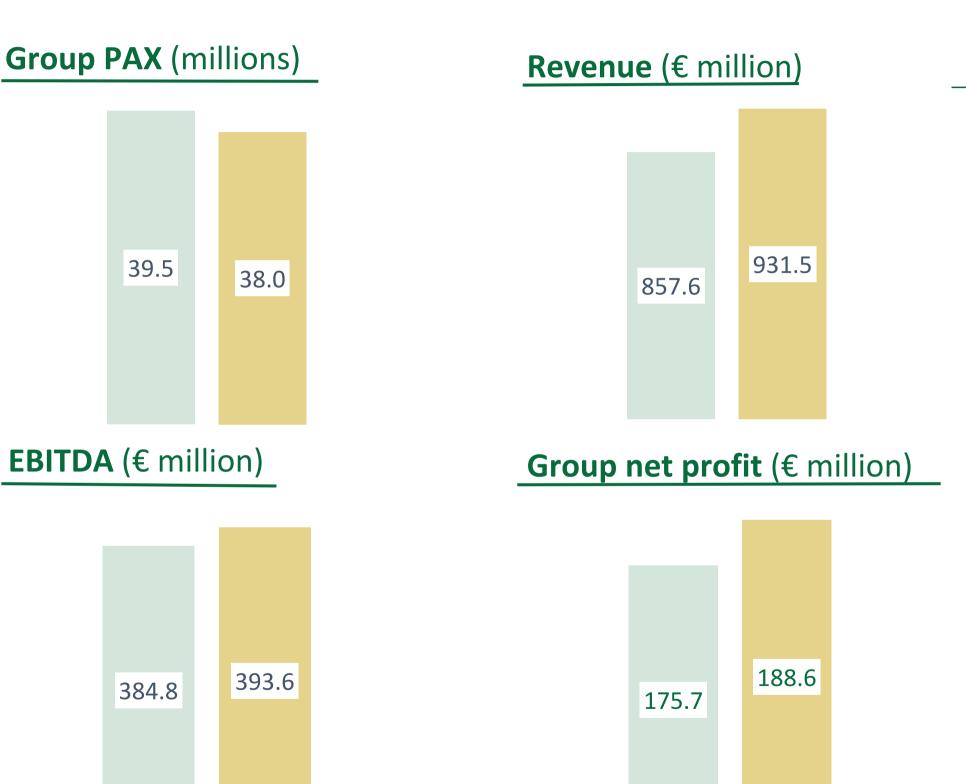


Revenue and earnings in 2023

above the comparable figures for 2019

2019

2023



Revenue and earnings in 2023 were higher
 than the comparable figure for 2019 although
 the Group passenger volume was still 4%
 below the pre-crisis level



Sharp increase in operating costs

Considerable rise in personnel expenses

€ million	2023	2022	Δ
Consumables and services used	-54.1	-44.5	21.4%
Personnel expenses	-349.4	-272.3	28.3%
Other operating expenses ¹	-142.6	-95.7	49.0%
Depreciation and amortisation	-131.8	-131.1	0.5%
EBITDA margin	42.2%	42.7%	
EBIT margin	28.1%	24.1%	

- Increase in expense items attributable to dynamic flight traffic growth and general price increases
- Personnel expenses: salary increases on 1 January (+5.6%) and 1 May (+11.8%) resulting from collective labour agreements; discontinuation of short-time work, 8.1% increase in FTE to 5,074 employees
- Higher maintenance costs, allocation to provisions related to parameter adjustments and additional expenses for de-icing in Q4/23
- Decline in the EBITDA margin year-on-year as the result of one-off effects in the previous year
 (Covid-19 subsidies, property sale)

VIE Vienna Airport

¹⁾ Excl. impairment/reversals of impairment on receivables

Equity ratio of 70.9%

Robust cash flow development

€ million	2023	2022	Δ
Cash flow from operating activities	384.8	337.6	14.0%
Free cash flow	228.2	33.1	n.a.
CAPEX ¹	107.0	53.6	99.4%
Net liquidity	361.9	149.4	142.3%
Equity	1,556.4	1,448.5	7.5%
Equity ratio	70.9	65.1	n.a.

