

# FLUGHAFEN WIEN AG

Traffic Results for 2013 and  
Outlook for the Company in 2014



# 2013: Influenced by challenges

## Difficult international environment

- ✈️ Difficult operating environment for the European aviation industry – higher costs and competitive pressure on the airlines and airports
- ✈️ Challenging economic situation, high fuel costs
- ✈️ Network carriers under pressure due to strong competition from the Gulf States and steady growth by the low-cost carriers

# 2013: Influenced by challenges

## Traffic development at Vienna Airport in 2013 negatively influenced by special factors

- ✈ Numerous flight cancellations throughout Europe due to the severe winter with heavy snowfall as well as strikes in Germany
- ✈ Capacity reduction by the airlines & cabin renovation for Austrian's long-haul fleet
- ✈ Turbulence in North Africa and the Middle East

# Traffic development at Vienna Airport in 2013

	2013	2012	Δ in %
Passengers (in mill.)	22.00	22.17	-0.7
Local passengers (in mill.)	15.18	15.08	+0.7
Transfer passengers (in mill.)	6.79	7.05	-3.7
Flight movements (in 1,000)	231.18	244.65	-5.5
MTOW (in mill. tonnes)	7.91	8.13	-2.6
Seat occupancy (in per cent)	74.8	73.0	+1.9%p
Cargo incl. trucking (in 1,000 tonnes)	256.19	252.28	+1.6

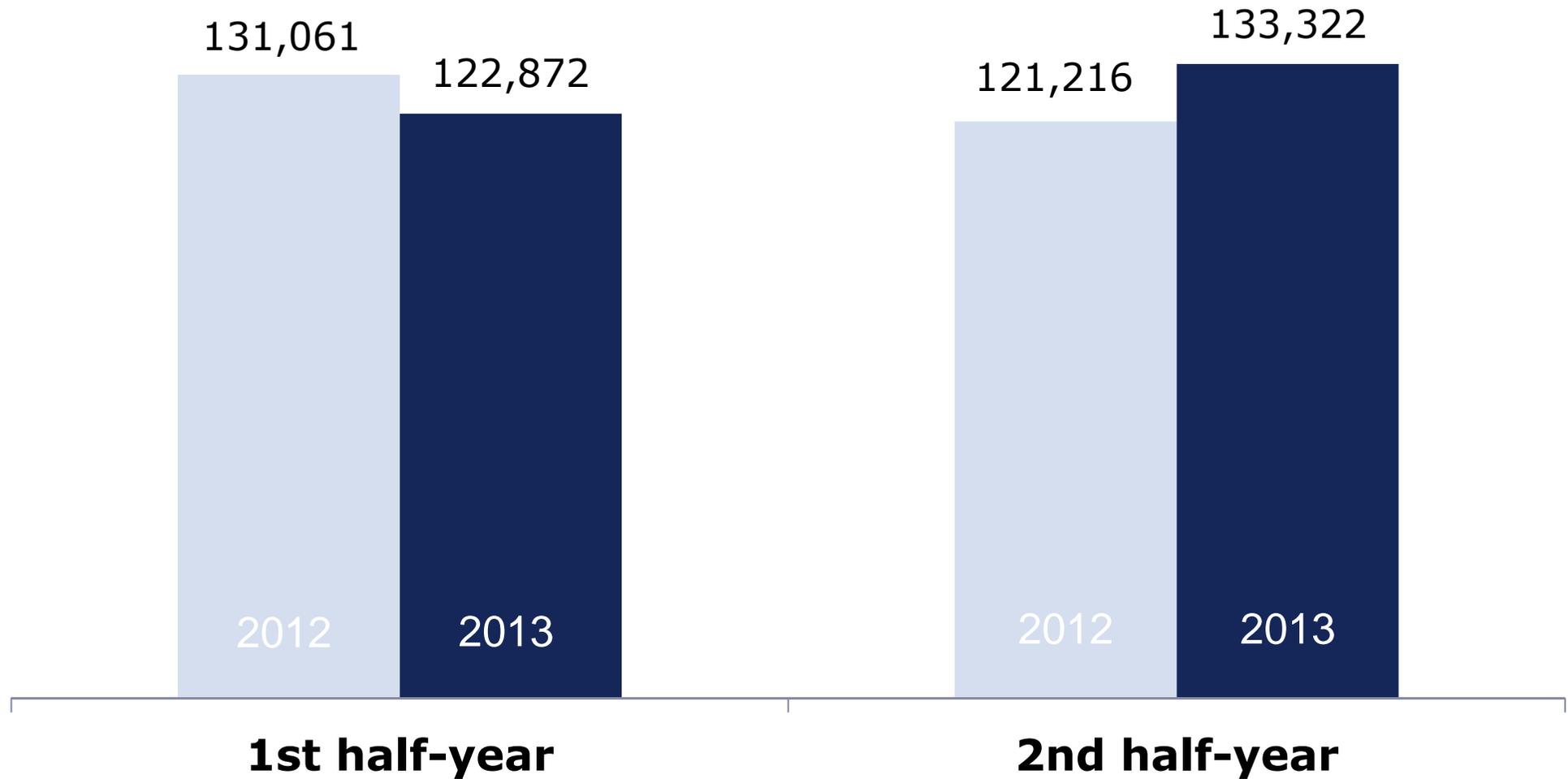
## Development of passenger traffic in investments:

