

# OVERVIEW OF 2013: INCREASE IN REVENUE AND EARNINGS

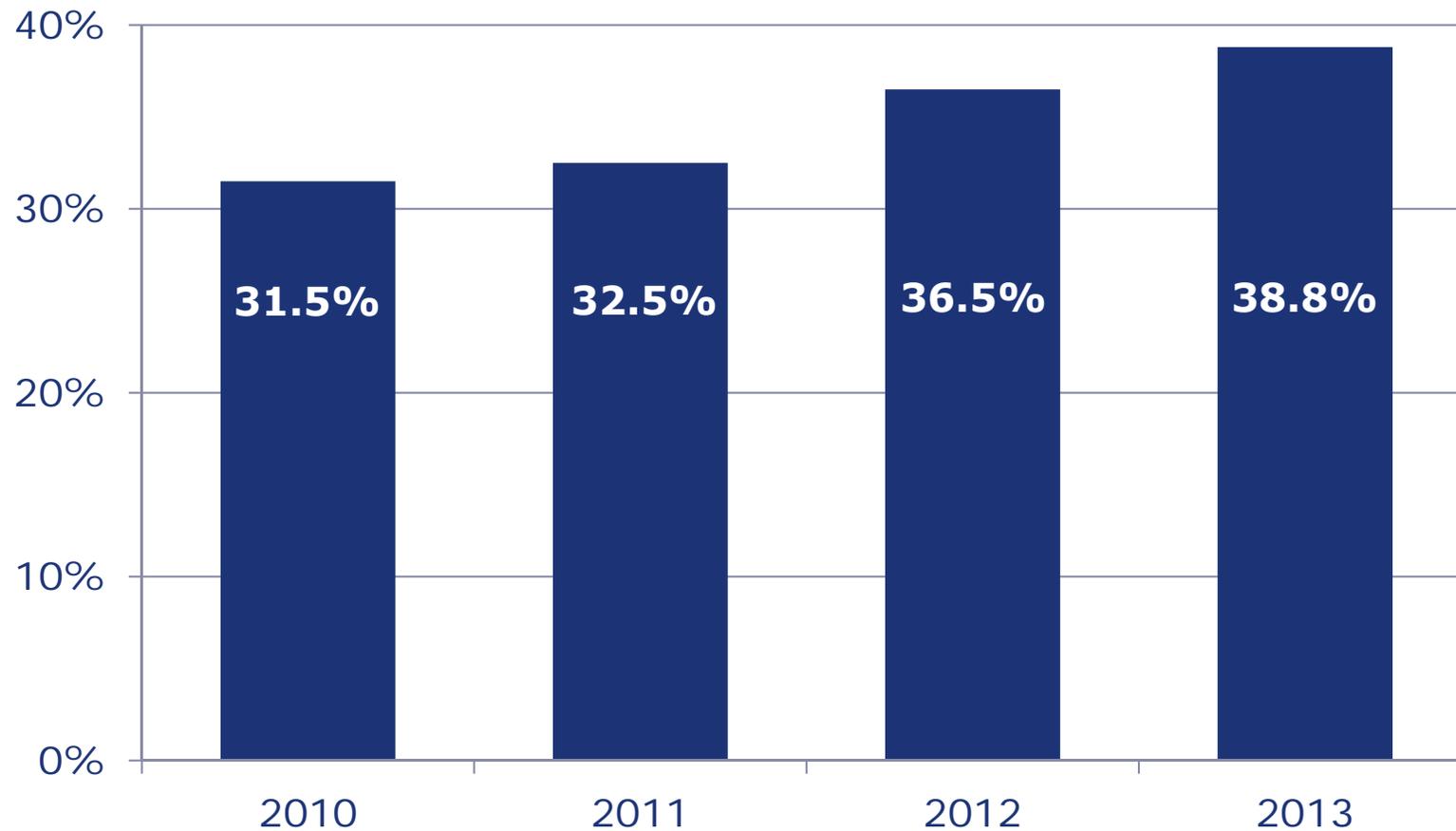
Outlook on 2014: growth and improvement  
in earnings expected



