Visual Fact Book
Full Year 2007
## Content

<table>
<thead>
<tr>
<th>Slide</th>
<th>Title</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>Disclaimer</td>
<td>2</td>
</tr>
<tr>
<td>4</td>
<td>Fraport at a Glance</td>
<td>2</td>
</tr>
<tr>
<td>5</td>
<td>Fraport at a Glance</td>
<td>3</td>
</tr>
<tr>
<td>6</td>
<td>History of Fraport AG</td>
<td>3</td>
</tr>
<tr>
<td>7</td>
<td>Portfolio: Four Segments</td>
<td>4</td>
</tr>
<tr>
<td>8</td>
<td>Key Figures Development</td>
<td>4</td>
</tr>
<tr>
<td>9</td>
<td>Fraport Activities worldwide</td>
<td>5</td>
</tr>
<tr>
<td>10</td>
<td>Corporate Strategy/Bridge Strategy</td>
<td>5</td>
</tr>
<tr>
<td>11</td>
<td>Corporate Strategy</td>
<td>6</td>
</tr>
<tr>
<td>12</td>
<td>Strategic Goals</td>
<td>6</td>
</tr>
<tr>
<td>13</td>
<td>The three Pillars of Fraport’s Strategy</td>
<td>7</td>
</tr>
<tr>
<td>14</td>
<td>Expected Traffic Development at Frankfurt Airport</td>
<td>7</td>
</tr>
<tr>
<td>15</td>
<td>Goal: continuous EBITDA Growth</td>
<td>8</td>
</tr>
<tr>
<td>16</td>
<td>Value Generation up until Expansion</td>
<td>8</td>
</tr>
<tr>
<td>17</td>
<td>Market Data</td>
<td>9</td>
</tr>
<tr>
<td>18</td>
<td>Dynamic Growth in Air Traffic due to Globalization</td>
<td>9</td>
</tr>
<tr>
<td>19</td>
<td>Air Traffic grows stronger than World Economy</td>
<td>10</td>
</tr>
<tr>
<td>20</td>
<td>Focus on Intercontinental Routes in Europe</td>
<td>10</td>
</tr>
<tr>
<td>21</td>
<td>Frankfurt Airport is among the Top 10 in the World</td>
<td>11</td>
</tr>
<tr>
<td>22</td>
<td>The Biggest European Airports</td>
<td>11</td>
</tr>
<tr>
<td>23</td>
<td>Slot Capacity of European Hub Airports</td>
<td>12</td>
</tr>
<tr>
<td>24</td>
<td>Passengers per Passenger Flights</td>
<td>12</td>
</tr>
<tr>
<td>25</td>
<td>Traffic focusing on Mega Hubs in Europe</td>
<td>13</td>
</tr>
<tr>
<td>26</td>
<td>Prospective Aircraft Capacity of strong Airlines</td>
<td>13</td>
</tr>
<tr>
<td>27</td>
<td>222 Orders, Options, Interests in the A380</td>
<td>14</td>
</tr>
<tr>
<td>28</td>
<td>Intended Investments in European Airports</td>
<td>14</td>
</tr>
<tr>
<td>29</td>
<td>High Purchasing Power at FRA</td>
<td>15</td>
</tr>
<tr>
<td>30</td>
<td>High Demand for Office Space at Frankfurt Airport</td>
<td>15</td>
</tr>
<tr>
<td>31</td>
<td>Heterogeneous Ground Handling Markets</td>
<td>16</td>
</tr>
<tr>
<td>32</td>
<td>Fraport Group</td>
<td>16</td>
</tr>
<tr>
<td>33</td>
<td>Key Figures</td>
<td>17</td>
</tr>
<tr>
<td>34</td>
<td>Segment Split of Revenue and EBITDA FY 2007</td>
<td>17</td>
</tr>
<tr>
<td>35</td>
<td>Profit &amp; Loss Statement</td>
<td>18</td>
</tr>
<tr>
<td>36</td>
<td>Constant EBITDA-Growth – Sustainable for Future</td>
<td>18</td>
</tr>
<tr>
<td>37</td>
<td>Share Performance: EPS, Dividend, Payout Ratio</td>
<td>19</td>
</tr>
<tr>
<td>38</td>
<td>Balance Sheet, Gearing</td>
<td>19</td>
</tr>
<tr>
<td>39</td>
<td>Definition of Fraport Assets and ROFRA</td>
<td>20</td>
</tr>
<tr>
<td>40</td>
<td>Fraport Value Management</td>
<td>20</td>
</tr>
<tr>
<td>41</td>
<td>ROFRA</td>
<td>21</td>
</tr>
<tr>
<td>42</td>
<td>Traffic Figures of the Fraport Group</td>
<td>21</td>
</tr>
<tr>
<td>43</td>
<td>Employee Diversity 2007</td>
<td>22</td>
</tr>
<tr>
<td>44</td>
<td>Aviation/Regulation</td>
<td>22</td>
</tr>
<tr>
<td>45</td>
<td>Segment Structure</td>
<td>23</td>
</tr>
<tr>
<td>46</td>
<td>Key Figures</td>
<td>23</td>
</tr>
<tr>
<td>47</td>
<td>Segment Revenue Split in 2007</td>
<td>24</td>
</tr>
<tr>
<td>48</td>
<td>Components of Airport Charges</td>
<td>24</td>
</tr>
<tr>
<td>49</td>
<td>Single and Dual Till</td>
<td>25</td>
</tr>
<tr>
<td>50</td>
<td>Three Approaches for Regulated Asset Base (RAB)</td>
<td>25</td>
</tr>
<tr>
<td>51</td>
<td>Comparison of Asset Base Curve</td>
<td>26</td>
</tr>
<tr>
<td>52</td>
<td>Comparison of the 3 different Approaches for RAB</td>
<td>26</td>
</tr>
<tr>
<td>53</td>
<td>Retail &amp; Properties</td>
<td>27</td>
</tr>
<tr>
<td>54</td>
<td>Segment Structure</td>
<td>27</td>
</tr>
<tr>
<td>55</td>
<td>Key Figures</td>
<td>28</td>
</tr>
<tr>
<td>56</td>
<td>Segment Revenue Split in 2007</td>
<td>28</td>
</tr>
<tr>
<td>57</td>
<td>Detailed Figures on Sub-Segments</td>
<td>29</td>
</tr>
<tr>
<td>58</td>
<td>Different Business Models for Fraport’s Space</td>
<td>29</td>
</tr>
<tr>
<td>59</td>
<td>Retail Revenue Split</td>
<td>30</td>
</tr>
<tr>
<td>60</td>
<td>Increasing Retail Revenue per PAX at FRA</td>
<td>30</td>
</tr>
<tr>
<td>61</td>
<td>Growing Retail Space at FRA</td>
<td>31</td>
</tr>
<tr>
<td>62</td>
<td>Real Estate Revenue Split</td>
<td>31</td>
</tr>
<tr>
<td>63</td>
<td>Areas which Frankfurt Airport City includes today</td>
<td>32</td>
</tr>
<tr>
<td>64</td>
<td>Split of Space in Property Business</td>
<td>32</td>
</tr>
<tr>
<td>65</td>
<td>Office Space at Frankfurt-Airport</td>
<td>33</td>
</tr>
<tr>
<td>66</td>
<td>Integral Part of the Group’s Growth Strategy</td>
<td>33</td>
</tr>
<tr>
<td>67</td>
<td>Terminal Area</td>
<td>34</td>
</tr>
<tr>
<td>68</td>
<td>CargoCity</td>
<td>34</td>
</tr>
<tr>
<td>69</td>
<td>Home Base of Deutsche Lufthansa</td>
<td>35</td>
</tr>
<tr>
<td>70</td>
<td>Airrail Center</td>
<td>35</td>
</tr>
<tr>
<td>71</td>
<td>Gateway Gardens</td>
<td>36</td>
</tr>
<tr>
<td>72</td>
<td>Mönchhof Site</td>
<td>36</td>
</tr>
<tr>
<td>Slide</td>
<td>Title</td>
<td>Page</td>
</tr>
<tr>
<td>-------</td>
<td>------------------------------------------------------------</td>
<td>------</td>
</tr>
<tr>
<td>73</td>
<td>Ground Handling</td>
<td>37</td>
</tr>
<tr>
<td>74</td>
<td>Segment Structure</td>
<td>37</td>
</tr>
<tr>
<td>75</td>
<td>Segment Figures</td>
<td>38</td>
</tr>
<tr>
<td>76</td>
<td>Segment Revenue Split</td>
<td>38</td>
</tr>
<tr>
<td>77</td>
<td>Business Activities: Who does what?</td>
<td>39</td>
</tr>
<tr>
<td>78</td>
<td>Management of Complex Processes on time</td>
<td>39</td>
</tr>
<tr>
<td>79</td>
<td>Fraport: one of the Leading Handlers worldwide</td>
<td>40</td>
</tr>
<tr>
<td>80</td>
<td>The biggest Handlers worldwide in Numbers</td>
<td>40</td>
</tr>
<tr>
<td>81</td>
<td>Core Business Area: Ramp Services</td>
<td>41</td>
</tr>
<tr>
<td>82</td>
<td>Core Business Area: Passenger Services</td>
<td>41</td>
</tr>
<tr>
<td>83</td>
<td>Core Business Area: Central Infrastructure</td>
<td>42</td>
</tr>
<tr>
<td>84</td>
<td>Core Business Area: Cargo Services</td>
<td>42</td>
</tr>
<tr>
<td>85</td>
<td>Innovative Services ensure competitive Advantage</td>
<td>43</td>
</tr>
<tr>
<td>86</td>
<td>External Activities</td>
<td>43</td>
</tr>
<tr>
<td>87</td>
<td>Segment Structure</td>
<td>44</td>
</tr>
<tr>
<td>88</td>
<td>Segment Figures</td>
<td>44</td>
</tr>
<tr>
<td>89</td>
<td>Segment Revenue Split</td>
<td>45</td>
</tr>
<tr>
<td>90</td>
<td>Airports of the Fraport Group worldwide</td>
<td>45</td>
</tr>
<tr>
<td>91</td>
<td>Strategic Guidelines of the Segment</td>
<td>46</td>
</tr>
<tr>
<td>92</td>
<td>Segment Strategy</td>
<td>46</td>
</tr>
<tr>
<td>93</td>
<td>2025: China will be a major Air Traffic Market</td>
<td>47</td>
</tr>
<tr>
<td>94</td>
<td>Fraport will Continue to Develop its Business in China</td>
<td>47</td>
</tr>
<tr>
<td>95</td>
<td>History of Fraport’s Airports</td>
<td>48</td>
</tr>
<tr>
<td>96</td>
<td>Frankfurt-Hahn</td>
<td>48</td>
</tr>
<tr>
<td>97</td>
<td>Antalya Airport</td>
<td>49</td>
</tr>
<tr>
<td>98</td>
<td>Lima Airport</td>
<td>49</td>
</tr>
<tr>
<td>99</td>
<td>Varna and Burgas</td>
<td>50</td>
</tr>
<tr>
<td>100</td>
<td>ICTS Europe – sold Security Business Subsidiary</td>
<td>50</td>
</tr>
<tr>
<td>101</td>
<td>Frankfurt Airport/Expansion</td>
<td>51</td>
</tr>
<tr>
<td>102</td>
<td>Facts and Figures</td>
<td>51</td>
</tr>
<tr>
<td>103</td>
<td>125 Airlines fly to 307 Destinations in 109 Countries</td>
<td>52</td>
</tr>
<tr>
<td>104</td>
<td>FRA offers the most Destinations in Europe</td>
<td>52</td>
</tr>
<tr>
<td>105</td>
<td>Growth due to efficient Use of existing infrastructure</td>
<td>53</td>
</tr>
<tr>
<td>106</td>
<td>Biggest Catchment Area of all European Hubs</td>
<td>53</td>
</tr>
<tr>
<td>107</td>
<td>Originating Passengers Split</td>
<td>54</td>
</tr>
<tr>
<td>108</td>
<td>Intercontinental Traffic is concentrated in Frankfurt</td>
<td>54</td>
</tr>
<tr>
<td>109</td>
<td>Traffic Split and Growth 2007</td>
<td>55</td>
</tr>
<tr>
<td>110</td>
<td>Strong Traffic Growth on profitable Routes in 2007</td>
<td>55</td>
</tr>
<tr>
<td>111</td>
<td>Slot Coordination: Free Slots only in off-peak Hours</td>
<td>56</td>
</tr>
<tr>
<td>112</td>
<td>Slot Demand exceeds Capacity</td>
<td>56</td>
</tr>
<tr>
<td>113</td>
<td>Passenger Forecast for 2020</td>
<td>57</td>
</tr>
<tr>
<td>114</td>
<td>Capex Range 2007 – 2015: ~ € 7bn</td>
<td>57</td>
</tr>
<tr>
<td>115</td>
<td>Time Schedule: Court Cases are now starting</td>
<td>58</td>
</tr>
<tr>
<td>116</td>
<td>Fraport Management</td>
<td>58</td>
</tr>
<tr>
<td>117</td>
<td>CEO: Dr. Wilhelm Bender</td>
<td>59</td>
</tr>
<tr>
<td>118</td>
<td>Vice Chairman and COO: Dr. Stefan Schulte</td>
<td>59</td>
</tr>
<tr>
<td>119</td>
<td>CFO: Dr. Matthias Zieschang</td>
<td>60</td>
</tr>
<tr>
<td>120</td>
<td>Executive Director Labor Relations: Herbert Mai</td>
<td>60</td>
</tr>
<tr>
<td>121</td>
<td>Fraport Share</td>
<td>61</td>
</tr>
<tr>
<td>122</td>
<td>Since the IPO our share has outperformed the DAX</td>
<td>61</td>
</tr>
<tr>
<td>123</td>
<td>Shareholder Structure</td>
<td>62</td>
</tr>
<tr>
<td>124</td>
<td>Geographical Split</td>
<td>62</td>
</tr>
<tr>
<td>125</td>
<td>Share Data</td>
<td>63</td>
</tr>
<tr>
<td>126</td>
<td>Listings and Sustainability Listings</td>
<td>63</td>
</tr>
<tr>
<td>127</td>
<td>Investor Relations: IR Contact – meet IR</td>
<td>64</td>
</tr>
<tr>
<td>128</td>
<td>Investor Relations: IR Service – meet IR</td>
<td>64</td>
</tr>
<tr>
<td>129</td>
<td>Glossary I</td>
<td>65</td>
</tr>
<tr>
<td>130</td>
<td>Glossary II</td>
<td>65</td>
</tr>
</tbody>
</table>