Malta: +10.5%, Friedrichshafen: -1.7%, Kosice: +0.6%

Ø Passenger traffic at EU airports acc. to ACI : +0.8 % (Jan.-Nov. 2013)

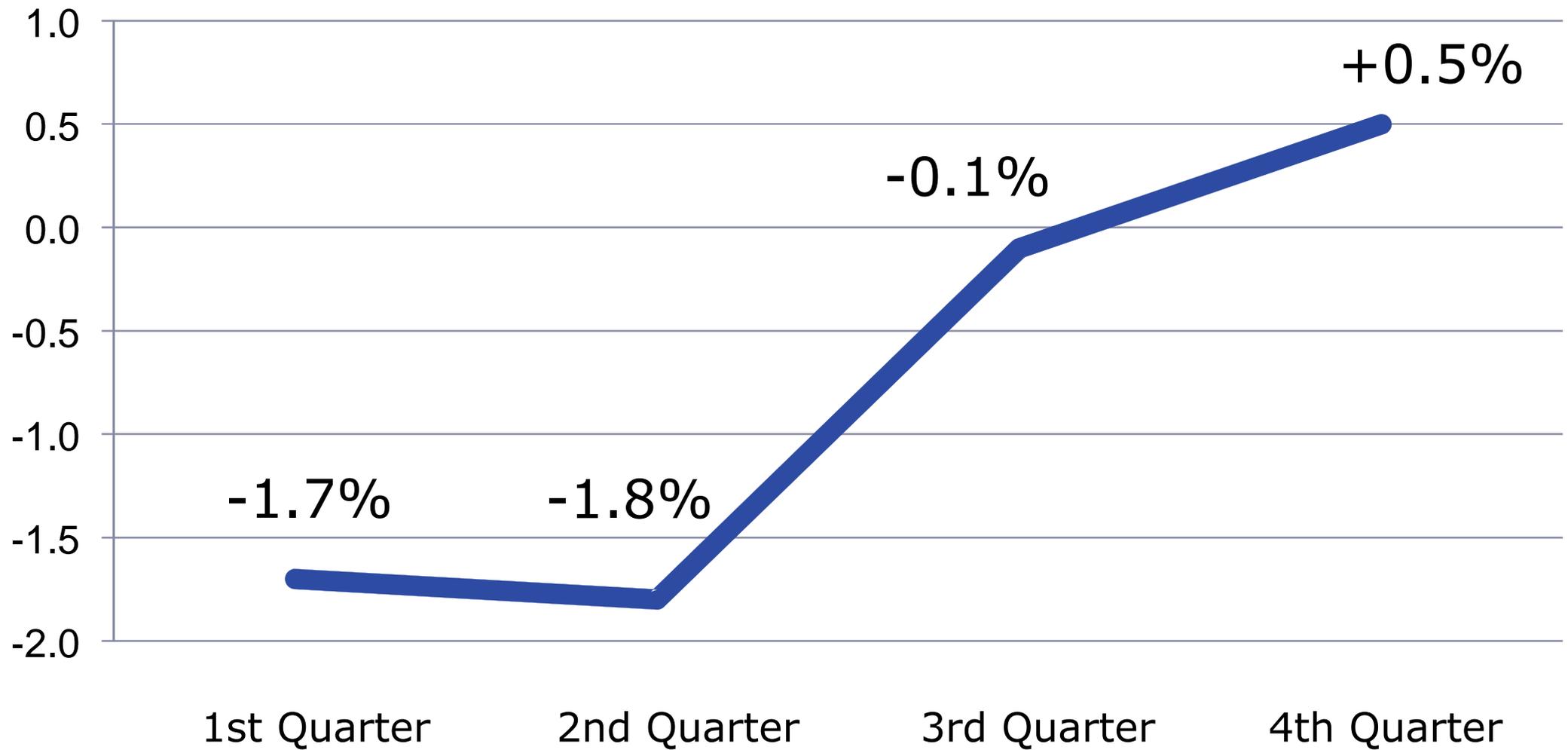
# Clear trend reversal in cargo area (in tonnes)

