

FLUGHAFEN WIEN AG

Results for Q1/2014



Sustainable strategy leads to earnings growth

- ✈ Positive development of passenger traffic (4.4 million PAX, +0.3%) slowed by Ukraine crisis and late Easter
- ✈ Revenue below Q1/2013 (€ 139.5 million, -4.4%) due to mild winter and decline in de-icing services
- ✈ Improvement in earnings in spite of the above factors, productivity increases and cost reduction measures take effect: sound growth in EBITDA (€ 53.2 million, +9.4%), EBIT (€ 20.9 million, +15.4%) and net profit (€ 12.2 million, +28.0%)
- ✈ Further improvement in financial position: net debt cut to € 604.9 million
- ✈ Guidance for 2014 confirmed: growth expected in passenger traffic, revenue and earnings
- ✈ Flughafen Wien share returns to the ATX – significant rise in trading volume

Earnings growth supported by efficiency improvement and lower costs

in € million	Q1/2014	Q1/2013	Δ in %
Revenue	139.5	145.9	-4.4
Earnings before interest, taxes, depreciation and amortisation (EBITDA)	53.2	48.6	+9.4
Earnings before interest and taxes (EBIT)	20.9	18.1	+15.4
Financial results	-4.9	-6.0	-17.5
Profit before taxes (EBT)	16.0	12.1	+31.6
Net profit (after taxes and non-controlling interests)	12.2	9.5	+28.0

- ✈ Lower income from de-icing services due to the mild winter more than offset by decline in weather-related expenses and cost savings
- ✈ Improvement in financial results based on decline in debt and related lower interest expense, sustainable financial management and higher income from investments

Further improvement in financial structure

	Q1/2014	Q1/2013	Δ in %
Net debt ¹ (in € million)	604.9	633.4	-4.5
Gearing ¹ (in %)	65.8	69.9	-4.1%p.
Cash flow from operating activities (in € million)	46.7	47.7	-2.1
Free cash flow (in € million)	28.4	30.6	-7.1
CAPEX (in € million)	10.1	6.5	+54.7
Equity ¹ (in € million)	919.2	905.9	+1.5
Equity ratio ¹ (in %)	47.8	46.4	+1.5%p.

Net debt / EBITDA ratio: plans now call for original target (2.5x in 2016) to be reached in 2014

Expenses

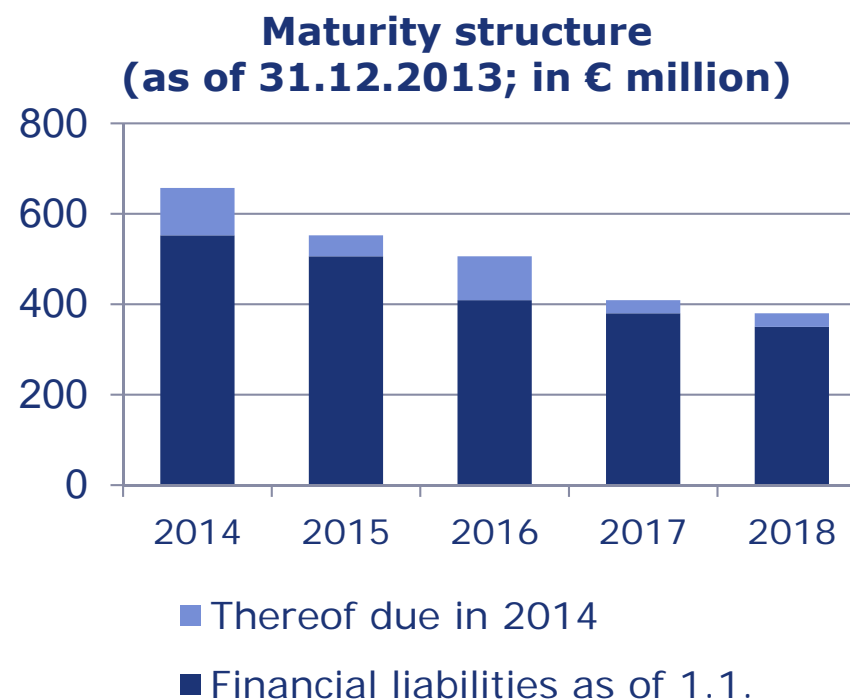
- ✈ Cost of consumables reduced, above all by mild winter and resulting lower use of de-icing materials and fuel, as well as effective energy savings measures
- ✈ Personnel costs clearly lower: decline in winter services and lower average number of employees
- ✈ Reduction in other expenses based on
 - ✈ Decline in maintenance and repairs following continuous optimisation of scheduling
 - ✈ Decline in transport for snow removal
 - ✈ Decline in third party services
- ✈ Slight rise in depreciation and amortisation following investments in 2013

