

Vienna International Airport Presentation to Investors

International Investors Conference
Kitzbühel, January 20 - 22, 2007

Herbert Kaufmann

CEO and Speaker of the Board

Flughafen Wien AG



Facts & Activities

18.8 m passengers in 2007

Share of transfer traffic in 2007: 31.9%

Vienna Airport plc

- Privatised in 1992
- Ownership structure since 2001:
 - 20%** City of Vienna
 - 20%** Province of Lower Austria
 - 60%** free float,
thereof 10% employee trust

**Excellent location as gateway to
East European countries**

**Full-service airport provider
(incl. ground handling)**

Working environment:

- Approx. 4,050 employees in the
Flughafen Wien Group

High dividend yield

Traffic highlights

- **Passenger traffic 2007** **+ 11.3%**
above European average (+ 5.6%*)
- **Strong development in traffic to Middle East** **+ 18.5%**
- **Flights to Eastern Europe** **+24.8%**
- **Low-cost carriers** **+ 57.2%**
- **20 mill. passengers expected in 2008**
(instead of original forecast for 2010)

* Source: ACI (January - November 2007)

Results for 1-9/2007

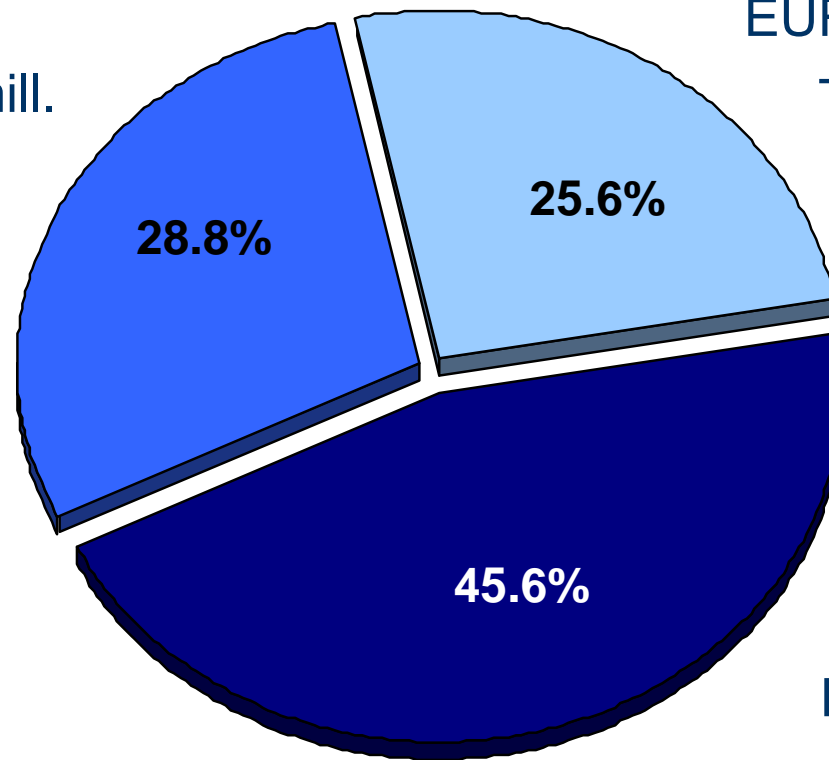
Revenue 1-9/2007:	EUR 377.9 million	+	8.9%
EBITDA 1-9/2007:	EUR 152.1 million	+	13.0%
EBIT 1-9/2007:	EUR 101.6 million	+	15.8%
Net profit 1-9/2007: <i>after minority interest</i>	EUR 74.5 million	+	13.0%

Results for 1-9/2007

Revenue structure

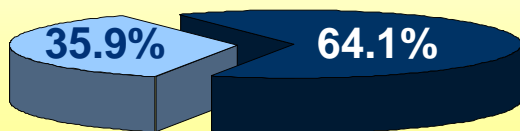
Handling
EUR 108.9 mill.
+ 2.7%

Non - Aviation
EUR 96.5 mill.
+ 16.2%



Airport
EUR 172.4 mill.
+ 9.3%

Revenue structure excl. Handling



Strategy

Airport Segment

- Goal: growth of 1% above European average
 - Focus on Eastern Europe, transfer hub and low-cost carriers
 - Tariffs and incentives
 - Capacity measures