# Major progress made in 2013 – successful strategy also expected to bring growth and higher earnings in 2014

- ✈ Despite slight decline in passengers, substantial improvement in company's economic position during 2013 – significant increase in productivity and customer quality, sustainable reduction in operating, financing and personnel costs; positive earnings contribution from investments
- ✈ EBITDA margin rises from 31.5% (2010) to 38.8% (2013)
- ✈ Company returns to growth course: increase in passengers, revenue and earnings expected for 2014
- ✈ Costs for Check-in 3 cut to € 725 million – decrease helps to reduce debt and investments in 2013
- ✈ Real estate utilisation and location marketing strategy to be continued: decision on hotel, improvement in cargo offering, completion of railway station, construction of new maintenance hangar – investments of approx. € 110 million are planned for 2014

# Improved EBITDA margin documents sound productivity gain



# Improvement in earnings despite € 16 million plus in depreciation (Check-in 3) Dividend<sup>1)</sup> raised to € 1.30 (2012: € 1.05)

in € mill.	2013	2012	Δ in %
Revenue	622.0	607.4	+2.4
EBITDA	241.5	221.4	+9.1
EBIT	112.1	108.0	+3.8
Financial results	-15.3	-14.3	+7.1
Profit before taxes (EBT)	96.8	93.7	+3.2
Net profit (after taxes and non-controlling interests)	73.3	71.9	+1.9
Dividend <sup>1)</sup> (in €)	1.30	1.05	+23.8

- ✈ Costs lower than prior year due to efficiency improvement and strict cost discipline, despite Check-in 3 and severe winter
- ✈ Sustainable financial management leads to moderate increase in finance costs despite end to capitalisation of construction-related borrowing costs

4 <sup>1)</sup> 2013: Recommendation to the annual general meeting  
All financial indicators for 2013 are based on preliminary results for the year. The final results will be published in the 2013 annual report of Flughafen Wien AG.

# Strong improvement in financial structure

## Free cash flow of € 118 million (+122.8%)

## Substantial reduction of € 86.3 million in net debt

	2013	2012	Δ in %
Net debt (in € million)	633.4	719.6	-12.0
Gearing (in %)	69.9	84.5	-14.6%p.
Cash flow from operating activities (in € million)	204.4	179.7	+13.7
Free cash flow (in € million)	118.0	53.0	+122.8
CAPEX (in € million)	72.9	101.7	-28.3
Equity (in € million)	905.9	851.6	+6.4
Equity ratio (in %)	46.4	41.3	+5.1%p.

Net Debt / EBITDA target for 2013 (2.9x) exceeded: 2.6x

# Share price +129% since February 2012

## Market capitalisation more than doubled since low in early 2012 (plus € 830 million)



Development of share price from 1.2.2012 to 21.2.2014

# Further positive development in 2014

## Growth and earnings improvement expected

	2013	Financial goals 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 FOR 2013



# Airport: revenue plus and stable cost development

- ✈ Higher revenue – despite slight decline in passengers
- ✈ Costs under control despite doubling of terminal areas: other operating expenses 13.5% lower than 2012 (despite full year operations for Check-in 3), only slight increase in personnel expenses (+2.3%) despite increase in winter services 2012/13
- ✈ Earnings negatively affected (- € 16 million) by increase in scheduled depreciation

in € million	2013	2012	Δ in %
External revenue	331.4	315.3	+5.1
EBITDA	132.8	123.9	+7.1
EBIT	42.0	55.6	-24.6
Employees (as of 31.12.)	508	500	+1.5