in € million	Q1/2014	Q1/2013	Δ in %
Consumables	-11.3	-17.4	-35.1
Personnel	-60.1	-63.1	-4.8
Other operating expenses	-19.1	-22.3	-14.5
Depreciation, amortisation & impairment	-32.3	-30.5	5.8

Sound improvement in net debt and gearing

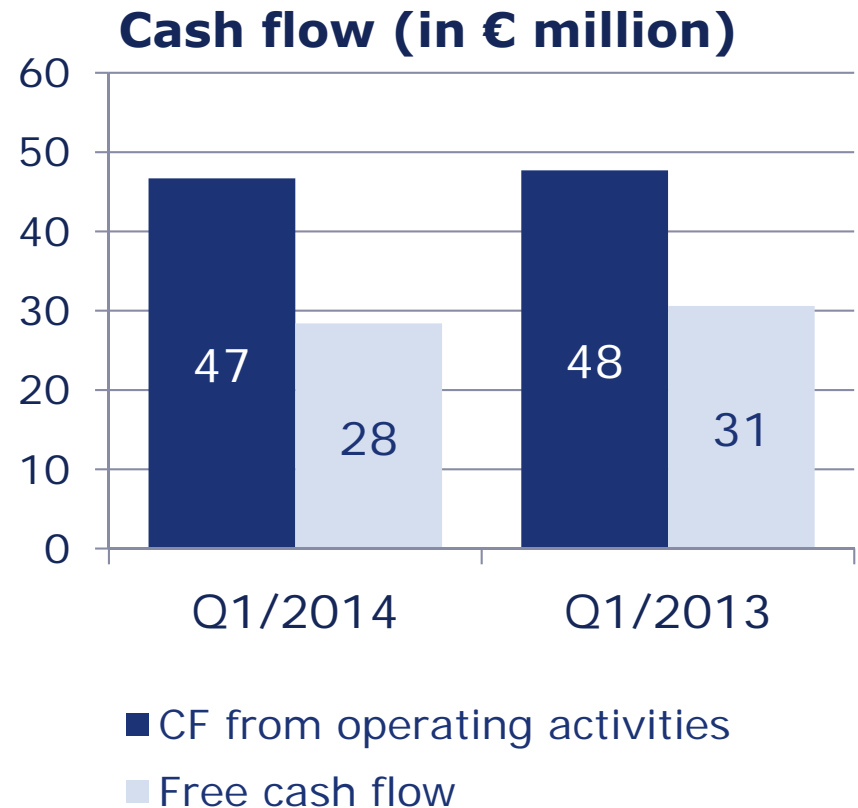
- ✈ Net debt reduced by € 28.4 million to € 604.9 million since the beginning of the year – 2014 target of max. € 600 million nearly reached
- ✈ Gearing falls further from 69.9% as of 31.12.2013 to 65.8% as of 31.3.2014
- ✈ Non-current assets decline by € 21.4 million; scheduled depreciation and amortisation (€ 32.3 million) exceed investments (€ 10.1 million)
- ✈ Decline in current assets (- € 10.5 million) due to reduction in receivables
- ✈ Reduction of € 34.1 million in non-current liabilities, above all due to reclassification of items to current financial liabilities
- ✈ Current liabilities reduced by € 11.2 million vs. 31.12.2013 – reclassification from non-current liabilities and higher provisions contrasted by decline in liabilities

	31.3.2014	31.12.2013	Δ in %
Net debt (in € million)	604.9	633.4	-4.5%
Gearing (in %)	65.8	69.9	-4.1%p.