Handling Segment

- Goal: safeguard market share and quality standards

Non-Aviation Segment

- Goal: significant increase in shops and gastronomy
- Real estate development
- Increase in parking revenue
- Security services

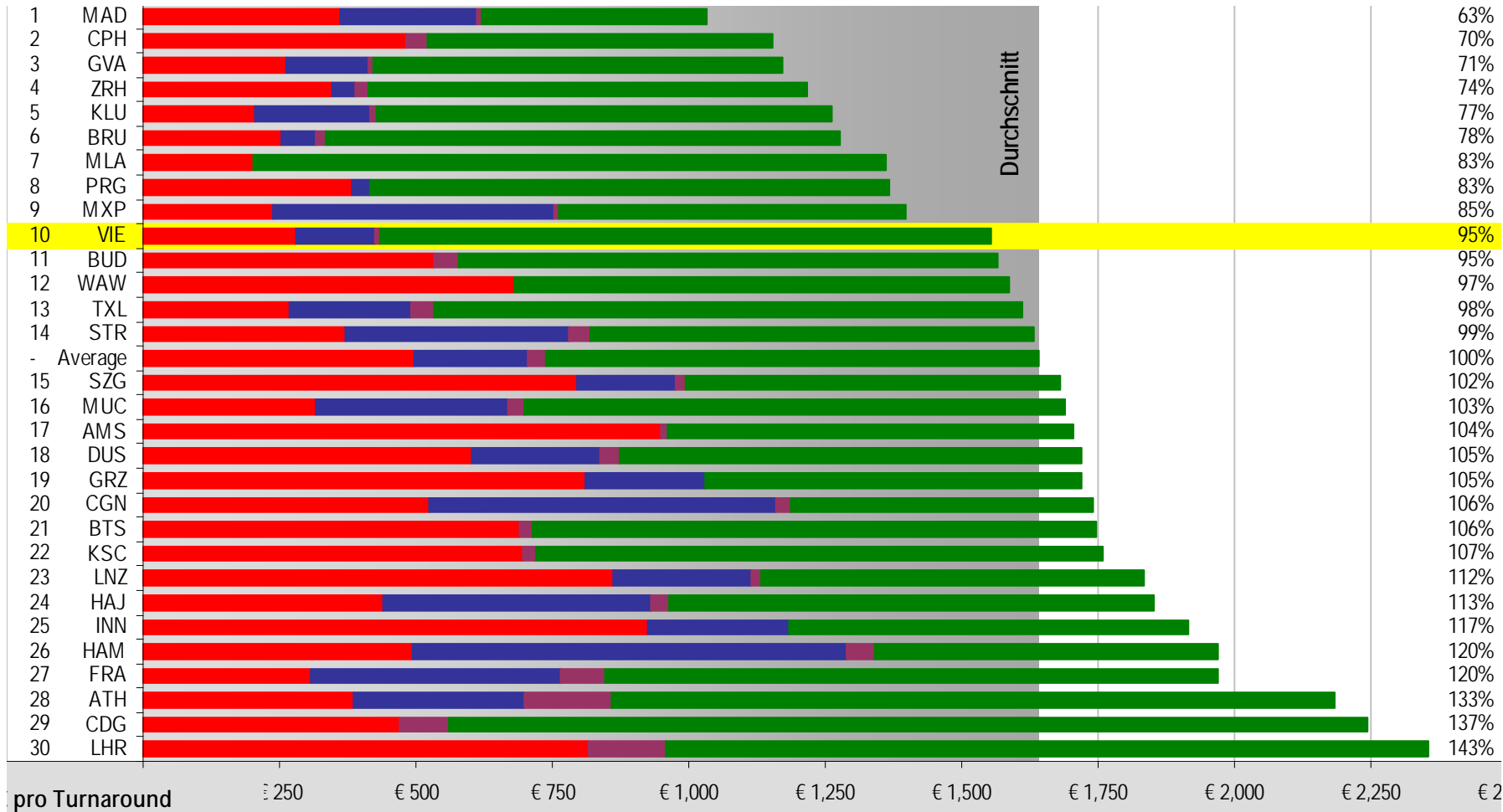
Strategy

Airport Segment

- **Focus on Eastern Europe, transfer hub and low-cost carriers**
 - Key gateway to Eastern Europe
(+24.8% in passengers during 2007)
 - High share of transfers (31.9%)
 - Low-cost carriers: 18.7% share of passenger volume
- **Marketing activities**
 - Increased international marketing activities, above all for airlines in Eastern Europe and Middle East
 - New airlines in 2007:
Delta Air Lines, Air Europe, Sky Europe, KD Avia, Air Transat, Saudi Arabian Airlines, Clickair, Estonian Air, Air One, Easy Jet