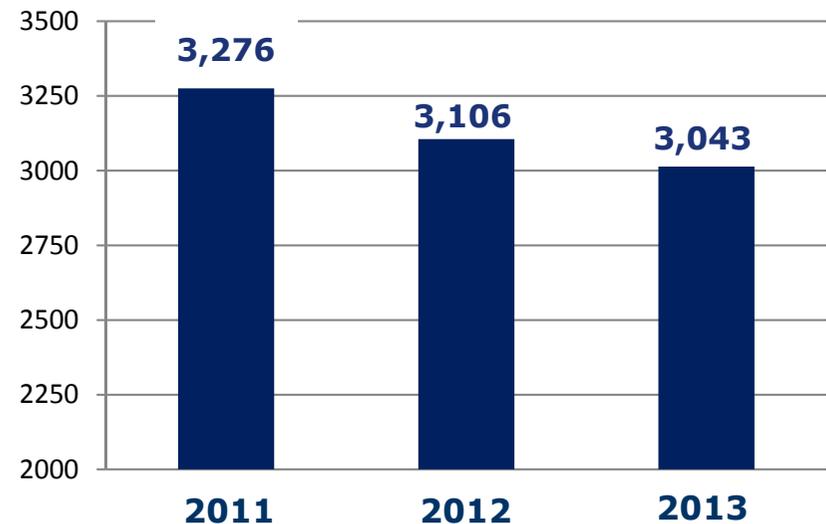


# Handling: higher productivity and stable market share

- ✈ Market share remains stable (88.5% vs. 89.3% in 2012), extension of contracts with Lufthansa, SWISS, easyJet
- ✈ Decline in revenue based on lower number of flight movements, partly offset by higher income from de-icing – but higher cost of consumables due to increased de-icing
- ✈ Efficiency improvement in handling and security (reduction of approx. 230 employees (-7%) since 2011)

in € million	2013	2012	Δ in %
External revenue	151.9	155.9	-2.6
EBITDA	22.6	18.8	+20.1
EBIT	17.2	12.9	+32.8
Employees (as of 31.12.)	3,043	3,106	-2.0

**Number of employees in Handling & Security 2011-2013 (as of 31.12.)**

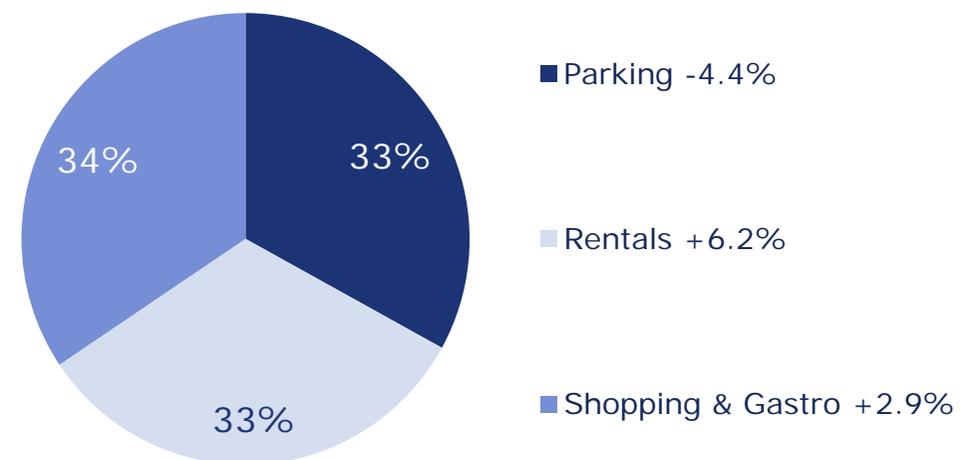


# Retail & Properties: plus for Shopping & Gastro and advertising space

- ✈ Strong growth (+6.2%) in real estate due to active marketing of advertising space
- ✈ Revenue plus for Shopping & Gastro (+2.9%), 29 new shops opened in 2013
- ✈ Decline in parking revenue due to lower occupancy (-4.4%); higher revenue for City Airport Train (+4.6%)