Positive free cash flow

- ✈ Steady positive free cash flow of € 28.4 million (Q1/2013: € 30.6 million)
- ✈ Cash flow from operating activities slightly lower year-on-year in Q1/2014, despite increase in earnings, due to stronger decline in liabilities
- ✈ Cash flow from investing activities roughly at prior year level – higher payments made for purchase of non-current assets contrasted by higher payments received from an arbitration award at year-end 2013
- ✈ Cash flow from financing activities below prior year due to debt repayment in Q1/2013 and resulting decline in liquidity
- ✈ Investments (CAPEX) at € 10.1 million – major projects: Hangar 7, technical noise protection and railway station



Current projects: approx. € 110 million of investments planned for 2014 – the airport on course to become the Airport City

- ✈ Increase in location marketing and real estate strategy for 2014 – addition of new services
- ✈ Expansion of hotel offering: roughly 60 interested parties for new hotel tender – decision in next quarter
- ✈ Expansion of conference offering planned. Renovation/expansion of office portfolio as next step
- ✈ Completion of renovation works on forwarding agent building and construction of new cargo positions – improvement in cargo offering
- ✈ Completion of new ÖBB railway station
- ✈ New construction of hangar

- ✈ Outlook:
 - Modernisation of Terminal 2
 - Third runway as long-term growth perspective



Positive development in 2014 – forecasts could be exceeded

	2013	Financial targets for 2014
Revenue	€ 622.0 million	> € 630 million
EBITDA	€ 241.5 million	> € 240 million
Net profit	€ 73.3 million	> € 75 million
Net debt	€ 633.4 million	< € 600 million
CAPEX	€ 72.9 million	Approx. € 110 million

SEGMENT RESULTS



Airport

✈ Higher revenue (+2.2%) due to growth in passengers and increase in landing fees

✈ Year-on-year decline in costs due to mild winter: lower expenses for consumables, above all de-icing materials, (-60.8%), reduction in winter service activities and snow removal

✈ Reduction in marketing and market communication costs, maintenance and repair expenses

✈ Slight rise in depreciation and amortisation (+€ 1.8 million) based on investments made in 2013

in € million	Q1/2014	Q1/2013	Δ in %
External revenue	70.3	68.7	2.2
EBITDA	24.6	17.3	42.2
EBIT	0.7	-4.9	n.a.
Employees (average)	486	481	1.1

Handling

- ✈ Revenue reduced by lower income from de-icing (-17.4%)
- ✈ Positive development of cargo revenue (+8.6%)
- ✈ Reduction in use of de-icing materials and lower average number of employees (-2.3%) lead to decline in expenses

in € million	Q1/2014	Q1/2013	Δ in %
External revenue	35.3	42.7	-17.4
EBITDA	3.8	7.8	-51.4
EBIT	2.5	6.4	-61.9
Employees (average)	3,097	3,170	-2.3

Retail & Properties

- ✈ Shopping & gastro revenue roughly matches prior year
 - ✈ Renovation of gastro areas leads to shut-down of some operations
 - ✈ Some retail areas difficult or impossible to reach due to redesign of Plaza

in € million	Q1/2014	Q1/2013	Δ in %
External revenue	30.0	30.0	-0.1
EBITDA	19.6	19.3	1.2
EBIT	15.8	15.7	0.9
Employees (average)	80	79	0.8

- ✈ Massive devaluation of Russian Ruble and Turkish Lira reduce purchasing power of high-spending passenger groups
- ✈ Parking revenue again positive (+2.2%)

TRAFFIC RESULTS



Traffic development at Vienna Airport Q1/2014

	Q1/2014	Q1/2013	Δ in %
Passengers (in million)	4.42	4.41	+0.3
Local passengers (in million)	3.13	3.05	+2.7
Transfer passengers (in million)	1.28	1.36	-5.4
Flight movements (in 1.000)	51.22	52.23	-1.9
MTOW (in million tonnes)	1.76	1.75	+0.8
Seat load factor (in %)	68.6	69.0	-0.4 %p
Seat capacity (in million)	6.46	6.40	+0.9
Cargo incl. trucking (in 1,000 tonnes)	64.11	60.04	+6.8

- ✈ Positive effects from new destinations and frequency increases vs. Q1/2013
- ✈ Upward trend in first quarter subdued by
 - ✈ Ukraine crisis
 - ✈ Easter in 2014 in April vs. March in 2013

