

FLUGHAFEN WIEN AG

Traffic Results 2020 and Business
Outlook for 2021



OE-LPC



Press Conference, 21 January 2021

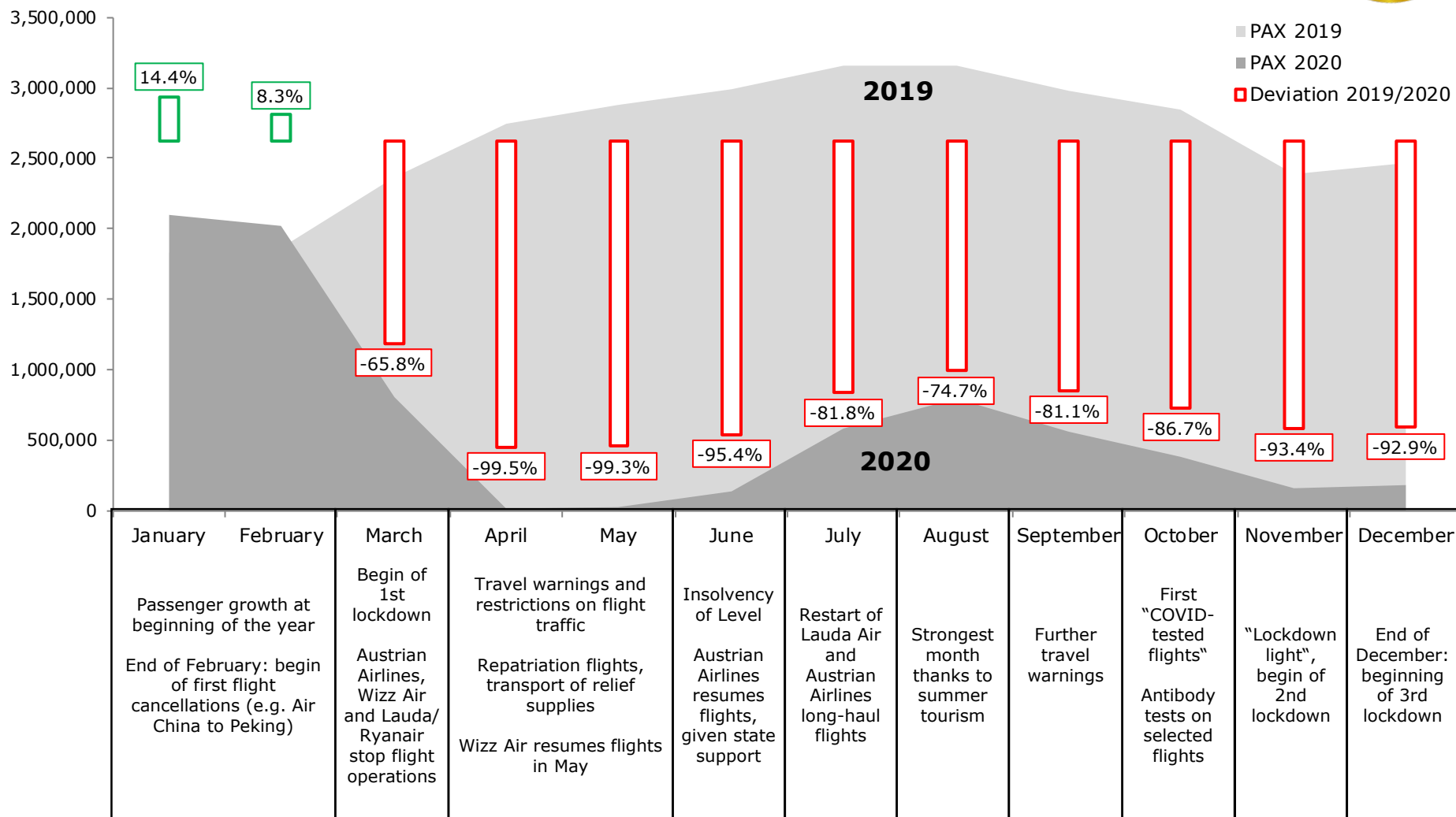
2020: Most difficult year in the history of Vienna Airport – Upswing expected in 2021