**2013 versus 2012**  
**+10% in 2nd half-year**

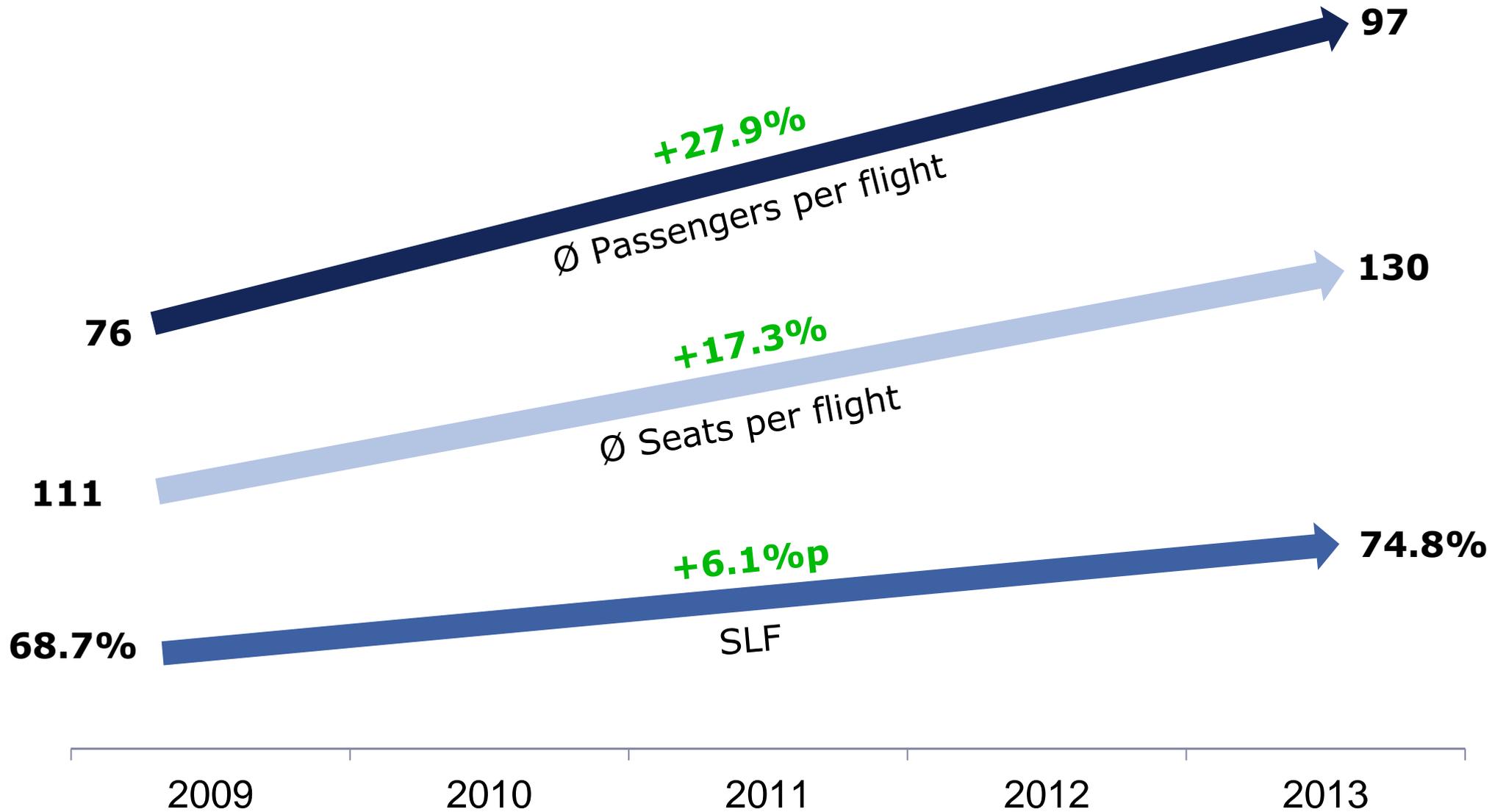


# Positiver trend in PAX development

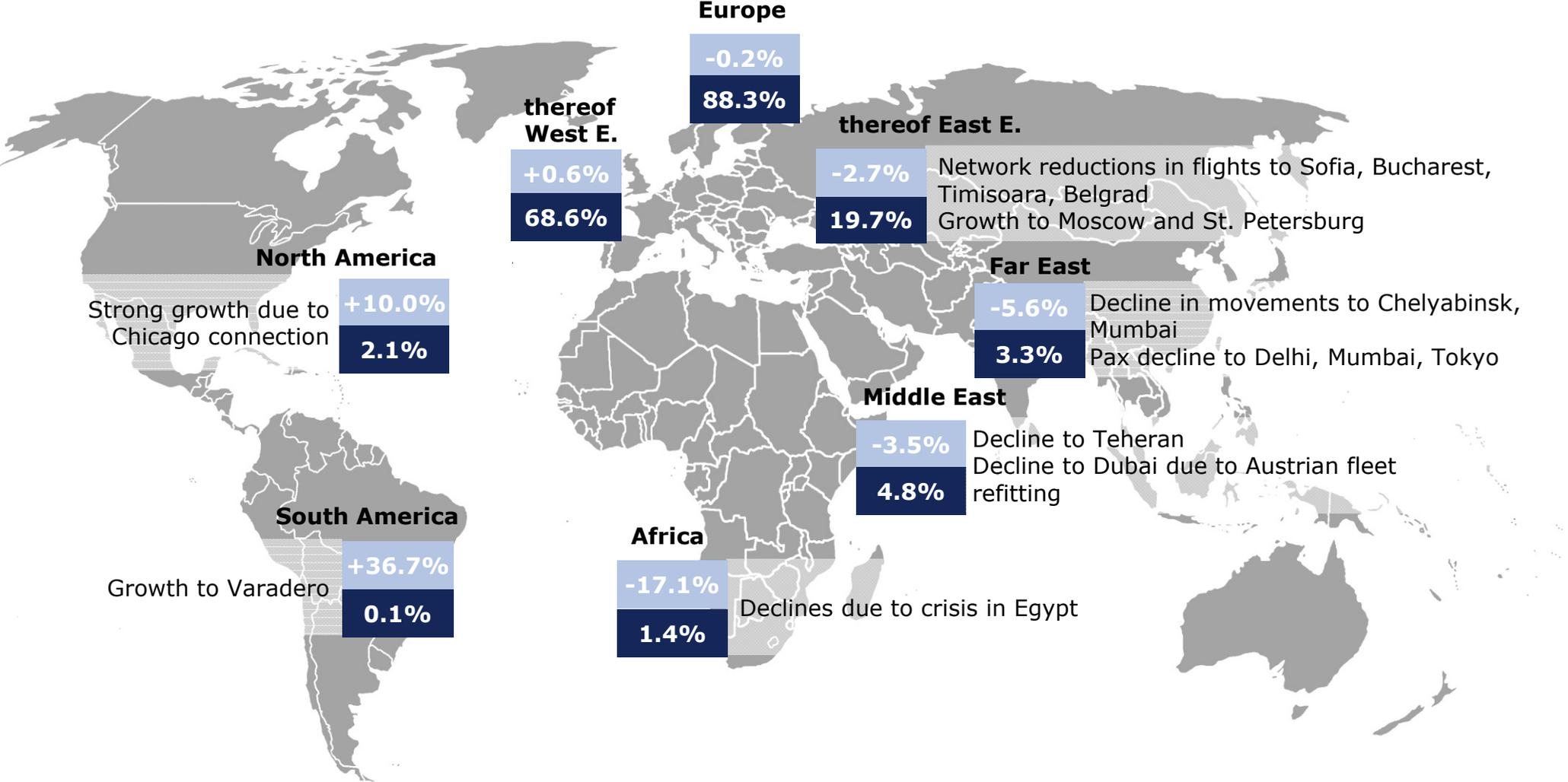
## 2013 versus 2012



# Increase in aircraft size and occupancy



# 71 airlines with 177 destinations in 69 countries



Change in passenger traffic vs. prior year  
Share of passengers

Values 2013 / change vs. 2012

# Share of passengers by airline

	<b>2013</b>	<b>2012</b>	<b>Δ in %</b>
	Share in %	Share in %	PAX Δ in %
Austrian Airlines Group	49.1	49.5	-1.6