Traffic development at Vienna Airport

April 2014

	4/2014	Δ in %	1-4/2014	Δ in %
Passengers (in million)	1.94	+7.8	6.36	+2.4
Local passengers (in million)	1.36	+7.2	4.50	+4.1
Transfer passengers (in million)	0.57	+9.3	1.86	-1.3
Flight movements (in 1.000)	19.49	+1.1	70.71	-1.1
MTOW (in million tonnes)	0.69	+5.8	2.45	+2.1
Seat load factor (in %)	77.1	+2.7%p.	70.1	+0.5%p.
Seat capacity (in million)	2.52	+4.1	8.97	+1.8
Cargo incl. trucking (in 1,000 tonnes)	23.33	+9.1	87.44	+7.4

OUTLOOK



Modernisation of infrastructure brings more quality

- ✈ Revitalisation of Pier West and Plaza in 2014
 - New gastronomy facilities
 - New duty free in the Plaza
- ✈ New brands since 2013: Senses of Austria, Billa Convenience Store, Versace, Zilli, Longchamp, Michael Kors, Christ, Desigual, and many more...
- ✈ New restaurants: Burger King, Cafe Culto, Take Off; in 2014 also Rusticelli Mangione and Zugvogel
- ✈ Improvement in service quality:
Transfer shuttle, south entrance, HON check-in, mobility and family service center, family fun gate, new monitor layout, walking distance displays



2014: New airlines

- ✈ Air China: Beijing(4x/W), Barcelona (4x/W)
- ✈ Ethiopian Airlines: Addis Ababa (4x/W)
- ✈ Air Algérie: Algiers (2x/W)
- ✈ Jet2.com: Manchester (3x/W)
- ✈ Air One: Catania* (2x/W)
- ✈ Eurolot: Heringsdorf* (1x/W)
- ✈ Iraqi Airways: Bagdad/Erbil (2x/W) and Bagdad/Najaf (1x/W)

- ✈ New in 2015: Uzbekistan Airways



AIR ALGERIE



2014: New destinations and routes

New destinations

- ✈ Newark (AUA)
- ✈ Agadir (NIKI)
- ✈ Addis Ababa
(Ethiopian Airlines)
- ✈ Manchester (Jet2.com)
- ✈ Algiers (Air Algérie)
- ✈ Bagdad/Najaf (Iraqi)

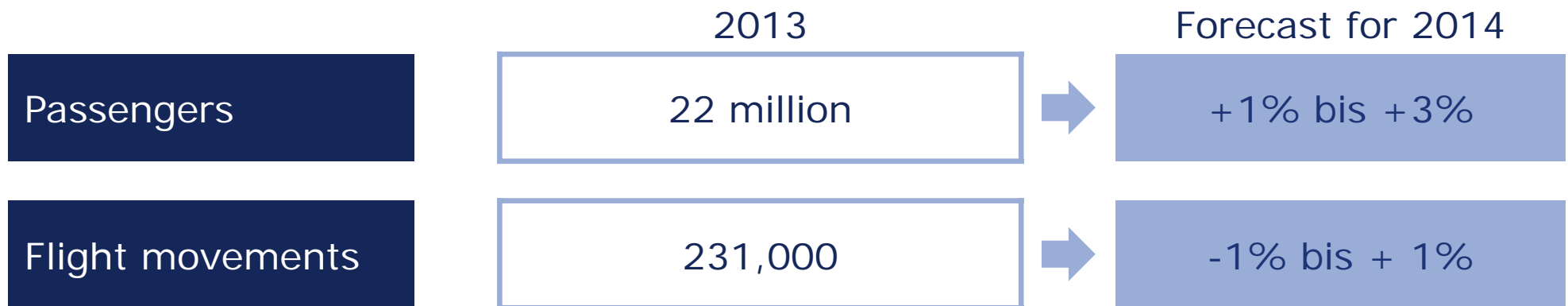
New routes

- ✈ Resumption of flights to Teheran
(AUA)
- ✈ Madrid (NIKI)
- ✈ Malta (NIKI)
- ✈ Larnaca (NIKI)
- ✈ Marrakech (NIKI)
- ✈ Beijing (Air China)
- ✈ Bagdad/Erbil (Iraqi)
- ✈ Heraklion (Aegean Airlines)
- ✈ Catania (Air One)
- ✈ Dnepropetrovsk (Dniproavia)