Imprint 69
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By accepting this Visual Fact Book, you agree with the foregoing.

Fraport at a Glance
Fraport at a Glance

- Fraport AG – Frankfurt Airport Services Worldwide, based in Frankfurt/Main
- Founded in 1924
- Owns and operates Frankfurt Airport, Germany’s biggest hub airport and in general other airports around the world
- 117.3 million passengers used the Fraport Group’s airports in 2007
  - 75.6 million Passengers at majority holdings
  - 41.7 million passengers at minority holdings and airports under management contract
- The Fraport Group employed 30,437 people at the end of 2007, thereof 17,796 at Frankfurt Airport and 9,767 at ICTS¹
- Fraport generated revenue of € bn. 2.3 in 2007
- IPO in June 2001

¹) On Feb 28th 2008 Fraport signed the contract to sell ICTS

Fraport at a Glance

History of Fraport AG

1924 Opening of an airfield at the Rebstock site, Frankfurt, operated by the Südwestdeutsche Luftverkehrs AG
1936 Start-up of flight operations at the site of today’s FRA - begin of airship traffic
1939-1945 World War II: First runway constructed to enable jet fighter traffic
1945 End of World War II: 77% of the airport destroyed, US troops took over control
1949 Second runway (south) constructed
1954-1955 Foundation of Flughafen Frankfurt/Main AG – resumption of civil aviation services
1972 Inauguration of Terminal 1
1984 Third runway (west) goes into service
1994 Inauguration of Terminal 2
2001 Initial Public Offering; new company name “Fraport AG”
1997-2006 Acquisition of other airport participations and airport related businesses worldwide e.g. Antalya, Lima, Hahn, Varna & Burgas, and others
### Fraport at a Glance