- Coronavirus pandemic comes close to bringing global flight operations to a standstill – passenger volumes down 60% across the globe (IATA estimate)
- 7.8 million passengers at Vienna Airport in 2020 (-75.3%) – like in the year 1994
- The crisis has shown how indispensable air transport is: delivery of relief supplies, repatriation flights, Vienna Airport available 24/7 as part of the critical infrastructure
- Outlook for 2021: due to upturn in H2/2021 about 40% of pre-crisis level (12.5 million passengers) and expected consolidated net profit close to zero – short time work extended until March 2021
 - About 70% of pre-crisis level in 2022, approx. 80% in 2023
- Vaccination will provide impetus to growth, but only with unified international and European travel regulations – digitalisation as a major opportunity (“digital vaccine certificate”)

Development in 2020

Traffic figures and influencing factors

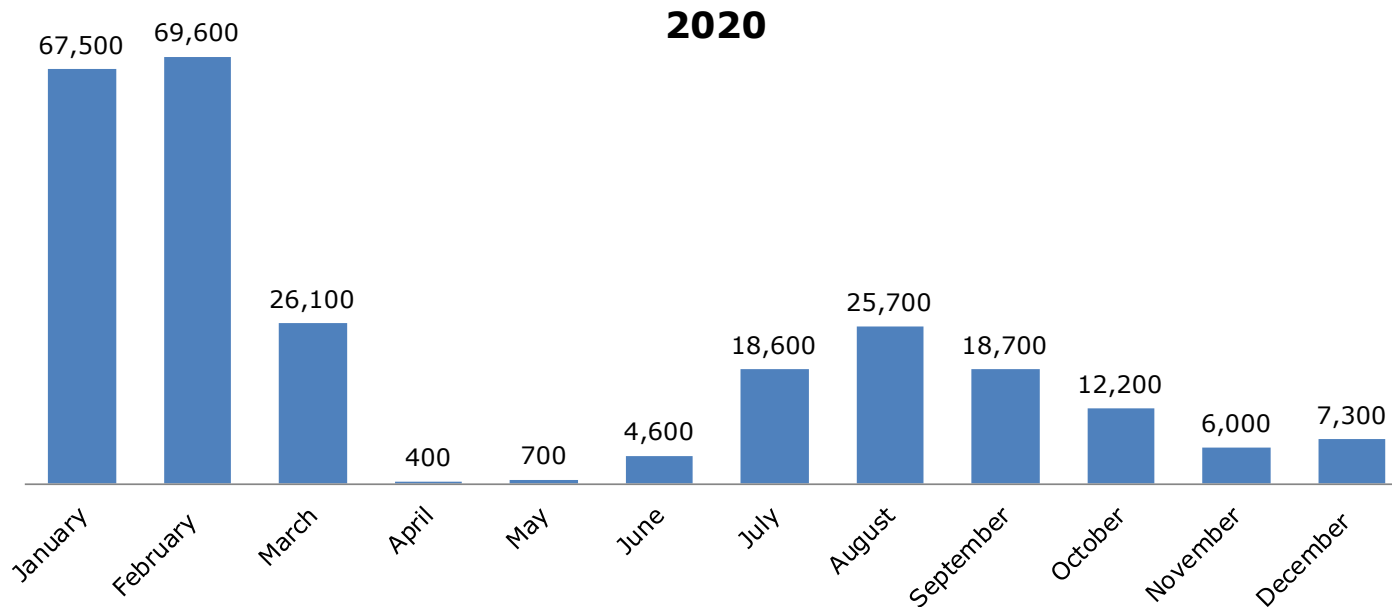


Average passenger traffic

Ø Pax/day by month in 2020



→ Best day in 2020:	94,541	(Thurs., 2/1/2020)	→ Before COVID-19
After outbreak of pandemic:	31,675	(Sun., 16/8/2020)	
Comparison to 2019:	113,069	(Sun., 14/7/2019)	
→ Weakest day in 2020:	154	(Easter Monday, 13/4/2020)	
Comparison to 2019:	41,343	(Sat., 19/1/2019)	



Top priority in the crisis: continuous accessibility to Vienna Airport

For repatriation/cargo flights, business travellers



→ Repatriation flights by Federal Ministry for European and International Affairs (BMEIA) in March & April 2020¹

- Emergency flights in cooperation with **Austrian Airlines, Lauda** and **Level**
- **39 special flights** from **29 countries** on **5 continents** (e.g. destinations such as Sydney, Auckland, Buenos Aires, Santiago de Chile, Lima, Mexico City, Punta Cana, Washington, Denpasar, Hanoi, Manila & Abuja)
- **More than 7,500 passengers** were brought back to Austria on emergency flights
- **Longest passenger flight to Vienna: 22.5 hours** flight time (1 stop) by Austrian Airlines from Auckland