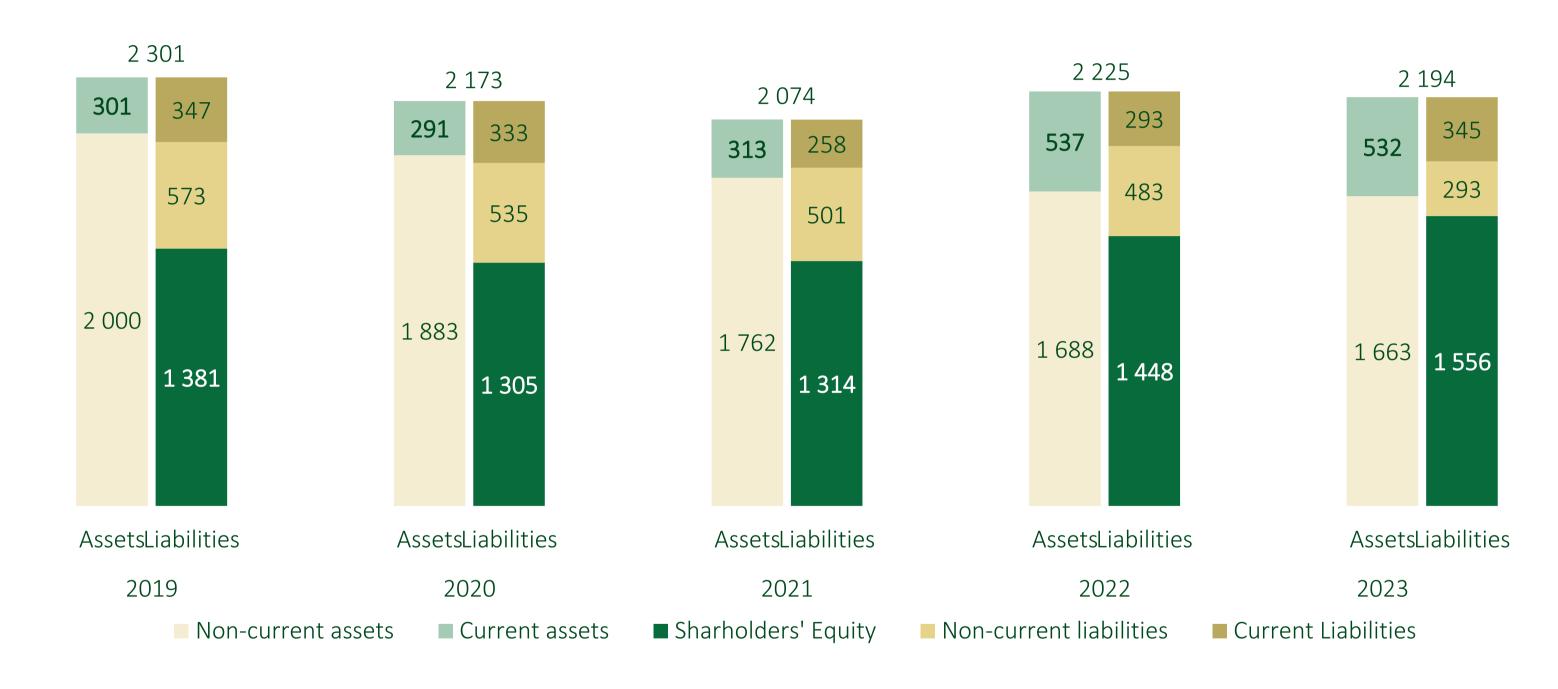
- Robust development of the cash flow from operating activities: +14% to € 385 million
- Repayment of EIB loan in Q4/23 outstanding volume of € 200 million
- Increase in the equity ratio to over 70%
- Significant Capex increase: Southern Expansion, runways, photovoltaic power plant, property purchases, investment projects in Malta