#### Portfolio: Four Segments

<table>
<thead>
<tr>
<th>Segment</th>
<th>Revenue (€ mil.)</th>
<th>EBITDA (€ mil.)</th>
<th>EBIT (€ mil.)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Aviation</strong> (Dr. Stefan Schulte, Vice Chairman, COO)</td>
<td>€698.7</td>
<td>€139.6</td>
<td>€44.8</td>
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<tr>
<td>• Runway and terminal operations</td>
<td></td>
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<tr>
<td>• Expansion</td>
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<tr>
<td>• Security</td>
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<tr>
<td><strong>Retail &amp; Properties</strong> (Herbert Mai, Executive Director of Labor Relations)</td>
<td>€471.4</td>
<td>€333.0</td>
<td>€244.6</td>
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<tr>
<td>• Retail management</td>
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<td>• Property management</td>
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<td>• Car parking</td>
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<td>• Other services (IT, facility management)</td>
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<td><strong>Ground Handling</strong> (Dr. Wilhelm Bender, CEO)</td>
<td>€620.5</td>
<td>€37.4</td>
<td>€12.6</td>
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<tr>
<td>• Ramp services</td>
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<tr>
<td>• Passenger services</td>
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<tr>
<td>• Baggage handling</td>
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<tr>
<td>• Cargo services</td>
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<tr>
<td><strong>External Activities</strong> (Dr. Matthias Zieschang, CFO)</td>
<td>€538.4</td>
<td>€70.5</td>
<td>€33.4</td>
</tr>
<tr>
<td>• Investments in other airports</td>
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</tr>
<tr>
<td>• Management contracts with Airports</td>
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<td></td>
</tr>
<tr>
<td>• Airport-related businesses</td>
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<td></td>
</tr>
</tbody>
</table>

**Key Figures Development**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (€ mil.)</th>
<th>EBITDA (€ mil.)</th>
<th>Net Profit (€ mil.)</th>
</tr>
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<tbody>
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<td>2000</td>
<td>€1,536.2</td>
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<td>€1,580.6</td>
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<td>€1,834.3</td>
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<td>€1,998.1</td>
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<tr>
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<td>€2,143.9</td>
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<td>2007</td>
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<td>€2,329.0</td>
<td></td>
</tr>
</tbody>
</table>

1) Each Segment is assigned to one member of the Executive Board who is mentioned in brackets under each segment’s name.

1) special effect: exceptional write-down for Manila reduced EBITDA by €241.7 mil. and net profit by €227.5 mil.
Fraport at a Glance
Fraport Activities worldwide

Corporate Strategy / Bridge Strategy
**Corporate Strategy**

**Strategic Goals**

- Value Creation
- Performance
- Sustainability

**The three Pillars of Fraport’s Strategy**

- Consolidation at FRA
- Growth & Expansion at FRA
- External growth

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**Corporate Strategy**

**Strategic Goals**

- **Value creation**: We strive consistently to increase our company’s value in all fields of business. We achieve above-average returns in our segments, ranking among the industry’s best in each of them. We are committed to strengthening our long-term ability to finance projects and service our debts.

- **Performance**: With our integrated business model, we achieve outstanding results through reliable, efficient, high-quality processes. Our outstanding performance is reflected by both a substantial market share and satisfied customers. We are committed to improving both even further.

- **Sustainability**: As an employer and economic player, we are acutely aware of our responsibilities toward our staff, society and the environment. We focus on sustainability and base our business activities on sound economic, environmental and social principles.
Corporate Strategy
The three Pillars of Fraport’s Strategy

Consolidation at FRA
- Taking advantage of our strong position in the aviation and ground-handling segments
- Tightening relationships with our key customers
- Optimizing productivity and efficiency

Growth & Expansion at FRA
- Increasing capacity to ensure medium-term growth and strengthen our competitive position
- Expanding and modernizing terminals and retail areas
- Upgrading the real estate location ‘Frankfurt Airport’ to ‘Frankfurt Airport City’

External Growth
- Using Fraport’s expertise at locations other than Frankfurt
- Acquisition and operation of airports and passenger terminals
- Winning airport management and service contracts

Nevertheless passenger increase possible:
- Optimizing the mix of traffic / slots (Lufthansa service FRA/CGN now terminated / intermodality)
- Use of larger aircraft
- Increasing the seat load factor
**Slide 15**

**Bridge Strategy**

**Goal: continuous EBITDA Growth**

- **Bridge Strategy**
  - Retail
  - Properties
  - External Activities
  - Cost cutting

- **Growth Strategy**
  - Optimum utilization of additional capacity
  - Realizing economies of scale due to fixed costs business
  - Continuous cost cutting and productivity enhancement process

![Graph showing bridge strategy and growth strategy over time](image)

**Slide 16**

**Bridge Strategy**

**Value Generation up until Expansion**

**Revenue / EBITDA driver**

- Generating continuous growth in Retail
- Emphasizing Properties as additional core business
- Intensifying External Activities through organic growth and acquisitions

**Cost driver:**

- Strong focus on cost reduction

**Continuous increase of EBITDA despite capacity constraints**
**Market Data**

**Market Data – Air Traffic**

**Dynamic Growth in Air Traffic due to Globalization**

- Growth in air traffic is highly correlated to growth of world trade.
- Due to globalization both air traffic and world trade have grown stronger than the GDP, but they are also correlated to it.
- In the long run, crises like 9/11 do not stop the globalization process.
- Negative or low growth rates in air traffic after 9/11 were offset by even stronger growth rates after that crisis.

---

**To index to 1990 = 100**

1) Development of global air traffic (RPK), global trade and global gross domestic product 1990 – 2006 (to index to 1990 = 100)


**Conclusion for next decade**

Air traffic is expected to grow stronger than the GDP

~ 5% per year
Market Data – Air Traffic
Air Traffic grows stronger than World Economy

Until 2015
world air traffic is growing cumulatively by ~ 50%

4.3% p.a.  6.0% p.a.  5.3% p.a.
ACF  Boeing  Airbus

3.1% p.a.  3.4% p.a.  2.0% p.a.
World economy  Global Steel Industry  Rail Market

Expected air traffic growth until 2015
Expected growth of world economy
and selected industries


Market Data – Air Traffic
Focus on Intercontinental Routes in Europe

Air traffic growth in 2007-2026

Western Europe

United States

South America

Asia

China

Middle East

global average 4.9% p.a.

Expected annual growth rate DOMESTIC

Expected annual growth rate INTERCONTINENTAL

1) Source: Airbus, Airbus Global Market Forecast 2007-2026, annual growth; base: Revenue passenger kilometer (RPK)
### Market Data – Air Traffic

#### Frankfurt Airport is among the Top 10 in the World

**Passengers 2007¹ (mil.)**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Airport</th>
<th>Passengers 2007¹ (mil.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Atlanta</td>
<td>89.4</td>
</tr>
<tr>
<td>2</td>
<td>Chicago</td>
<td>76.2</td>
</tr>
<tr>
<td>3</td>
<td>London-Heathrow</td>
<td>68.1</td>
</tr>
<tr>
<td>4</td>
<td>Tokyo-Haneda</td>
<td>66.7</td>
</tr>
<tr>
<td>5</td>
<td>Los Angeles</td>
<td>61.9</td>
</tr>
<tr>
<td>6</td>
<td>Paris-Ch. d. Gaulle</td>
<td>59.9</td>
</tr>
<tr>
<td>7</td>
<td>Dallas-Ft Worth</td>
<td>59.8</td>
</tr>
<tr>
<td>8</td>
<td>Frankfurt</td>
<td>54.2</td>
</tr>
<tr>
<td>9</td>
<td>Beijing</td>
<td>53.7</td>
</tr>
<tr>
<td>10</td>
<td>Madrid</td>
<td>52.1</td>
</tr>
</tbody>
</table>

**Cargo 2007¹ (mil. metric tons)**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Airport</th>
<th>Cargo 2007¹ (mil. metric tons)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Memphis</td>
<td>3.84</td>
</tr>
<tr>
<td>2</td>
<td>Hong Kong</td>
<td>3.77</td>
</tr>
<tr>
<td>3</td>
<td>Anchorage</td>
<td>2.83</td>
</tr>
<tr>
<td>4</td>
<td>Seoul</td>
<td>2.56</td>
</tr>
<tr>
<td>5</td>
<td>Shanghai-Pudong</td>
<td>2.50</td>
</tr>
<tr>
<td>6</td>
<td>Tokyo-Narita</td>
<td>2.25</td>
</tr>
<tr>
<td>7</td>
<td>Frankfurt</td>
<td>2.17</td>
</tr>
<tr>
<td>8</td>
<td>Louisville</td>
<td>2.08</td>
</tr>
<tr>
<td>9</td>
<td>Paris-Ch. d. Gaulle</td>
<td>2.01</td>
</tr>
<tr>
<td>10</td>
<td>Miami</td>
<td>1.92</td>
</tr>
</tbody>
</table>