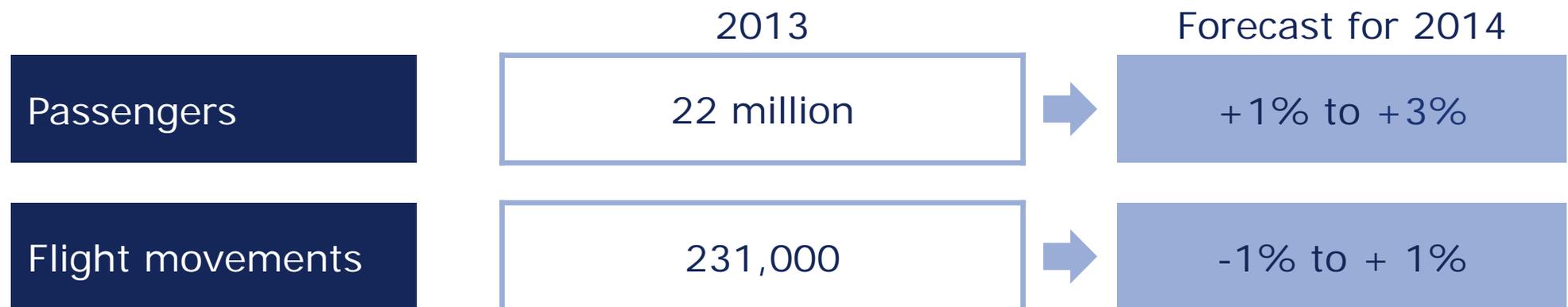
in € million	2013	2012	Δ in %
External revenue	121.2	119.5	+1.4
EBITDA	61.6	64.2	-4.1
EBIT	41.9	38.1	+9.9
Employees (as of 31.12.)	84	82	+2.4

**Revenue distribution 2013  
in Segment Retail & Properties**



# Optimistic estimates for traffic in 2014

- ✈ **New destinations and increased frequencies** by AUA, NIKI, British Airways, TAP and many others
- ✈ **New airlines:** Jet2.com, Air Algérie, Air China, China Southern Cargo, others in planning
- ✈ However, stagnation in flight movements



# APPENDIX



# Expenses

✈ Higher expenses for de-icing materials due to the severe winter and (scheduled) increase in maintenance and consumables. Energy consumption declined slightly despite full-year operations in Check-in 3.

✈ Substantial decline in personnel expenses: increases required by collective bargaining agreements in May 2012 and higher volume of winter services were offset by a 1.7% reduction in the average number of employees and lower additions to provisions.

✈ Other expenses

- ✈ Increased costs for snow transport, higher maintenance costs
- ✈ Positive effect of absence of impairment charges to receivables, book value disposals and damages in 2012
- ✈ Reduction in rental and leasing expenses and third-party services

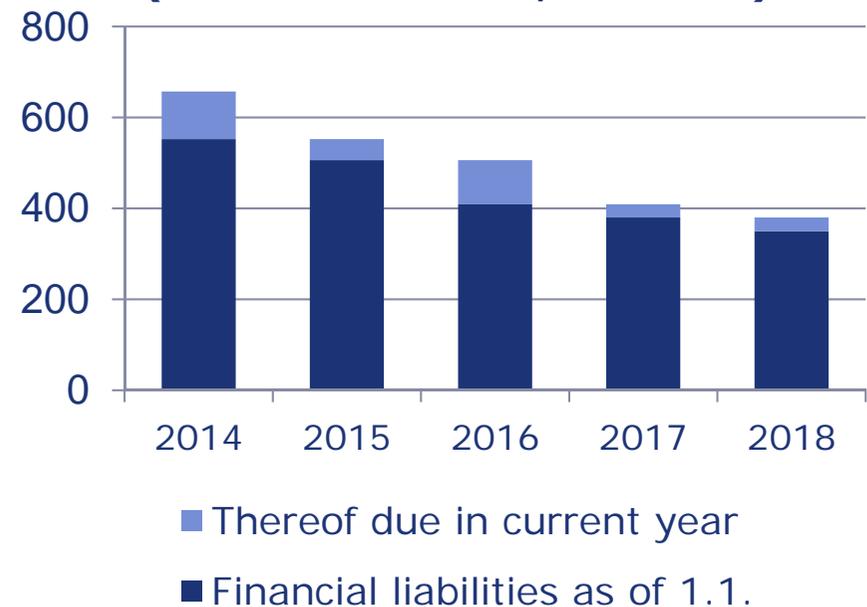
in € million	2013	2012	Δ in %
Consumables	-46.1	-43.2	+6.8
Personnel	-245.8	-249.7	-1.6
Other operating expenses	-112.3	-117.2	-4.2
Depreciation, amortisation & impairment	-129.4	-113.4	+14.2