Tariffs in Comparison* *Flights to all regions - all airlines - excl. security

Continuation of incentive programme



Note: VIE growth and transfer incentives were deducted from the landing tariff because these measures benefit the airlines.

Legend: ■ Landing tariff ■ Infrastructure tariff ■ Parking tariff ■ Passenger tariff

Development of Tariffs 2007/2008

Changes as of 1.1.2007

- 1.38% decrease in the landing charge for pax-flights
 - No change in the passenger service charge and landside infrastructure charge
 - 2.02% decrease in the infrastructure charge for fuelling
-

● Changes as of 1.1.2008

- 0.09% decrease in the landing charge, parking fee and airside infrastructure charge
- 1.04% decrease in the passenger service charge and landside infrastructure charge
- 1.06% increase in the infrastructure charge for fuelling

Strategy

Handling Segment

● Hold key customers over the mid-term

- Korean up to 12/2010
- Delta Air Lines up to 5/2010
- Sky Europe up to 12/2009
- Austrian up to 12/2009
- Eva Air up to 2/2009
- China Airlines up to 12/2009
- Qatar up to 12/2009

● Market share for first nine months 2007: 88.9%

Strategy

Non - Aviation Segment

- **Skylink Terminal:**

- Substantial increase in gastronomy and shop space beginning in 2009
- Start of tender process for 52 retail shops

	Space in 2006	Reduction in space as of 2009	Additional space in Skylink	Total space as of 2009
Shopping / Gastronomy	11,200 m ²	3,500 m ²	12,000 m ²	19,700 m ²

- **Office Park II – completion in July 2007**

- **Office Park III – acquisition of World Trade Center in 2007**

Strategy

Non - Aviation Segment

● **Parking:**

- Current status: 15,400 parking spaces – thereof 8,000 in car parks
- Plus 5,000 spaces in Mazur parking lot (off airport)
- Expansion: 2,200 parking spaces in car park 4 (beginning in mid-2008)

● **Vienna International Airport Security Services GesmbH**

- Increased security controls support growth in revenue

Traffic Results 2007

Passengers:

18,768,468 (+11.3%)

Transfer passengers:

5,991,884 (+5.6%)

Flight movements:

254,870 (+7.3%)

MTOW (in tonnes):