¹) Preliminary figures as of February/March 2008

**Market Data – Air Traffic**

#### The Biggest European Airports

**Passengers 2007¹ (mil.)**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Airport</th>
<th>Passengers 2007¹ (mil.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>London-Heathrow</td>
<td>68.1</td>
</tr>
<tr>
<td>2</td>
<td>Paris-Ch. d. Gaulle</td>
<td>59.9</td>
</tr>
<tr>
<td>3</td>
<td>Frankfurt</td>
<td>54.2</td>
</tr>
<tr>
<td>4</td>
<td>Madrid</td>
<td>52.1</td>
</tr>
<tr>
<td>5</td>
<td>Amsterdam</td>
<td>47.8</td>
</tr>
<tr>
<td>6</td>
<td>London-Gatwick</td>
<td>35.2</td>
</tr>
<tr>
<td>7</td>
<td>Munich</td>
<td>34.0</td>
</tr>
<tr>
<td>8</td>
<td>Rome Fiumicino</td>
<td>32.9</td>
</tr>
<tr>
<td>9</td>
<td>Barcelona</td>
<td>32.8</td>
</tr>
<tr>
<td>10</td>
<td>Paris-Orly</td>
<td>26.4</td>
</tr>
</tbody>
</table>

**Cargo 2007¹ (mil. metric tons)**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Airport</th>
<th>Cargo 2007¹ (mil. metric tons)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Frankfurt</td>
<td>2.17</td>
</tr>
<tr>
<td>2</td>
<td>Paris-Ch. d. Gaulle</td>
<td>2.01</td>
</tr>
<tr>
<td>3</td>
<td>Amsterdam</td>
<td>1.65</td>
</tr>
<tr>
<td>4</td>
<td>London-Heathrow</td>
<td>1.40</td>
</tr>
<tr>
<td>5</td>
<td>Luxembourg</td>
<td>0.86</td>
</tr>
<tr>
<td>6</td>
<td>Brussels</td>
<td>0.73</td>
</tr>
<tr>
<td>7</td>
<td>Cologne</td>
<td>0.71</td>
</tr>
<tr>
<td>8</td>
<td>Milan-Malpensa</td>
<td>0.49</td>
</tr>
<tr>
<td>9</td>
<td>Liege</td>
<td>0.49</td>
</tr>
<tr>
<td>10</td>
<td>Madrid</td>
<td>0.36</td>
</tr>
</tbody>
</table>

¹) Preliminary figures as of February/March 2008

²) Without mail

Source: ACI
**Market Data – Aviation**

**Slot Capacity of European Hub Airports**

<table>
<thead>
<tr>
<th>Airport</th>
<th>Existing runways</th>
<th>Slot capacity</th>
<th>Planned runways</th>
<th>Target Capacity</th>
</tr>
</thead>
<tbody>
<tr>
<td>London-Heathrow</td>
<td>2 not independently usable</td>
<td>79 mov/h</td>
<td>1 possibly by 2020</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Paris-Ch.d.Gaulle</td>
<td>4 not independently usable</td>
<td>110 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Frankfurt</td>
<td>3 not independently usable</td>
<td>83 mov/h</td>
<td>1 by 2011</td>
<td>126 mov/h</td>
</tr>
<tr>
<td>Madrid</td>
<td>4 independently usable</td>
<td>90 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Amsterdam</td>
<td>6 not independently usable</td>
<td>108 mov/h</td>
<td>1</td>
<td>125 mov/h</td>
</tr>
<tr>
<td>Munich</td>
<td>2 independently usable</td>
<td>90 mov/h</td>
<td>1 possibly by 2011</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Vienna</td>
<td>2 not independently usable</td>
<td>72 mov/h</td>
<td>1</td>
<td>95 mov/h</td>
</tr>
<tr>
<td>Zurich</td>
<td>3 not independently usable</td>
<td>66 mov/h</td>
<td>1</td>
<td>80 mov/h</td>
</tr>
</tbody>
</table>

**Market Data – Aviation**

**Passengers per Passenger Flights**

1. Passenger flights: considering only passenger flights – pure cargo flights and noncommercial flights not included

Source: Fraport
Market Data – Aviation
Traffic focusing on Mega Hubs in Europe

Only three Airbus A380 bases in Europe

Intercontinental traffic in Europe

<table>
<thead>
<tr>
<th>Airline</th>
<th>A380</th>
<th>Airport</th>
<th>PAX Airport</th>
</tr>
</thead>
<tbody>
<tr>
<td>British Airways</td>
<td>12 (+7)</td>
<td>LHR</td>
<td>68.1</td>
</tr>
<tr>
<td>Virgin Atlantic</td>
<td>6</td>
<td>LHR</td>
<td>68.1</td>
</tr>
<tr>
<td>Air France</td>
<td>12 (+2)</td>
<td>CDG</td>
<td>59.9</td>
</tr>
<tr>
<td>Lufthansa</td>
<td>15 (+5)</td>
<td>FRA</td>
<td>54.2</td>
</tr>
</tbody>
</table>

1) Number of orders (+ number of options); source Fraport, airlines

Three strong alliances dominate 86% of market

Market Data – Aviation
Prospective Aircraft Capacity of strong Airlines

Widebody-Passenger-Fleet (without roll-over effects)

<table>
<thead>
<tr>
<th>Airline</th>
<th>157</th>
<th>189</th>
<th>394</th>
</tr>
</thead>
<tbody>
<tr>
<td>Etihad</td>
<td>100</td>
<td>17</td>
<td>117</td>
</tr>
<tr>
<td>Qatar Airways</td>
<td>137</td>
<td>173</td>
<td>104</td>
</tr>
<tr>
<td>Emirates</td>
<td>35</td>
<td>120</td>
<td>263</td>
</tr>
</tbody>
</table>

Source: Fraport Group, airlines, update: 03.03.2008
1) acc. to fleet renewal plan; no further details yet published
**Market Data – Aviation**

**222 Orders, Options, Interests in the A380**

- **North America:**
  - ILFC 10
  - 10
- **Europe:**
  - Lufthansa 20
  - British Airways 19
  - Virgin Atlantic 6
  - Middle East:
    - Emirates 68
    - Qatar 8
    - Etihad 4
    - Al Jaber Group private 1
- **Far East / Australia:**
  - Qantas 20
  - Singapore 19
  - Thai 6
  - Malaysian 6
  - Korean 8
  - Kingfisher 5
  - China Southern 5

Source: Fraport AG, airlines, acas, update: 03.03.2008

---

**Market Data – Expansion**

**Intended Investments in European Airports ~ € 80 bn**

- Selected projects > € 1 bn
  - New Airport € 1.8 bn
  - LHR € 8.3 bn
  - STN € 4.0 bn
  - LTN € 1.8 bn
  - CDG € 2.6 bn
  - AMS € 2.4 bn
  - SXF € 3.1 bn
  - FRA € 7.9 bn
  - MAD, BCN € 9.0 bn
  - MAD, SCN € 9.5 bn
  - VIE € 1.0 bn
  - MUC € 1.0 bn
  - OSL € 2.4 bn
  - DUB € 2.6 bn
  - Lublin € 1.8 bn
  - Moscow SVO € 2.9 bn
  - FCO € 2.0 bn

- Norway Other Airports € 4.2 bn

1) 3rd runway: € 0.5–1.0 bn

Source: momberger.com, Fraport
Market Data – Retail
High Purchasing Power at FRA

Retail Customers

- Employees
  - Approx. 70,000 employees working at FRA
  - In 2015 there will be approx. 100,000 employees

- Passengers with high purchasing power
  - 54.2 mil. PAX in 2007
  - 25.4 mil. O&D passengers with purchasing power above German average
  - 28.5 mil. transfer passengers with extremely high purchasing power, e.g. from the USA, China, Russia or the Middle East
  - 0.3 mil. transit passengers
  - 75.6 mil. PAX estimated for 2015