¹⁾ Excluding financial assets and business combinations

Strong balance sheet structure

Perceptible increase in equity



- Increase in current assets due to increase in net liquidity (investments, for the most part time deposits)
- € 176 million in additional equity since 2019 (€ 146 million attributable to the parent company)



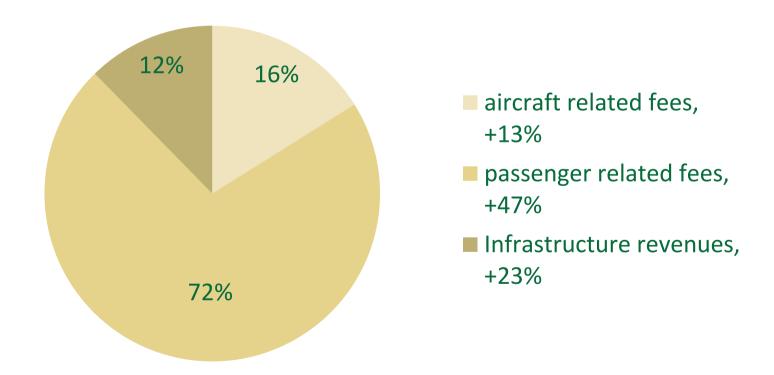
Airport

Passenger growth leads to record revenue

- Revenue increase mainly driven by passenger growth. Passenger-related fees up 47% yoy to € 315 million.
- Segment revenue up 7% vs. 2019
- 9.7% upward adjustment of passenger, landing and infrastructure-related fees took effect on 1
 January 2024 (average inflation from 1 August 2022 to 31 July 2023)
- EBITDA increase of 39% to € 177 million,
 EBITDA margin climbs to 36.9% (2022: 35.8%)
- Vienna recovers disproportionately well
 compared to the European average and grows
 faster than Germany (DE 20% below 2019)

€ million	2023	2022	Δ
External revenue	440.1	321.0	37.1%
EBITDA	176.7	127.2	38.9%
EBIT	100.4	49.4	103.4%

Revenue distribution Airport 2023





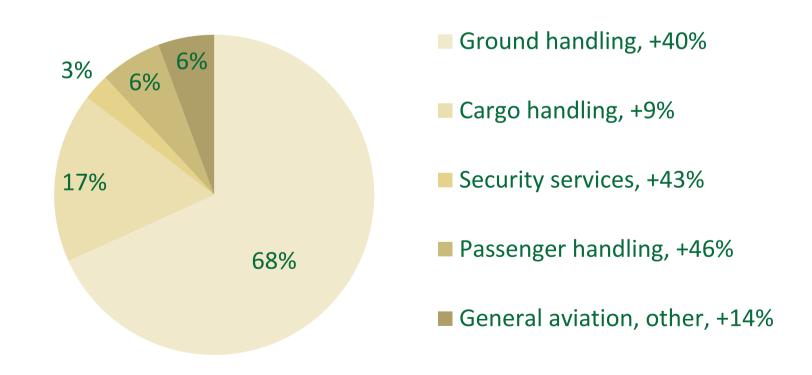
¹⁾ In adding up rounded totals and percentages, rounding differences may occur due to the use of automatic calculation tools.

Handling & Security Services Clearly positive EBIT in 2023

- Sharp rise in ground handling revenue (apron and traffic handling) of 40% to € 113 million as a result of growth in flight movements (+17.3%) and MTOW increase (+18.2%)
- Passenger handling income +46% to € 10 million
- Stable air freight year with record shipments at
 Pharma Handling (3,675 tonnes)
- 2023 earnings growth supported by aboveaverage winter services
- Clearly positive EBIT of € 6.1 million in 2023 vs.
 € -3.5 million in 2022
- Excellent process quality forms basis for growth
- VIE is the most punctual hub in the LHA network
 and the 3rd most punctual hub in Europe
- Numerous awards for ground handling

€ million	2023	2022	Δ
External revenue	165.7	124.9	32.6%
EBITDA	14.6	5.0	190.8%
EBIT	6.1	-3.5	n.a.

Revenue distribution Handling & Security services 2023





¹⁾ In adding up rounded totals and percentages, rounding differences may occur due to the use of automatic calculation tools.