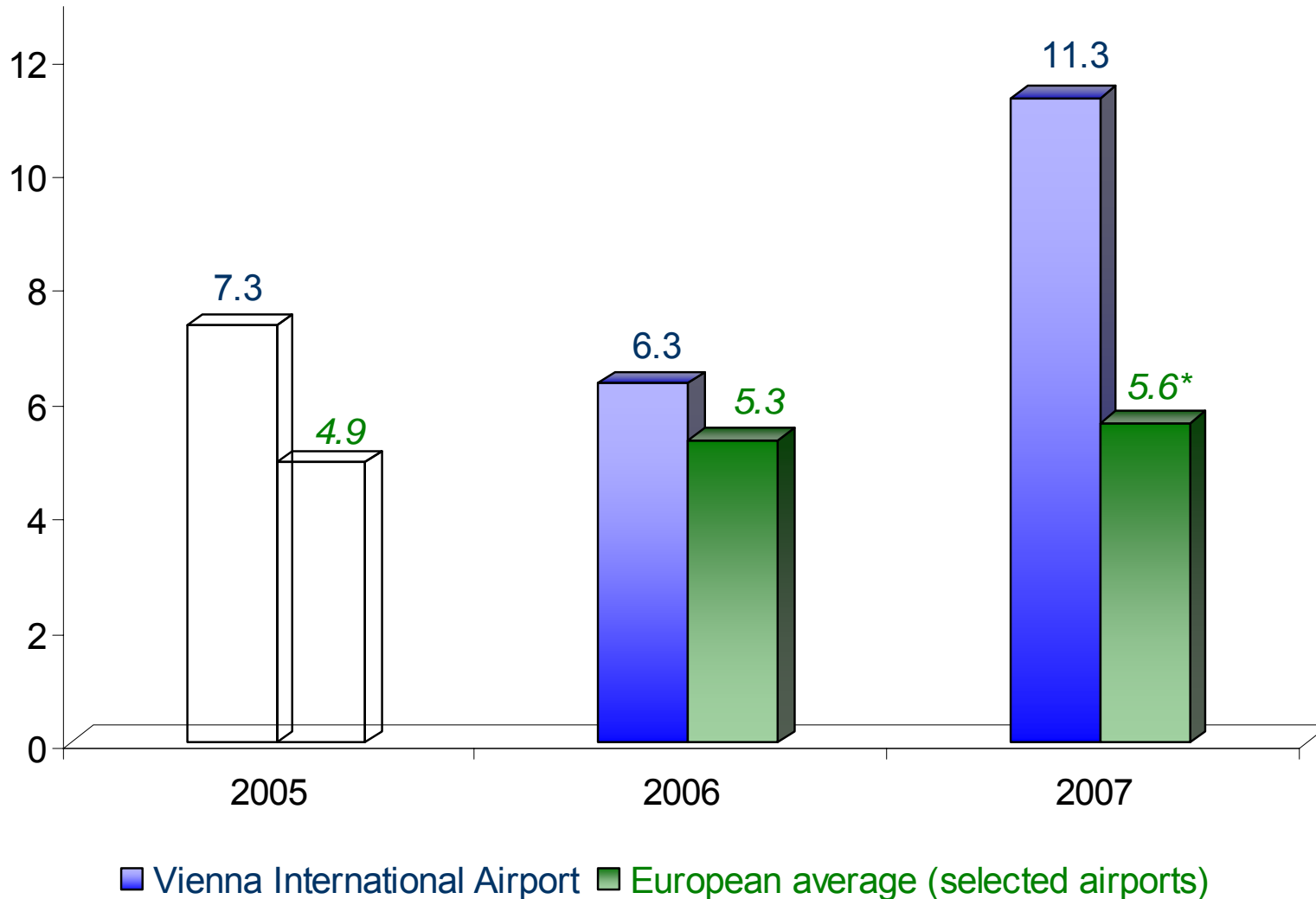
7,347,754 (+8.6%)

Cargo incl. trucking (in tonnes):

272,362 (+2.5%)