Market Data – Properties
High Demand for Office Space at Frankfurt Airport

Vacancy rate extremely low at FRA

- Office jobs in Frankfurt are expected to grow between 1.4% and 1.7% p.a. by 2010
- Rents will increase by 2.6% p.a. by 2010 on average
- Prime rents in prime markets such as Munich, Frankfurt, Hamburg, Berlin will increase by 12% by 2010
- Strongly increasing rents levels at locations with optimal transport connections
- Property market in top locations is not very competitive
- High demand for space located closed to the terminals

Property market is very heterogeneous which benefits Frankfurt Airport

1) Source: Deutsche Bank Research, March 2007
2) AT Kearney April 2007
### Market Data – Ground Handling

#### Heterogeneous Ground Handling Markets

<table>
<thead>
<tr>
<th>Region</th>
<th>Characteristics</th>
</tr>
</thead>
</table>
| Europe  | - Heterogeneous market situation: monopolies, duopolies and fully liberalized markets  
         | - Airports, airlines, independent ground handlers  
         | - Revision of EU directive                                                          |
| North America | - Fully liberalized market  
                 | - Self-handling by airlines at hubs  
                 | - Independent ground handlers  
                 | - Airport authorities do not offer any ground handling services                   |
| Asia    | - Regulated market  
         | - Self- and third-party handling by hub airlines  
         | - Mostly one independent ground handler  
         | - “Regulated duopolies”                                                             |

**Market volume (global): € 30 bn.**

1) In 2007

Source: Fraport
Fraport Group
Key Figures
€ mil.

Fraport Group
Segment Split of Revenue and EBITDA FY 2007

1) Airport Center finance lease of € 57.6 mil. In revenue and non-staff costs without EBITDA or EBIT effect.
**Fraport Group**

### Profit & Loss Statement

<table>
<thead>
<tr>
<th>Category</th>
<th>FY 2007</th>
<th>Change FY 2006 to FY 2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>2,329.0</td>
<td>+5.9% (Δ € +185.1 mil. / Δ € +127.5 mil.)</td>
</tr>
<tr>
<td>Personnel expenses</td>
<td>1,143.3</td>
<td>+6.2% (Δ € +66.4 mil.)</td>
</tr>
<tr>
<td>Non-staff costs</td>
<td>702.0</td>
<td>+3.3% (Δ € +18.0 mil.)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>580.5</td>
<td>+0.4% (Δ € +2.1 mil.)</td>
</tr>
<tr>
<td>EBIT</td>
<td>335.4</td>
<td>+1.5% (Δ € +5.0 mil.)</td>
</tr>
<tr>
<td>EBT</td>
<td>297.6</td>
<td>-12.0% (Δ € -42.6 mil.)</td>
</tr>
<tr>
<td>Net profit</td>
<td>213.7</td>
<td>-6.6% (Δ € -15.2 mil.)</td>
</tr>
</tbody>
</table>

**Fraport Group**

### Constant EBITDA-Growth – Sustainable for Future

- Growth trend despite capacity constraints
- Future growth secured through “Bridge Strategy”

**EBITDA 2003-2007**

- +6.2% CAGR in EBITDA
- +14.1% CAGR in EBIT

**Sustainable Growth in Profitability**
**Fraport Group**

**Share Performance: EPS, Dividend, Payout Ratio**

<table>
<thead>
<tr>
<th>Year</th>
<th>EPS in €</th>
<th>Dividend in €</th>
<th>Payout Ratio in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>1.28</td>
<td>0.4</td>
<td>31.3%</td>
</tr>
<tr>
<td>2002</td>
<td>1.28</td>
<td>0.0%</td>
<td>0%</td>
</tr>
<tr>
<td>2003</td>
<td>1.61</td>
<td>0.44</td>
<td>34.4%</td>
</tr>
<tr>
<td>2004</td>
<td>1.76</td>
<td>0.75</td>
<td>49.7%</td>
</tr>
<tr>
<td>2005</td>
<td>2.51</td>
<td>0.5</td>
<td>19.7%</td>
</tr>
<tr>
<td>2006</td>
<td>2.25</td>
<td>1.15</td>
<td>41.4%</td>
</tr>
<tr>
<td>2007</td>
<td></td>
<td>1.15</td>
<td>45.6%</td>
</tr>
</tbody>
</table>

Special effect: write-off Manila

1) Dividend that is proposed to General Annual meeting

---

**Fraport Group**

**Balance Sheet, Gearing**

<table>
<thead>
<tr>
<th>Year</th>
<th>Current Assets</th>
<th>Non-Current Assets</th>
<th>Current Liabilities</th>
<th>Non-Current Liabilities</th>
<th>Shareholders Equity</th>
<th>Gearing</th>
</tr>
</thead>
<tbody>
<tr>
<td>2004</td>
<td>3,650.2</td>
<td>911.3</td>
<td>2,738.9</td>
<td>-0.3</td>
<td>2,041.6</td>
<td>2,056.1</td>
</tr>
<tr>
<td>2005</td>
<td>3,951.6</td>
<td>527.9</td>
<td>3,098.8</td>
<td>9.1</td>
<td>2,157.9</td>
<td>2,493.3</td>
</tr>
<tr>
<td>2006</td>
<td>4,294.5</td>
<td>643.2</td>
<td>1,150.5</td>
<td>3,379.2</td>
<td>2,346.1</td>
<td></td>
</tr>
<tr>
<td>2007</td>
<td>5,704.7</td>
<td>1,099.9</td>
<td>1,240.7</td>
<td>4,604.8</td>
<td>2,056.1</td>
<td></td>
</tr>
</tbody>
</table>
Fraport Group
Definition of Fraport Assets and ROFRA

Fraport Assets

- Goodwill
- Other intangible assets
- Investments in airport operator projects
- Property, plant and equipment
- Prepayments + Construction in progress
- Inventories (at 50% of historical costs)
- Invoicing receivable
- Trade accounts receivable
- Trade accounts payable
- Depreciable assets

Working capital

EBIT

= ROFRA

In the long-run ROFRA must exceed 10% in all segments

Fraport Group
Fraport Value Management

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>Fraport Group</th>
<th>Aviation</th>
<th>Retail &amp; Properties</th>
<th>Ground Handling</th>
<th>External Activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBIT</td>
<td>330.4 335.4</td>
<td>76.9 44.8</td>
<td>219.6 244.6</td>
<td>34.6 12.6</td>
<td>11.3 40.6</td>
</tr>
<tr>
<td>Fraport Assets</td>
<td>2,802.8 3,073.8</td>
<td>975.3 1,005.9</td>
<td>1,221.7 1,250.1</td>
<td>362.1 391.2</td>
<td>303.6 466.9</td>
</tr>
<tr>
<td>Costs of Capital before Tax</td>
<td>280.3 307.4</td>
<td>97.5 100.6</td>
<td>122.2 125.0</td>
<td>36.2 39.1</td>
<td>32.4 46.7</td>
</tr>
<tr>
<td>Fraport Value Added before Tax</td>
<td>50.1 28.0</td>
<td>-21.5 -55.8</td>
<td>97.4 119.6</td>
<td>-1.6 -26.5</td>
<td>-19.1 -6.1</td>
</tr>
<tr>
<td>ROFRA</td>
<td>11.8% 10.9%</td>
<td>7.8% 4.5%</td>
<td>18.0% 19.6%</td>
<td>9.6% 3.2%</td>
<td>3.8% 8.7%</td>
</tr>
</tbody>
</table>

1) External Activities: EBIT and Fraport Assets are adjusted for investments accounted for using the equity method and financial investments with regard to not-integrated participations.
Fraport Group

Traffic Figures of Fraport Group

Passengers in mil.¹

2004  2005  2006  2007

66.7  60.8  66.0  75.6

77.0  72.1  88.6  117.3

Majorities  Minorities  Management Contracts  Total

1) Changes in holding structure included (on full year basis): Antalya 2004-2006 only Terminal 1, since 2007 Terminal 1 + partly domestic terminal, Saarbrücken until 2006 as majority, 2007 as minority, Lima: 2004-2006 accounted as minority holding, since 2006 as majority holding.