# Substantial improvement in net debt (€ 633.4 million) and gearing (69.9%)

- ✈ Net debt falls by € 86.3 million to € 633.4 million in 2013 – clearly below target for the year (€ 680 million)
- ✈ Further drop in gearing from 84.5% as of 31.12.2012 to 69.9% as of 31.12.2013
- ✈ Decline in cash and cash equivalents (€ -36.5 million) due to repayment of financial liabilities and reduction in securities (€ -9.7 million)
- ✈ Reduction of 10.3% in non-current liabilities to € 748.2 million, chiefly due to repayment of financial liabilities and reclassifications to current financial liabilities
- ✈ Current liabilities 20.3% lower than 31.12.2012 at € 299.8 million – reclassifications from non-current liabilities, but reduction of liabilities as well as credit repayments

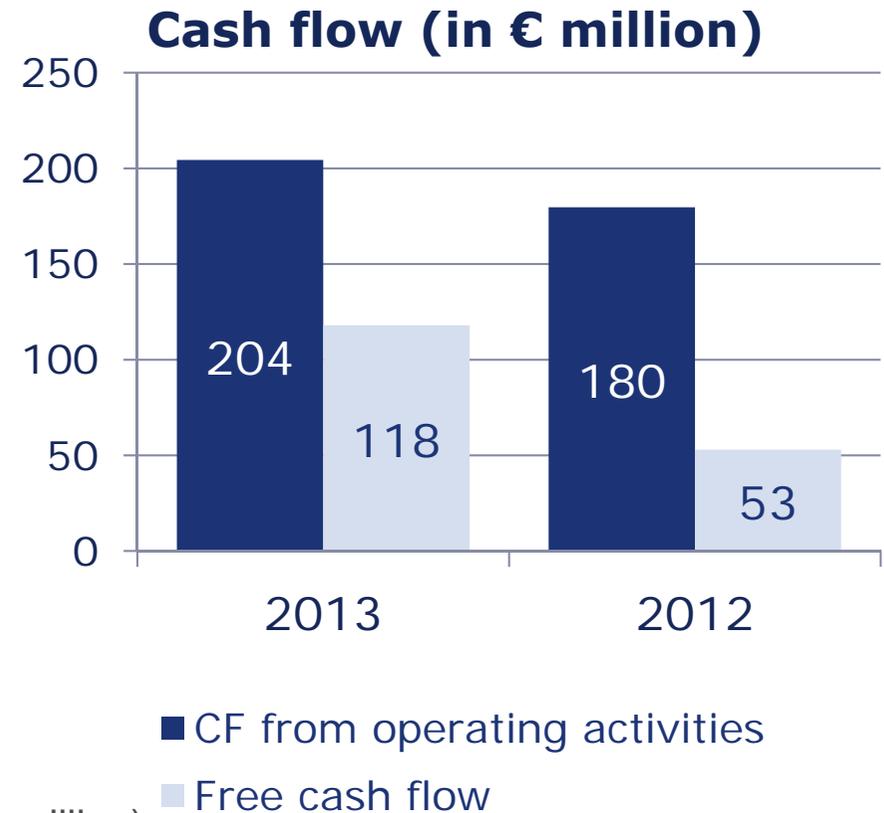
	31.12.2013	31.12.2012	Δ in %
Net debt (in € million)	633.4	719.6	-12.0%
Gearing (in %)	69.9	84.5	14.6%p.

**Term structure**  
(as of 31.12.2013; in € mill.)



# Free cash flow more than doubled CAPEX (€ 72.9 million) substantially reduced

- ✈ Positive free cash flow more than doubled from € 53.0 million to € 118.0 million
- ✈ Cash flow from operating activities +13.7% to € 204.4 million in 2013, above all due to the improvement in operating results, reduction in receivables and increase in provisions, despite decline in liabilities
- ✈ Cash flow from investing activities declines in 2013, above all due to reduced cash outflows for investment after opening of Check-in 3
- ✈ Cash flow from financing activities negative in 2013 – in particular due to repayment of financial liabilities and dividend payment
- ✈ Investments (CAPEX) total € 72.9 million
  - ✈ Decline due to reduction in acquisition costs (arbitration court decision in December 2013; € 8.2 million)
  - ✈ Major investments: general renovation of Runway 16/34, expansion of a forwarding agent building, construction of a hangar and projects related to the third runway



**THANK YOU FOR YOUR ATTENTION**