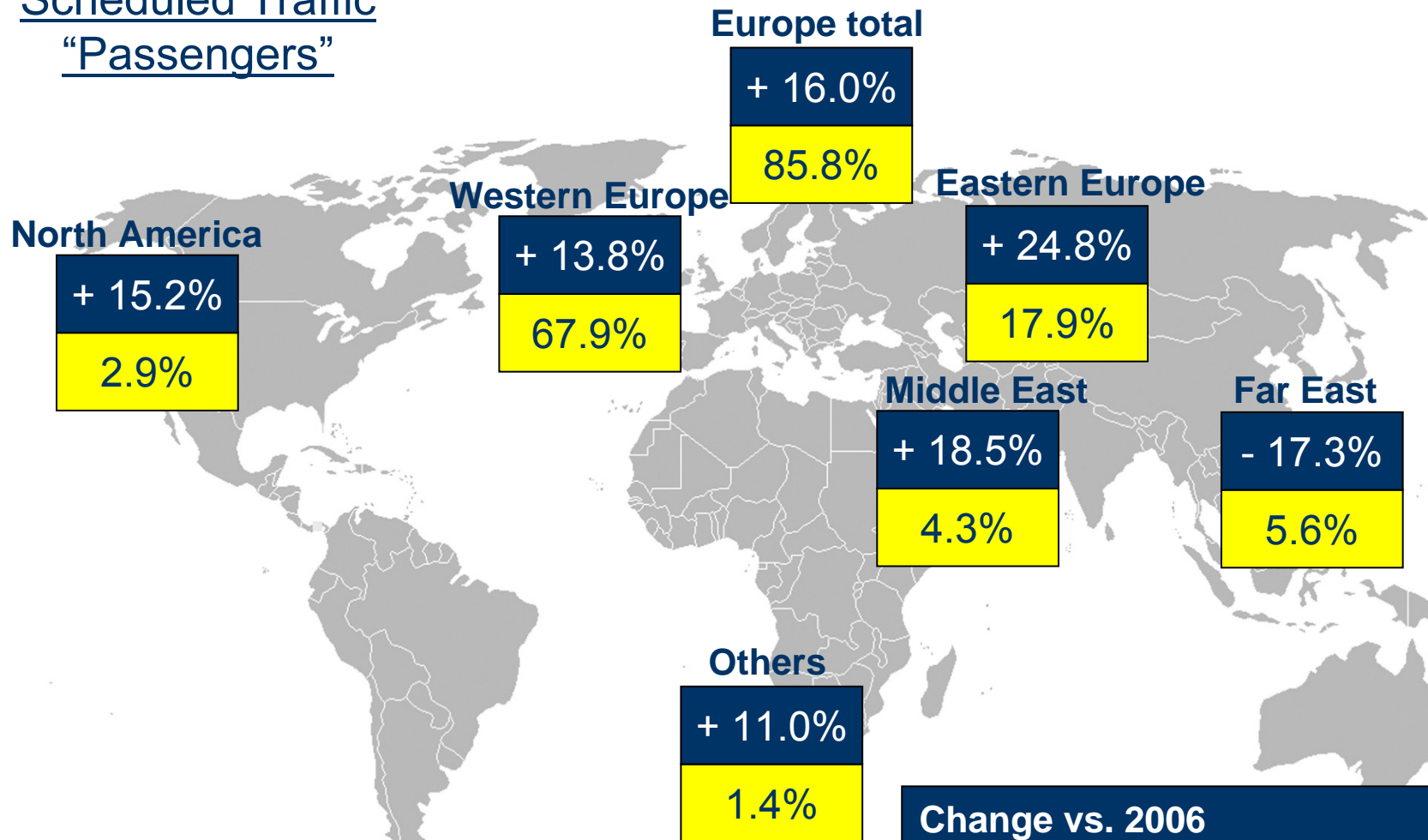


Number of passengers at selected airports in Europe



Traffic Results 2007

Scheduled Traffic “Passengers”