Slide 42
**Fraport Group**

**Employee Diversity 2007**

### Sites

**Employees Split of the Fraport Group**

- **Total**: 30,437
  - **Frankfurt**: 17,796 (58.5%)
  - **ICTS²**: 9,767 (32.1%)
  - **Other sites**: 2,874 (9.4%)

**Nationality**

**Employees’ Diversity at Fraport AG**

- **Total**: 12,533
  - **German**: 10,454 (83.4%)
  - **Non-Germans**: 2,079 (16.6%)

#### Employees Split of the Fraport Group

- **USA**: 1,604 (55.8%)
- **Bulgaria**: 1,604 (1.7%)
- **Peru**: 1,604 (0.5%)
- **Other sites in Germany**: 611
- **Austria**: 225

#### Employees’ Diversity at Fraport AG

- **Turkey**: 196 (21.3%)
- **Other**: 12,337
- **Croatia**: 6,178
- **USA**: 3,051
- **Greece**: 2,935
- **Spain**: 2,935
- **Italy**: 2,935

1) Number of employees on average in 2007 (employees on temporary leave and trainees not included)

2) On Feb 28th 2008 Fraport signed the contract to sell ICTS

3) Level of employees as of Dec 31th 2007 (employees on temporary leave and trainees included)

---

### Aviation / Regulation
**Aviation Segment Structure**

- **Traffic and Terminal Management, Airport Expansion**
  - Martin Bien, Executive VP
- **Airport Security Management**
  - Volker Zintel, Executive VP

**Aviation Operations**
- Air traffic operations
- Terminal operations

**Infrastructure Development**
- Airport master planning
- Airside infrastructure
- Passenger infrastructure

**Realization Management**
- Project management and approval procedure for airport expansion
- Civil engineering technical equipment
- Environmental issues

**Airport Security Management**
- Aviation security
- Airport security
- Airport fire services

---

**Aviation Key Figures**

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA</th>
<th>EBIT</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2004</td>
<td>144.8</td>
<td>92.8</td>
<td>626.2</td>
</tr>
<tr>
<td>2005</td>
<td>158.1</td>
<td>94.2</td>
<td>688.9</td>
</tr>
<tr>
<td>2006</td>
<td>158.8</td>
<td>76.9</td>
<td>702.8</td>
</tr>
<tr>
<td>2007</td>
<td>139.6</td>
<td>44.8</td>
<td>698.7</td>
</tr>
</tbody>
</table>

1) Due to organizational changes, 2006 figures are adjusted; according to former organizational structure 2006 Revenue was € 701.1 mil., EBITDA € 140.0 mil. and EBIT € 57.5 mil.; figures of 2004 and 2005 are according to former organizational structure.
Aviation
Segment Revenue Split in 2007

Aviation revenue to airlines
- Landing and take-off charges related to MTOW, number of passengers (take-off only), weight of freight/mail, noise and emission
- Passenger charges related to the number of passengers as well as their origin and destination
- Security charges related to the number of departing passengers, freight/mail tonnage (arrival and departure)
- Aircraft parking charges related to time and position

Security Revenue (ministry of interior) costs of passenger security controls are charged to federal ministry of interior
**Aviation - Regulation**

**Single and Dual Till**

- **Dual till:** Airport operator is not subsidizing aviation business with other parts of the business.
- **Features of asset base of aviation business:** runway, apron, etc. (100%) + terminal (aviation part).

**Regulation at Frankfurt Airport**

- **Calculation basis for charges:** operating costs + costs of capital.
- **Regulator for Airport Charges:** State of Hesse (Ministry of Economics & Transport).
- **General procedure:**
  - Discussion with airlines
  - Proposal to regulator
  - Approval by regulator
  - Public announcement by regulator.

**Elements of RAB**

- Runway
- Terminal
- Aprons
- Facilities (e.g. people mover)

**Asset base**

- At Costs
- At Costs / 2
- Residual carrying amount (RCA)
- Annual Depreciation

**Three Approaches for Regulated Asset Base (RAB)**

- Company’s interest bearing capital employed can be based on:
  - Residual carrying amount (RCA)
  - At Costs (historical costs, no depreciation)
  - At Costs / 2 (50% of historical costs, no depreciation)

- All 3 methods derive a different RAB.
- In case of airports there are intensive investment cycles due to large scale projects (e.g. terminals and runways).
- Thus there are periods where investments vary a lot from depreciation.
- Using the RCA approach value creation is also generated by depreciation.
**Aviation - Regulation**

**Comparison of Asset Base Curve**

At Costs / 2 approach (50% of historical costs) leads to the same results as the Residual Carrying Amount approach (RCA) – in the long term!

- **More stable asset base**
- **Asset base fluctuates!**
- Plus: value creation when investment < depreciation

<table>
<thead>
<tr>
<th>Approach to calculate Asset Base for Regulation at Frankfurt Airport</th>
<th>At Cost / 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residual Carrying Amount (RCA)</td>
<td>+</td>
</tr>
<tr>
<td>Very common approach, easy to understand</td>
<td>-</td>
</tr>
<tr>
<td>Value generation, if: depreciation &gt; new investments</td>
<td></td>
</tr>
<tr>
<td>Cyclic investments lead temporarily to this situation</td>
<td></td>
</tr>
</tbody>
</table>

| At Cost                                                      | +           |
| Over proportional allocation of costs                        | -           |
| Unrealistic & not fair to market                             |             |

| At Cost / 2                                                  | +           |
| • Balance of heavy investment cycles                         | -           |
| • Fair value generation (no depreciation)                    |             |

1) Exemplary figures
Retail & Properties

Segment Structure

Retail & Properties
Karl-Heinz Dietrich, Executive VP

- Car Parking
- Retail
- Real Estate
- Others
  - Shopping
  - Services
  - Advertising
  - Rents in Terminals
  - Rents for Service & Admin. Buildings
  - Leaseholds
  - Land & Infrastructure
Retail & Properties
Key Figures

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
<th>EBITDA margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2004</td>
<td>373.9</td>
<td>285.8</td>
<td>174.5</td>
<td>76.4%</td>
</tr>
<tr>
<td>2005</td>
<td>374.0</td>
<td>289.5</td>
<td>179.6</td>
<td>77.4%</td>
</tr>
<tr>
<td>2006</td>
<td>385.1</td>
<td>314.6</td>
<td>219.6</td>
<td>81.7%</td>
</tr>
<tr>
<td>2007</td>
<td>471.4</td>
<td>333.0</td>
<td>244.6</td>
<td>70.6% / 80.5%</td>
</tr>
</tbody>
</table>

1) Airrail Center finance lease of € 57.6 mil. In revenue and non-staff costs without EBITDA or EBIT effect
2) Excluding special effect of Airrail Center finance lease of € 57.6 mil.

Retail & Properties
Segment Revenue Split

€ mil.

- **Real Estate**
  - Rents in terminals for offices, lounges, storages etc.
  - Leasing rates for land where buildings of airlines and other companies are built

- **Retail**
  - Concession fees for shops, restaurants etc. based on their revenue
  - Rents for advertising space

- **Car Parking**
  - Parking charges

- **Others**
  - e.g. revenue of energy supply

Total segment revenue: 471.4
Retail & Properties
Detailed Figures on Sub-Segments

Fraport Group Revenue & EBITDA margin 2007

<table>
<thead>
<tr>
<th>Segment</th>
<th>Revenue (€ mil.)</th>
<th>EBITDA margin (€ mil.)</th>
<th>Margin in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aviation</td>
<td>698.7</td>
<td>538.4</td>
<td>80.5</td>
</tr>
<tr>
<td>Ground Handling</td>
<td>620.5</td>
<td>413.8</td>
<td>76.1</td>
</tr>
<tr>
<td>External Activities</td>
<td>20.0</td>
<td>13.1</td>
<td>64.2</td>
</tr>
<tr>
<td>Retail &amp; Properties</td>
<td>80.5</td>
<td>83.9</td>
<td>76.1</td>
</tr>
<tr>
<td>Properties</td>
<td>221.7</td>
<td>149.9</td>
<td>71.7</td>
</tr>
<tr>
<td>Retail</td>
<td>42.2</td>
<td>78.0</td>
<td>183.9</td>
</tr>
<tr>
<td>Services</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

Thereof Retail & Properties Split

- Aviation: 698.7 € mil.
- Ground Handling: 620.5 € mil.
- External Activities: 538.4 € mil.
- Retail & Properties: 80.5 € mil.
- Properties: 221.7 € mil.
- Retail: 42.2 € mil.
- Services: 0 € mil.

Retail & Properties
Different Business Models for Fraport’s Space

Fraport R&P Value Creation
- Owns ground, provides basic infrastructure
- Provides buildings
- Provides facility management
- Provides offices/lounges, storages, ...
- Provides retail space, category management, promotions

Fraport R&P Revenue
- Leasing rates, land/infrastructure charges
- Rents
- Parking charges
- Retail concession fees
- Retail revenue
Retail & Properties
Retail Revenue Split

Total Retail Revenue: € 145.8 mil.