Top priority in the crisis: continuous accessibility to Vienna Airport



- **1,670 tonnes of relief supply deliveries on 100 relief flights**
 - 1,670 tonnes of medical relief supplies (protective equipment, masks, gloves etc.) brought to Vienna by plane since the beginning of the pandemic – on about 100 relief flights
- **More than 120 aircraft parked on the airport apron (maximum of 105 in normal flight operations)**



Higher air cargo volumes in the crisis

COVID-19 vaccines: Vienna Airport well prepared with its own competence centre for pharmaceutical logistics



- **Since April more than 30% increase in pure cargo traffic (+22,000 tonnes)**
 - Pure **air cargo movements** up **20%**
 - **30 new cargo destinations** during the coronavirus crisis **such as Xiamen, Penang etc.**

- **Vienna Airport well prepared for COVID-19 vaccine deliveries with its Pharma Handling Centre**
 - Three separate cooling areas covering **1,650 m²**
 - Transport from aircraft to lorries without interrupting the cold chain



Numerous measures to protect travellers and employees since the pandemic began



Vienna Airport implemented numerous measures at the outbreak of the pandemic which still apply today:

- **In the entire terminal area:**
 - Obligation to wear protective masks, minimum social distancing (announcements, signs, markers)
 - 280 plexiglass panels installed (protection against spitting), 110 hand sanitizer dispensers (approx. 7,000 litres used up until now)

- **Body temperature measurements for all incoming passengers using fully automatic thermal imaging cameras**

- **Antibody testing with airlines, antibody/PCR testing in the Health Centre, close cooperation with authorities**

- **From 25. January: FFP2 masks required and 2 meters minimum social distancing**



Traffic development 2020 Flughafen Wien AG

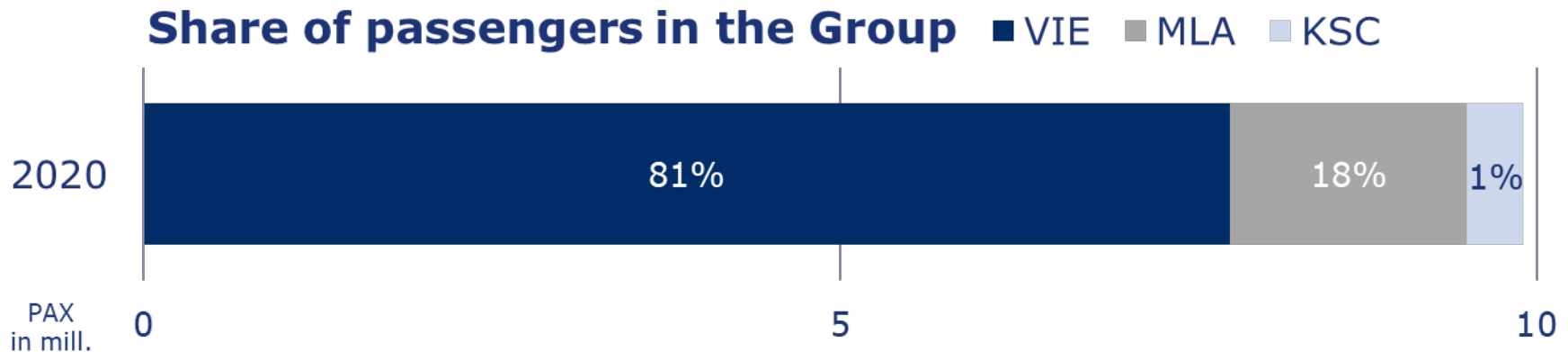


Traffic development at Vienna Airport	2020	2019	Δ in %
Passengers (millions)	7.8	31.7	-75.3
Local passengers (millions)	6.3	24.3	-74.1
Transfer passengers (millions)	1.5	7.2	-79.2
Flight movements (in 1,000)	95.9	266.8	-64.1
MTOW (millions of tons)	4.0	10.9	-63.3
Seats (arrivals and departures)	13.6	41.1	-66.8
Seat load factor (percent)	57.4	77.3	-19.9p.
Cargo incl. trucking (in 1,000 tons)	217.9	283.8	-23.2