Change vs. 2006
Share of total passengers

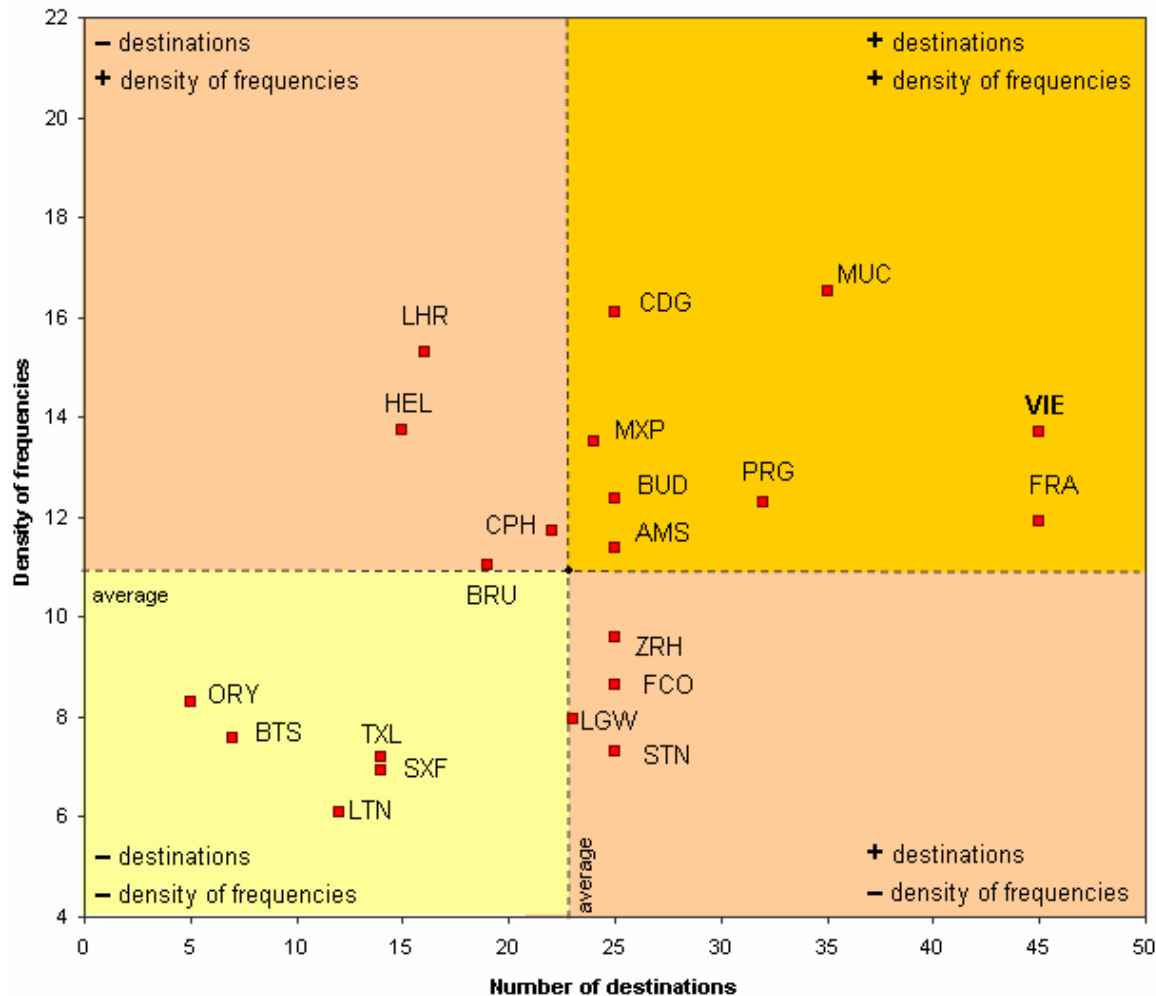
Traffic Results 2007

Airlines – share of passengers

%	2007	2006
Austrian Airlines Group	52.6	57.0
Air Berlin	6.7	6.3
Niki	5.5	4.5
Lufthansa	5.3	5.6
Skyeurope Airlines	3.4	0.0
Germanwings	2.5	2.1
British Airways	1.8	2.1
Swiss Intl.	1.7	1.8
Air France	1.6	1.8
KLM	1.2	1.4
Others	17.7	17.4

Traffic Results 2007

Comparison of Eastern Europe destinations and frequencies - summer 2007



Traffic Results 2007

New airlines

Scheduled airlines 2007: 68 (2006: 64)

New destinations

Scheduled destinations 2007: 192 (2006: 178)