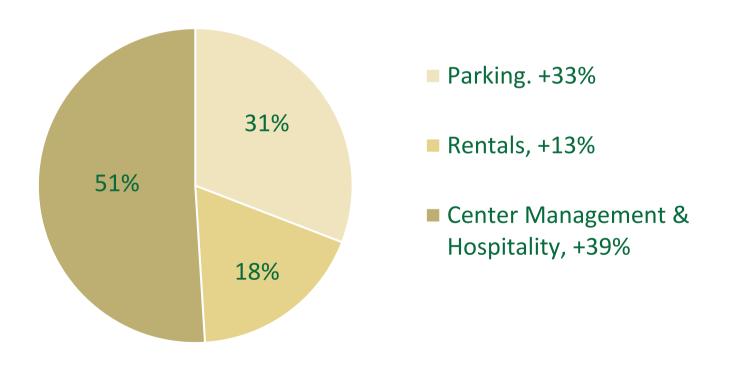
Retail & Properties

Passenger-driven revenue drives the sharp rise in earnings

- Significant revenue increases for Center
 Management & Hospitality (+39% to
 € 93 million) and parking (+33% to € 56 million)
 related to the increase in passenger traffic (+25%)
- Expansion of shopping & catering space,
 23 openings in total in 2023
- Rise in rental fees of 14% to € 33 million
- Positive one-off effect in the prior-year period (property sale in Q1/22, proceeds of € 8 million)

€ million	2023	2022	Δ
External revenue	182.5	138.8	31.5%
EBITDA	100.6	81.4	23.6%
EBIT	81.1	64.2	26.3%

Revenue distribution Retail & Properties 2023





¹⁾ In adding up rounded totals and percentages, rounding differences may occur due to the use of automatic calculation tools.

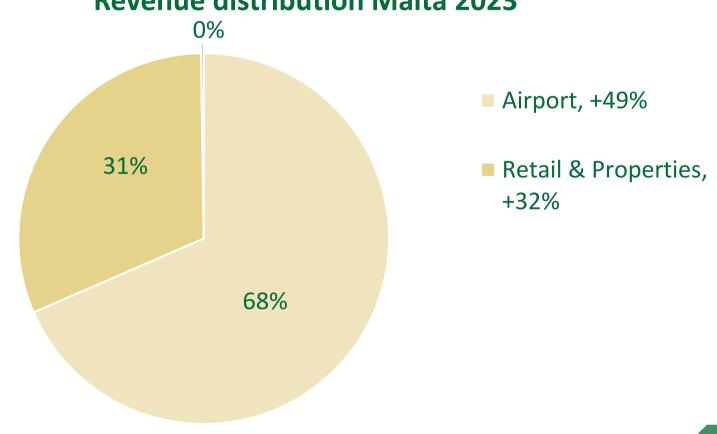
Malta

Extremely strong holiday traffic leads to jump in earnings

- Traffic growth of 33.4% to 7.8 million passengers in 2023
 - Passenger numbers were up on the same period in 2019 in all months
- Passenger growth to 8 million PAX in 2024e
 - 32 airlines serve 107 destinations
 - Eurowings has resumed service to Malta after 5 years
- Extensive investment programme
 - Terminal expansion started in Q4/23; an alternative Schengen arrival route is to be completed by Q4/24
 - SkyParks 2 construction start in Q2/24 with a floor area of 4,600 m² and a gross floor area of 27,000 m²

€ million	2023	2022	Δ
External revenue	120.2	88.0	36.6%
EBITDA	75.4	55.1	36.7%
EBIT	60.5	41.5	46.0%

Revenue distribution Malta 2023



¹⁾ In adding up rounded totals and percentages, rounding differences may occur due to the use of automatic calculation tools.





Financial calendar 2024

16 May: **Q1/2024 Results**

5 June: Annual General Meeting

10 June: **Ex-dividend day**

20 August: H1/2024 Results

14 November: Q3/2024 Results





Bernd Maurer

Head of Capital Markets

+43-1-7007-23126

+43-664-8357723