Traffic Development 2020: Flughafen Wien Group



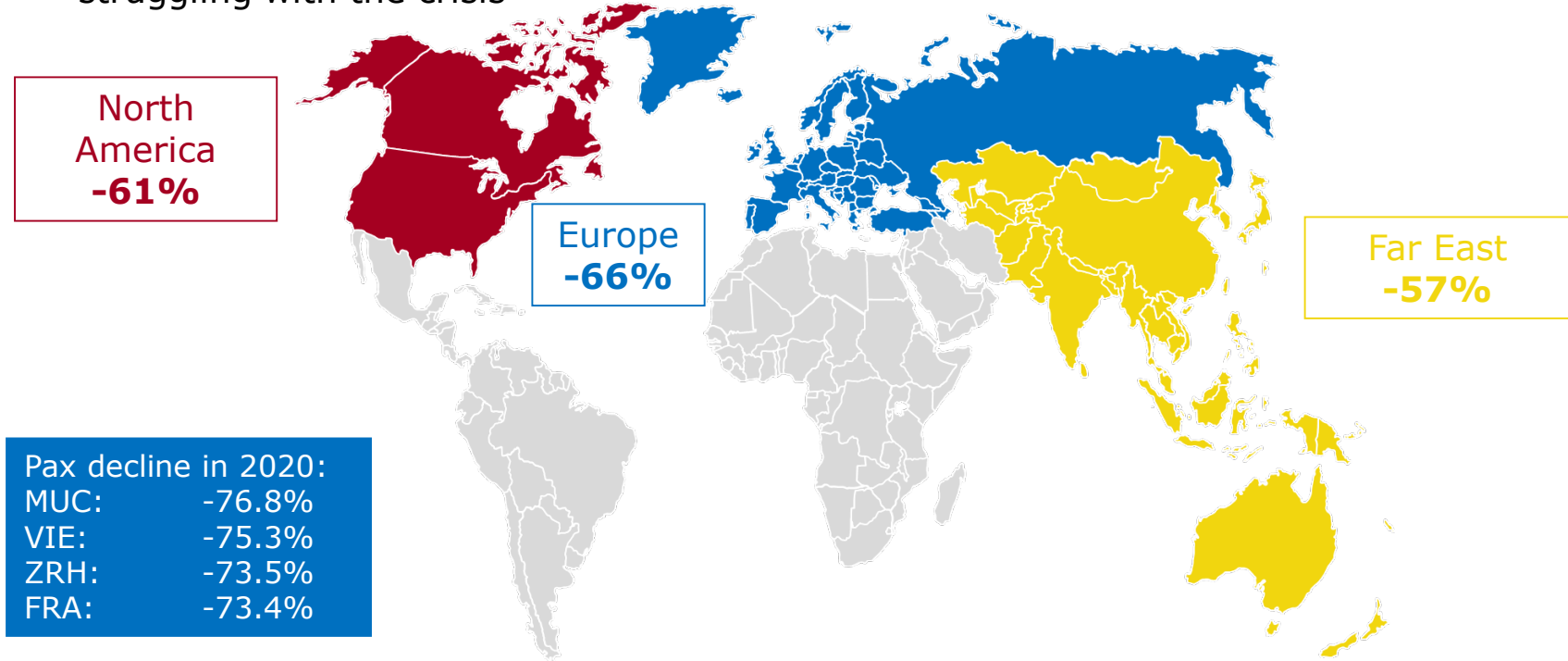
Group passenger development	2020	2019	Δ in %
Vienna Airport (millions)	7.8	31.7	-75.3
Malta Airport (millions)	1.7	7.3	-76.1
Kosice Airport (millions)	0.1	0.6	-82.6
Vienna Airport and its strategic investments (VIE, MLA, KSC)	9.7	39.5	-75.6



In particular, European flight traffic was impacted by the pandemic in 2020



- According to ICAO, Europe suffered from a sharper passenger decline than other regions
- Stronger domestic flight traffic in North America and the Far East generally led to a less dramatic drop in passenger volumes compared to Europe
- Travel restrictions at present on about 75% of flight routes within Europe - Flight traffic in the domestic markets of China and the USA is already picking up again - Europe still struggling with the crisis



Traffic forecasts for 2021



Flughafen Wien Group:



Flughafen Wien AG:



- H1/2021 will remain challenging – strong increase first expected as of H2/2021
- Medium-term estimate of expected passenger volume:
 - 2021: approx. 40%, 2022 approx. 70%, 2023 approx. 80% of pre-crisis level