Traffic Results 2007

Comparison - Punctuality at European Hubs

Departures delayed more than 15 minutes

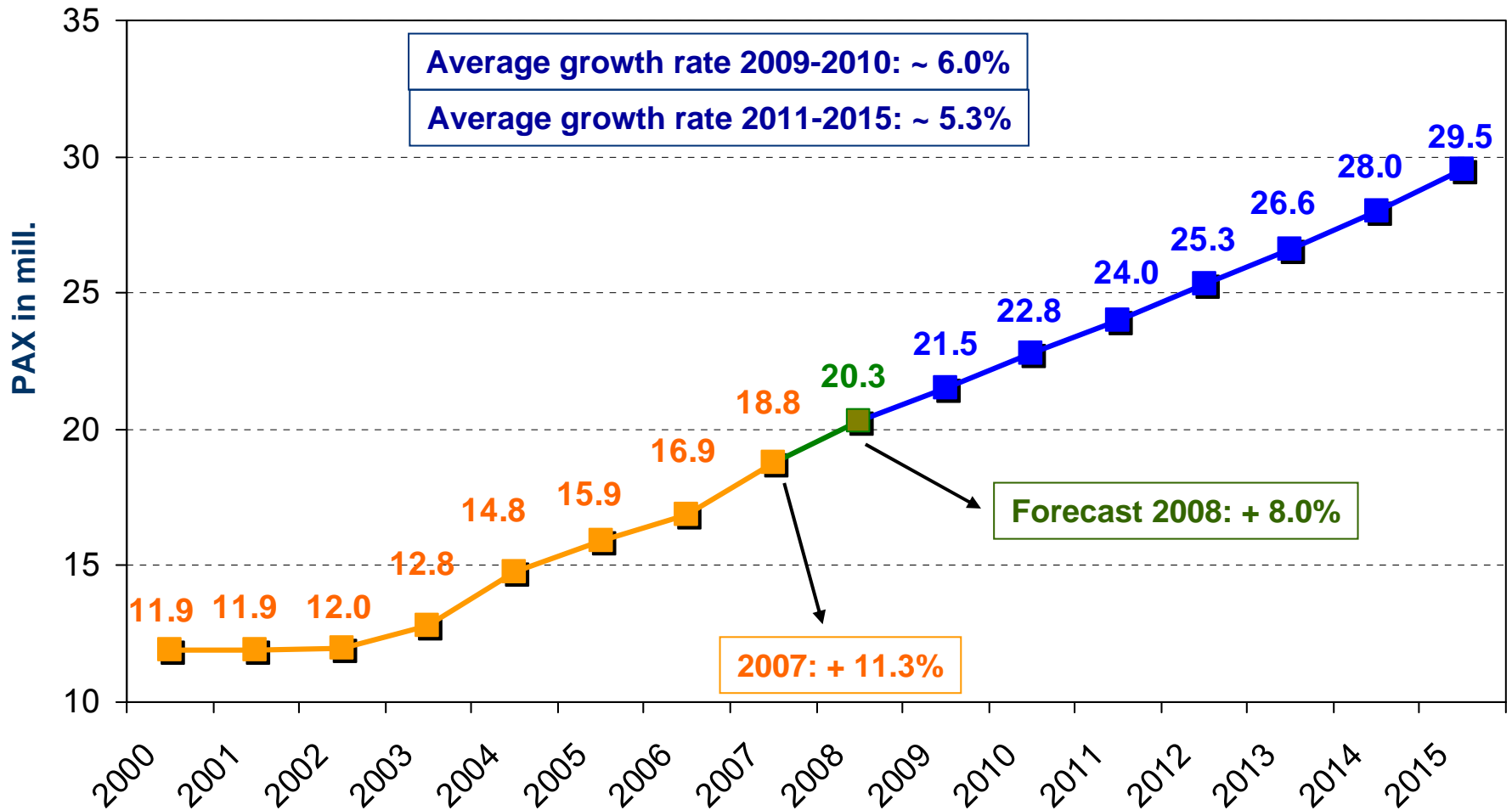
	Delayed aircraft (more than 15 min) in %
Vienna International Airport	18.3
Amsterdam	21.4
Zurich	21.4
Frankfurt	22.1
Munich	22.6
Milan Malpensa	23.3
Copenhagen	24.1
Rome	26.8
Paris CDG	29.3
London Heathrow	38.9

Forecast 2008

Passengers	+ 8.0%
MTOW	+ 6.0%
Flight movements	+ 6.0%

Long-Term Forecast

Number of passengers at Vienna International Airport 2000 - 2015



International Investments



International Investments

Kosice Airport

Second largest airport in Slovakia

66% stake held by TwoOne Consortium
since 25 October 2006

Location near borders of:

Poland – Ukraine – Hungary - Slovakia

443,448 passengers 2007 (+ 29,0%)

343,818 passengers in 2006

Investment programme: ~EUR 11 mill.



International Investments and Projects

Malta Airport

- **Passengers 2007**

- 2,974,582 (+9.8%)

- **Passengers 2006**

- 2,709,280

Owners

– Government of Malta:	20.0%
– Private investors:	29.9%
– VIE through 100% subsidiary	10.1%
– MMLC (thereof VIE: 57%)	40.0%



International Investments and Projects

Friedrichshafen Airport

Flughafen Wien AG is the largest single shareholder with stake of 25.15%

Located near borders of:
Germany – Austria – Switzerland

655,689 passengers in 2007 (- 0.3%)

657,749 passengers in 2006

Acquisition price: EUR 7.7 mill.



Vienna International Airport Presentation to Investors

International Investors Conference
Kitzbühel, January 20 - 22, 2007

Herbert Kaufmann

CEO and Speaker of the Board

Flughafen Wien AG