<table>
<thead>
<tr>
<th>Retail segments</th>
<th>Outlets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Duty Free &amp; Travel Value</td>
<td>18</td>
</tr>
<tr>
<td>Specialty shops</td>
<td>82</td>
</tr>
<tr>
<td>Food &amp; beverages</td>
<td>58</td>
</tr>
<tr>
<td>Other Services, e.g. car rental</td>
<td>53</td>
</tr>
<tr>
<td>Advertising</td>
<td></td>
</tr>
</tbody>
</table>

Retail & Properties
Increasing Retail Revenue per PAX at FRA

Retail Revenue per Passenger Targets for 2009 & 2012

<table>
<thead>
<tr>
<th>Year</th>
<th>Shopping</th>
<th>Services</th>
<th>Advertising</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>76.8</td>
<td>30.5</td>
<td>38.5</td>
</tr>
<tr>
<td>2007</td>
<td>85.1</td>
<td>35.2</td>
<td>45.1</td>
</tr>
</tbody>
</table>

Retail Concessions per Passenger

- € 2.56 per PAX
- € 2.69 per PAX

Graph showing the increase in retail revenue per passenger from 2006 to 2007, with a target of € 4.00 per passenger in 2012.
Retail & Properties

Growing Retail Space at FRA

- Compared to other European hubs, Frankfurt Airport offers less sqm per mil. departing passengers
- However at Frankfurt Airport, the revenue per sqm is very high
- Important projects to enhance retail space planned:
  - Closing gap between Terminal areas B and C
  - New Hall C
  - Redesigning Terminal 2
  - Peer-A-West, Terminal 1
  - Terminal 3

Retail & Properties

Real Estate Revenue Split

- € mil. Total Real Estate Revenue: 153.6
  - incl. Airrail finance lease: 211.2

- Rents in Terminals
  - Offices, lounges, storage mainly rented to airlines

- Rents for Service & Admin. Buildings
  - Office buildings, maintenance and apron buildings

- Leaseholds
  - Fraport owned land leased to Lufthansa (most part of DLH base)
  - Heritable leases in CargoCity South to logistics companies

- Land / Infrastructure
  - Energy supply (supply+infrastructure)
  - Usage-charge at the airport for services such as catering and fueling

Special effect in Q1 2007

- Airrail Center finance lease: € mil. 57.6 (neutral on earnings)
Retail & Properties
Areas which Frankfurt Airport City includes today

Split of Space in Property Business

- Leaseholds
- Land & Infrastructure
- Rents in Terminals
- Rents in Service & Administration Buildings

Terminal Area
Retail & Properties

Office Space at Frankfurt-Airport

<table>
<thead>
<tr>
<th>Property</th>
<th>User</th>
<th>sqm</th>
<th>Inauguration</th>
<th>Fraport Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Terminal 1</td>
<td>Airlines, Fraport, government agencies</td>
<td>84,500</td>
<td>1972</td>
<td>100%</td>
</tr>
<tr>
<td>Terminal 2</td>
<td>Airlines, Fraport, government agencies</td>
<td>49,500</td>
<td>1994</td>
<td>100%</td>
</tr>
<tr>
<td>Service &amp; Admin. buildings North</td>
<td>Fraport, government Agencies</td>
<td>123,000</td>
<td>1972 and later</td>
<td>100%</td>
</tr>
<tr>
<td>DLH Base</td>
<td>Lufthansa</td>
<td>45,000</td>
<td>1960 and later</td>
<td>100%</td>
</tr>
<tr>
<td>Cargo City South</td>
<td>Fraport</td>
<td>43,500</td>
<td>1996 and later</td>
<td>100%</td>
</tr>
<tr>
<td>Airrail Center</td>
<td>KPMG, others</td>
<td>94,500</td>
<td>2009/2010</td>
<td>19.7%</td>
</tr>
<tr>
<td>Airport Office Center</td>
<td>-</td>
<td>up to 38,000</td>
<td>2010/2011</td>
<td>100%</td>
</tr>
</tbody>
</table>

1) Office space also includes lounges; there will be additional office space created at Gateway Gardens and Mönchhof area.  
2) Gross floor space  
3) Net floor space; in total the Airrail Center has 139,100 sqm net floor space.

Retail & Properties

Integral Part of the Group’s Growth Strategy

- Further development of the integrated business model
  - Leverage our strong position in aviation and ground handling
  - Extend our hub competence to strengthen our business relationships with key clients
  - Optimize productivity and efficiency
    ➔ Asset management

- Growth at Frankfurt Airport
  - Extend capacities to secure medium-term growth and our competitive position
  - Expand and modernize retail space
  - Accelerate property development/ expansion of the Airport City
    ➔ Site development

- External growth
  - Utilize Fraport’s expertise outside the Frankfurt site
    - Acquire and operate airports and terminals
    - Win airport management and service contracts
  ➔ Portfolio management
Retail & Properties
Terminal Area

Size and Features
Locations of 640,500 sqm:
- Terminals: 180,800 sqm
- Service & administration buildings: 459,700 sqm

Utilization of 640,500 sqm:
- 257,000 sqm offices/lounges
- 142,800 sqm storage
- 52,700 sqm operations
- 188,000 sqm other use

Ownership
- 100% Fraport

Clients
- Lufthansa
- Other airlines
- Fraport
- Government agencies

Retail & Properties
CargoCity

Size and Features of CargoCity South
- 980,000 sqm
- A further 210,000 sqm of space will be required in the cargo center by 2020
- 7,500 employees

Ownership
100% Fraport

Clients
- 250 companies: airlines, forwarders, express services and other service providers in total
- Major logistics companies such as
  - Panalpina
  - Dachser
  - DHL Danzas
  - Yusen
  - LUG
  - Kühne & Nagel
  - Nippon Express
  - Swissport
  - WFS
Retail & Properties
Home Base of Deutsche Lufthansa

Ownership of the Lufthansa Base (DLH)
- Fraport owns the entire ground within the airport parameter fence including the buildings, which are rented to DLH. This includes service and administration buildings, hangars, repair shops, storage space and aircraft parking space
- DLH only owns ground outside the parameter fence north of the airport ring road - 113,000 sqm of land area. Lufthansa’s training center and corporate headquarters are located in this area

Lufthansa / Condor facilities in the south
- The ground is owned by Fraport and rented to DLH / Condor; DLH / Condor owns the buildings
  - A 380 maintenance base - 170,000 sqm
  - Condor Cargo Technik maintenance base - 50,000 sqm

Retail & Properties
Airrail Center

Size and Features
- 200,000 sqm of gross floor space
- Nine-story complex
- 660 meters in length and 65 meters in width

Ownership
- Joint project of IVG Immobilien AG und Fraport AG; Fraport holds 19.7% interest

Clients
- 20-year contract with Hilton International for 34,500 sqm of tenable space (582 rooms)
  - high class hotel (248 rooms)
  - mid-market Hilton Garden Inn (334 rooms)
- Contract with KPMG for 25,700 sqm of office space
- Further clients: HIS, Metropolitan, Bilfinger, plug & work and many retail & gastronomy clients

Schedule
- Construction began in the 1st quarter of 2007
- Completion in 2009-2010
Retail & Properties
Gateway Gardens

Features
- Totally developed building land
- Direct autobahn access
- Direct access to the airport's operational area
- Regional link via own S-Bahn station, "Gateway Gardens", and bus lines

Ownership
- Grundstücksgesellschaft Gateway Gardens GmbH; Fraport AG holds a 25% interest in the development company

Clients
- LSG Sky Chefs will use 55,000 sqm for new flight kitchens

Schedule
- LSG Sky Chefs will start operations of new flight kitchens in 2008

Retail & Properties
Mönchhof Site

Size and Features
- Development plans for 840,000 sqm have been approved; plans for a further 260,000 sqm are in pipeline
- 10 minutes from the airport by car
- Direct autobahn connections (A 3, A 67; very close to A 5 and A 66)

Ownership
- Fraport Real Estate Mönchhof GmbH & Co. KG (100% subsidiary of Fraport AG) develops properties and sells them to investors

Clients / Investors
- 2 logistic service providers
- 1 manufacturer of airfreight containers
- 2 industry companies
- 1 hotel/office investor
Ground Handling