- ✈ Starting in autumn 2014, larger
aircraft A330 by Qatar

Optimistic traffic estimates for 2014

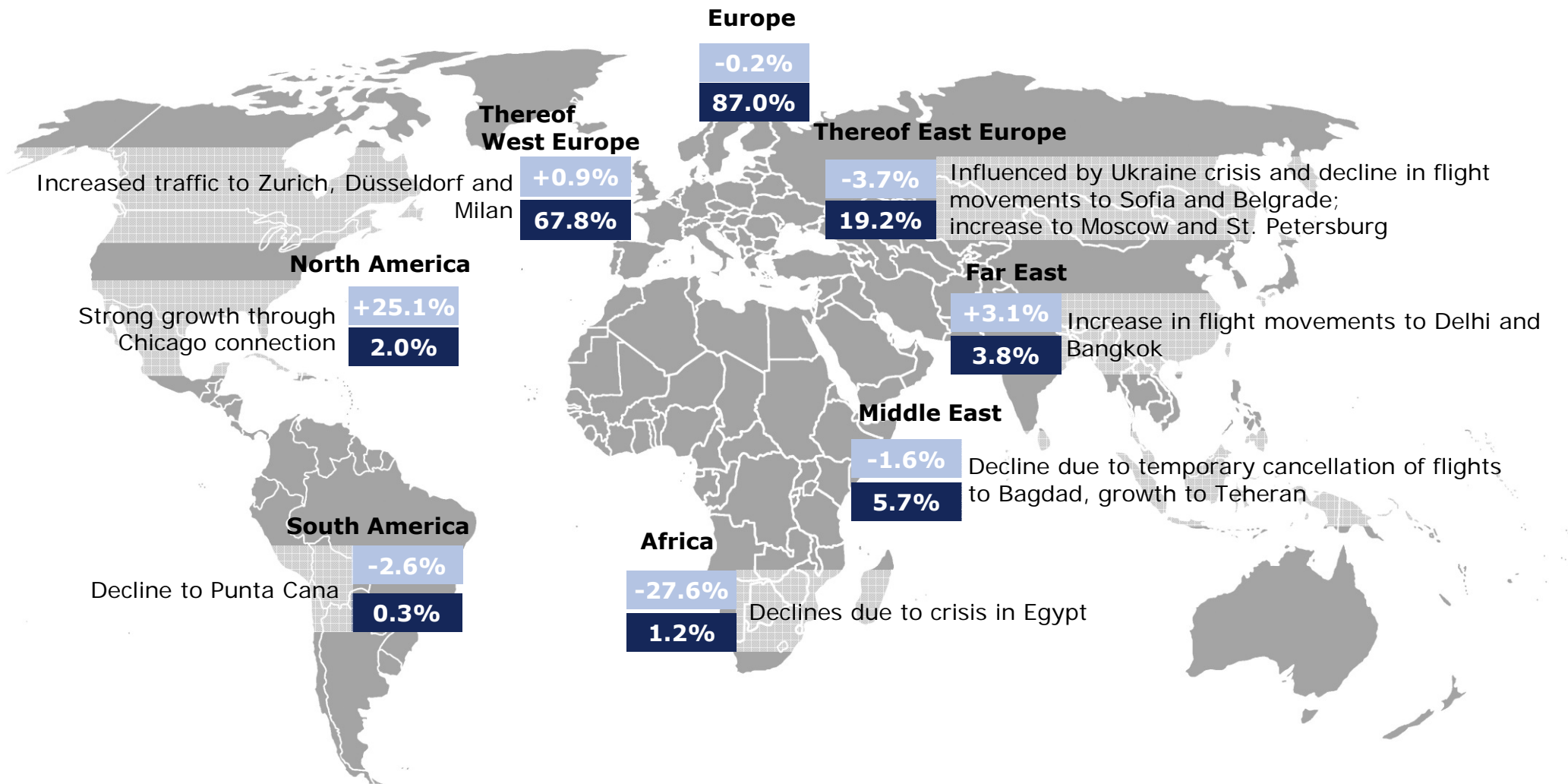
- ✈ Positive development through new destinations and increased frequencies
- ✈ Expectations at upper end of range based on current point of view



APPENDIX



Growth in long-haul destinations



Passenger development: Q1/2013 vs. Q1/2014
Share of passengers

THANK YOU FOR YOUR ATTENTION