Lufthansa	5.5	5.5	-0.2
Germanwings	2.7	2.2	+19.8
Swiss Intl.	1.7	1.5	+7.6
LH Group total <sup>1)</sup>	60.5	60.8	-1.1
NIKI	11.0	12.0	-9.5
airberlin	6.1	6.3	-2.9
HG/AB Group total	17.1	18.3	-7.2
Turkish Airlines	2.3	1.7	+35.1
British Airways	1.8	1.7	+6.9
Emirates	1.6	1.5	+5.1
KLM Royal Dutch Airlines	1.3	1.2	+10.1
Other	15.4	14.9	+2.6

1) Including Brussels Airlines, SunExpress, British Midland (up to 2012) and Air Dolomiti

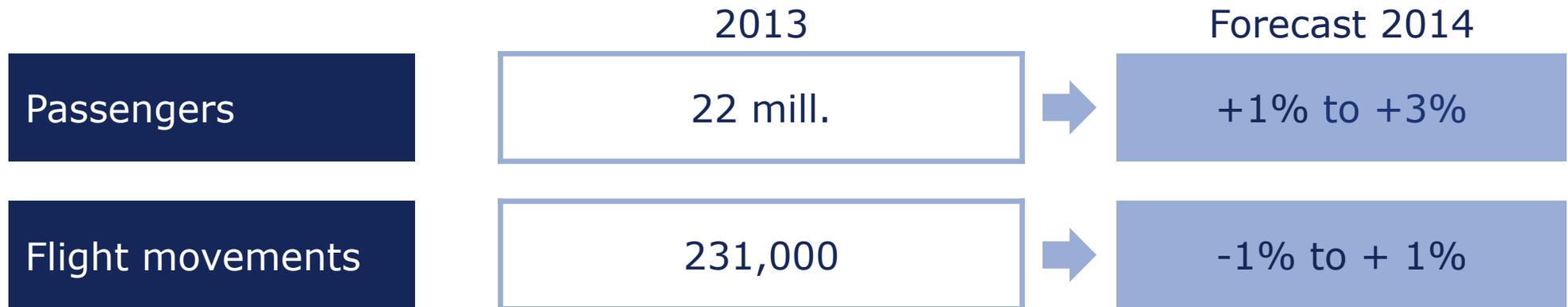
# TRAFFIC FORECAST FOR 2014



# Positive outlook

- ✈ **Austrian Airlines:** Start of flights to Newark, resumption of flights to Teheran, increase in flights to Chicago, Frankfurt, London
  
- ✈ **NIKI:** Start of flights to Madrid, Malta, Larnaca, increase in flights to Rome and destinations in Greece
  
- ✈ **Furthermore:**
  - **New:** Manchester (Jet2.com), Algiers (Air Algérie)
  - **Increase:** Lisbon (TAP), London (British Airways), China Southern Cargo, Korean Air nonstop to Seoul and many more
  
- ✈ **Introduced in Q4/2013:**
  - **New:** Milan LIN (Alitalia), Bremen (Germania), Mombasa (Condor)