Urgently needed: Digital vaccine certificate and common European-wide regulations



Antibody tests can be effectively integrated in the travel process

- Antibody tests can be well integrated into the travel process, as the successful trial testing by Vienna Airport and Austrian Airlines shows:
 - Testing on some 30 flights
 - Testing line set up in the terminal, almost no waiting times, efficient logistics



- **Vaccine will only lead to upturn in flight traffic if common European-wide regulations exist. That is why uniform travel rules, digital vaccine certificates and consistent testing strategies are urgently needed.**
- **Digitalisation is a major opportunity to successfully emerge from the crisis: aviation is the only sector which knows every individual customer, from booking to entering the country of destination.**



CORPORATE DEVELOPMENT AND FINANCIAL GUIDANCE FOR 2021



Flughafen Wien will return to profitability again in 2021



- **Successful cost management and continuation of short time work will serve as the basis for a resumed positive business development in 2021 even despite of expected passenger volume of 40% of 2019 level**
- **Cost savings programme successfully implemented - investments will be reduced to about € 62 million in 2021 - Net debt should decline to about € 100 million**
- **Airport Extension of short time work is the most important measure needed to safeguard jobs and avoid layoffs**
 - All Flughafen Wien AG employees (about 5,300) have been on short time work since March 2020

European trailblazer: Vienna Airport offers first airport testing line



- **PCR tests added to the offering of the Vienna Airport Health Centre at the beginning of May 2020**
 - First European airport with PCR test station on site
 - Daily tests, results on the following day at the latest
- **Around 130,000 PCR tests since the launch**
- **Rapid antibody tests also available since December 2020**



Vaccine will lead to growth – but EU-wide vaccination/testing strategy urgently needed



- **Vaccinations are in sight – Upturn expected in 2021**
 - **As part of the critical infrastructure, Vienna Airport hopes for vaccinations soon – Needs already communicated**

- **However, the Austrian and European economies require greater freedom of travel to emerge from the crisis.**

- **Uniform international and EU-wide travel regulations are urgently needed. At present, the patchwork of rules does little good but causes a lot of damage!**

- **Digital vaccine certificate as an opportunity – Aviation sector offers optimal processes for this.** (The airlines know every passenger.)

The aviation sector will grow responsibly



Vienna Airport resolutely continues its sustainability strategy

- **The aviation sector will need years to catch up to the pre-crisis level – not before 2023/24 from today's perspective**
- **But growth will be more environmentally compatible than in the last 30 years thanks to today's expertise and technology**
- **Vienna Airport will continue to resolutely pursue its sustainability strategy in 2021:**
 - **New model of noise charges starting in 2021:** Older aircraft will be more expensive, preferential treatment to modern, eco-friendly planes
 - **Expansion of photovoltaics at the site over the next five years**
 - **Resolute implementation of energy efficiency measures in projects** – Office Park 4 honoured as the most sustainable office building

Financial estimate for 2021



Outlook 2021

Revenue



around € 430 Mio.

EBITDA



around € 150 Mio.

Consolidated net profit



around € 4 Mio.

Net debt



around € 100 Mio.

CAPEX



around € 62 Mio.

Vienna Airport lays the foundation for the time after the crisis



- **Office Park 4 already put into operation – offering of Corona-safe conferencing and events through testing infrastructure on site**
 - 40-50% capacity utilisation despite the crisis
 - Austria's most sustainable office building
 - Austrian Sustainable Building Council certificate: highest award for energy efficiency



- **Growth of the Airport Region despite the pandemic**
 - DLH locates at the airport
 - Logistics properties covering 30,000 m²
 - Austria's largest logistics park in the future



- **Resolute sustainability strategy to be continued in 2021**
 - CO² neutrality of airport operations
 - Noise charges imposed

The coronavirus pandemic will accelerate digitalisation: Vienna Airport focuses on innovation



- **Airport City as an innovation hub together with the Californian startup accelerator Plug and Play**
- **Technological innovations will make travelling easier, more comfortable and mostly contactless**
 - Cooperation with Vienna Airport on startup projects in the Travel and Smart City segments provides insights into future developments
- **Vienna Airport granted award for its innovation partnership with Plug and Play**
 - Travel Global Innovation Award 2020 for Vienna Airport and its commitment to startups



THANK YOU FOR YOUR ATTENTION!