# Positive traffic forecasts for 2014



# DEVELOPMENT OF BUSINESS IN 2013 AND FINANCIAL GUIDANCE FOR 2014



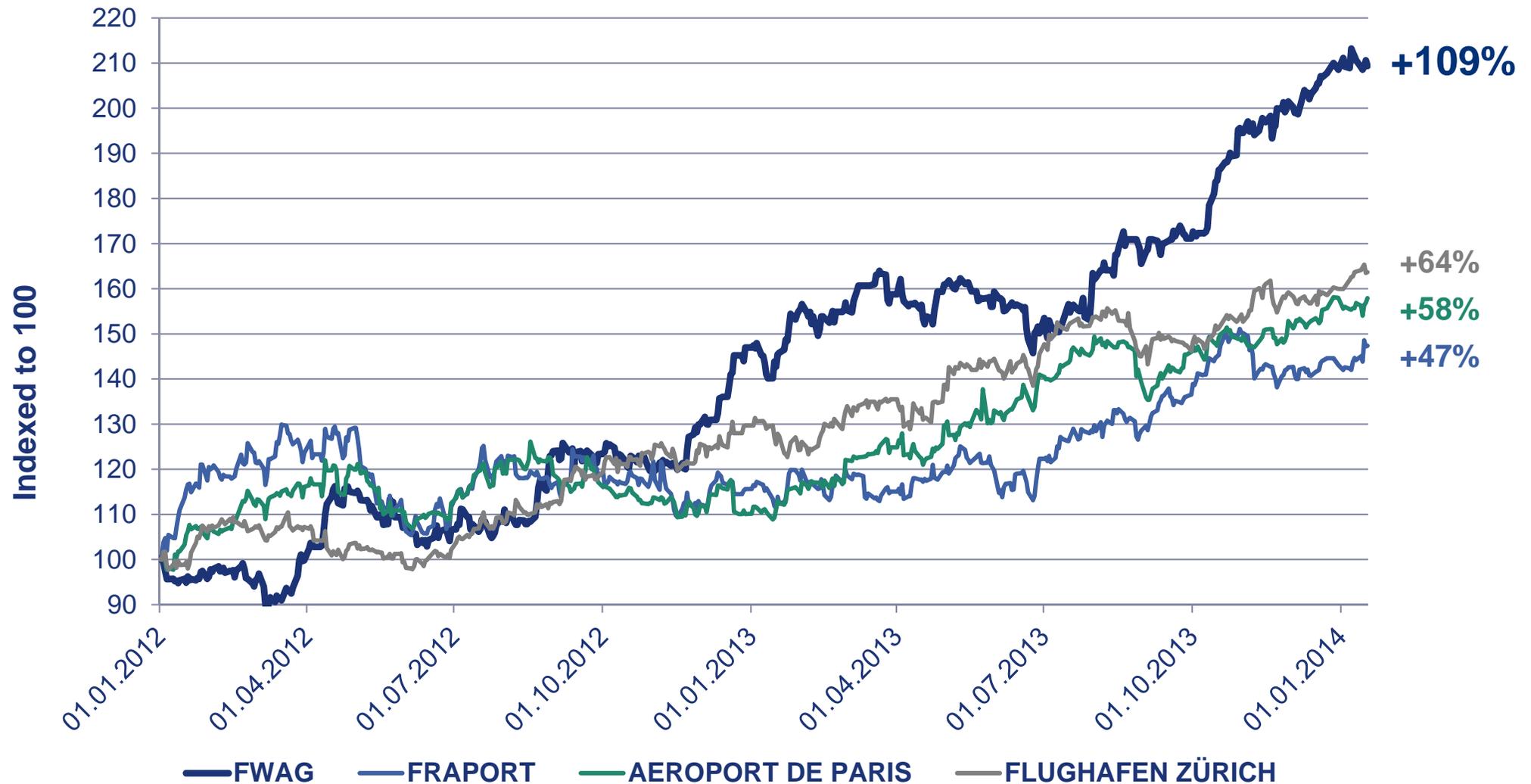
# Significant progress in all areas of the company during 2013

- ✈️ Despite slight decline in passenger traffic, significant improvement in the company's economic position – clear increase in productivity, sustainable reduction in operating, financing and personnel costs
- ✈️ Costs for Check-in 3 approx. € 100 million lower than budgeted – instead of € 830 million, now approx. € 725 million – which allowed for a further reduction in debt
- ✈️ Another major factor for the cost reduction is the steady pursuit of claims for damages: arbitration court awards FWAG € 16.7 million; in total, over € 30 million received as compensation for damages
- ✈️ After “digesting” the costs for Check-in 3, the focus will return to growth and the improvement of earnings

# Approx. € 110 million of investments planned for 2014 – Vienna Airport on the way to Airport City

- ✈ Increased focus on location marketing and real estate strategy in 2014 – addition of new services
- ✈ Expansion of hotel offering: nearly 60 firms interested in tender for new hotel – decision in next quarter
- ✈ Expansion of conference offering planned. Next step: renovation/expansion of office portfolio to meet market needs
- ✈ Completion of renovation on forwarding agent building and construction of new cargo positions – improvement in cargo offering
- ✈ Construction of new maintenance hangar (>500 m<sup>2</sup>)
- ✈ Completion of new Austrian Railways long-distance rail station

# Share price development since 1.1.2012 – investors' confidence returns – VIE as best performer in peer comparison



Share price development from 1.1.2012 to 17.1.2014

# Optimistic outlook on 2014

## Outlook on 2014

Revenue



> € 630 million

EBITDA



> € 240 million

Net profit



> € 75 million

Net debt



< € 600 million

CAPEX



Approx. € 110 million

**THANK YOU FOR YOUR ATTENTION**