Segment Structure

Ramp Services
- Aircraft acceptance
- Supply of handling equipment
- Loading and unloading of aircraft (baggage, freight, mail)
- Walk-out assistance

Passenger Services
- Check-in & boarding
- Ticket service
- Arrival service
- Lost and found
- Crew briefing
- Weight & balance services
- General aviation terminal

Central Infrastructure (incl. Baggage Service)
- Baggage conveyor system (~70 km)
- Baggage security
- Passenger bridges
- Baggage Reconciliation System (BRS)
- 400 Hz ground power supply
- Toilet/water facilities

Cargo Services (FCS GmbH)
- Palletization
- Warehousing
- Documentation

1) Fraport Cargo Services GmbH, 100% subsidiary of Fraport AG
**Ground Handling Segment Figures**

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2004</td>
<td>608.1</td>
<td>53.3</td>
<td>31.1</td>
</tr>
<tr>
<td>2005</td>
<td>632.1</td>
<td>74.6</td>
<td>51.6</td>
</tr>
<tr>
<td>2006</td>
<td>624.1</td>
<td>63.0</td>
<td>34.6</td>
</tr>
<tr>
<td>2007</td>
<td>620.5</td>
<td>37.4</td>
<td>12.6</td>
</tr>
</tbody>
</table>

EBITDA margin:
- 2004: 8.8%
- 2005: 11.8%
- 2006: 10.1%
- 2007: 6.0%

---

**Ground Handling Segment Revenue Split**

€ mil.

- **Ground Handling charges**
  - For services provided to airlines; these include:
    - Ramp services
    - Passenger services
    - Cargo services

- **Charges for Central Infrastructure**
  - Charge imposed to the airlines for the provision of central ground handling infrastructure facilities such as:
    - Baggage conveyor system
    - Passenger bridges
    - Fresh water / toilet facilities
    - 400 Hz ground power facilities
Ground Handling
Business Activities: Who does what?

Ground power: Fraport
Baggage security: Fraport
Catering: LSG
De-icing: Fraport (NICE)

Ground Handling
Management of Complex Processes on time

Ramp supervision
Arrival
Parking
Cleaning
Unloading
Toilet/water services
Loading
Push-back
Departure
Cabin cleaning: Fraport / ASG

1) BRS = Baggage Reconciliation System
**Ground Handling**

**Fraport: one of the Leading Handlers worldwide**

Revenue of top-selling ground handlers in mil. € in 2006

- **Swissport**: 642
- **Servisair**: 624
- **Fraport**: 505
- **WFS**: 473
- **Menzies Aviation Group**: 327
- **SATS**: 281
- **Aviapartner**: 263

**Source:** company homepages, Fraport 2007

1. *WFS 2005 data*

**Ground Handling**

**The biggest Handlers worldwide in Numbers**

<table>
<thead>
<tr>
<th></th>
<th>2002</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Stations</td>
<td>Countries</td>
</tr>
<tr>
<td>Swissport</td>
<td>150</td>
<td>29</td>
</tr>
<tr>
<td>Servisair</td>
<td>170</td>
<td>37</td>
</tr>
<tr>
<td>Fraport</td>
<td>18</td>
<td>8</td>
</tr>
<tr>
<td>WFS</td>
<td>100</td>
<td>20</td>
</tr>
<tr>
<td>Menzies Aviat. Group</td>
<td>91</td>
<td>22</td>
</tr>
<tr>
<td>SATS</td>
<td>6</td>
<td>5</td>
</tr>
<tr>
<td>Aviapartner</td>
<td>32</td>
<td>6</td>
</tr>
<tr>
<td>Aviance UK</td>
<td>77</td>
<td>11</td>
</tr>
</tbody>
</table>

1. Calculated with $US$-exchange rate of 2002
2. Actual data of 2007
3. WFS: Revenue 2006

**Source:** company publications
Ground Handling
Core Business Area: Ramp Services

Ramp Services
- Regulated market: one third-party handler (competitor), Acciona
- Main customers of Fraport: Lufthansa and Star Alliance partners
- 207,293 aircraft handled in 2007
- ~ 24.9 mil. tons MTOW

Activities:
- Aircraft acceptance
- Supply of handling equipment
- Loading and unloading of aircraft
- Passenger and crew transport
- Baggage, cargo, mail transport
- Ramp supervision
- Moving of aircraft and walk-out assistance
- De-icing/anti-icing services and snow/ice removal
- Safety measures
- Fresh water supply / toilet services
- Cleaning

Market Share¹

Ground Handling
Core Business Area: Passenger Services

Passenger Services
- Open market: third-party handlers (e.g., Swissport, Acciona) and self-handling (e.g., Lufthansa)
- 21,353 aircraft handled 2007

Activities:
- Station representation
- Check-in & boarding
- Ticket service
- Baggage tracing (lost&found)
- Arrival service
- Training
- Crew briefing
- Weight & balance services
- General aviation terminal

Fraport handles approximately 28% of the „free market“ (excluding DLH self handling)

Market Share¹

¹ Base: Passengers 2007; source: Fraport
² several handlers with up to 2% market share each
Ground Handling
Core Business Area: Central Infrastructure

Central Infrastructure
- Monopoly
- Provision of infrastructure, incl. Baggage conveyor system (73 km)
- Baggage performance in 2007: 1.7‰ misconnected baggage
- ~ 29.9 mil. pieces of baggage (2007)

Activities and Features:
- Total Baggage Management, incl. intermodal handling (AirRail Terminal)
- Baggage facilities and conveyor system
  - Capacity: approx. 18,000 items per hour
  - Peak record: 103,778 baggage items
  - Reliability rate of system: 99.65%
  - Guaranteed transfer time: 45 minutes
  - Transport speed: 2.5 m/s; max. speed 5 m/s
- Baggage customs warehouse
- Baggage security, Baggage reconciliation system (BRS)
- Passenger bridges
- CUTE network
- 400 Hz Ground power
- Fresh water / toilet facilities
- Fuelling and de-icing facilities

Market Share

Source: Fraport

Ground Handling
Core Business Area: Cargo Services

Cargo Services
- Open market: third-party handlers (e.g., LUG, Aviapartner) and self-handlers (e.g., Lufthansa)
- Fraport Cargo Services (FCS), wholly owned subsidiary (100%)
- 340,448 metric tons of cargo handled in 2007

Activities:
- Handling and documentation of import, export and transfer freight
- Handling of special freight
- Commissioning and deconsolidation services
- Bonded warehouse
- Truck dispatching
- Last-minute and express services

Market Share

FCS handles approximately 30% of the „free market“ (excluding Lufthansa self handling)

1) Basis: Cargo Tonnage 2007; source: Fraport
2) several handlers with 1-5% market share each
Ground Handling
Innovative Services ensure competitive Advantage

- With regard to the space and the number of connections FRA has very low delay rate
- Compared to 3 major competitors FRA has the lowest rate of delays caused by ground handling
- Direct Ramp Services: as a service for Lufthansa and Star Alliance, delayed passengers and their luggage are transferred “tail to tail”
- Hub function for Singapore Airlines and Air India in transfer services between North America and Asia due to extremely reliable ground handling
- “Gain on Ground”: procedure leading to fewer outbound than inbound delays
- Clearly ahead of the market with 100% baggage control system

Departure Delays 2007 (AEA)

<table>
<thead>
<tr>
<th>Location</th>
<th>0%</th>
<th>10%</th>
<th>20%</th>
<th>30%</th>
<th>40%</th>
</tr>
</thead>
<tbody>
<tr>
<td>LHR</td>
<td>9.2%</td>
<td></td>
<td></td>
<td>35.9%</td>
<td></td>
</tr>
<tr>
<td>CDG</td>
<td>7.8%</td>
<td></td>
<td></td>
<td>27.3%</td>
<td></td>
</tr>
<tr>
<td>FRA</td>
<td>2.7%</td>
<td></td>
<td></td>
<td>24.3%</td>
<td></td>
</tr>
<tr>
<td>AMS</td>
<td>4.5%</td>
<td></td>
<td></td>
<td>21.4%</td>
<td></td>
</tr>
</tbody>
</table>

1) AEA: Association of European Airlines, 2007

External Activities
External Activities
Segment Structure

1) Terminal operations concession;
51% voting rights, 34% dividend equity rights
2) Intended to sell up to 40% to a local partner
3) Airport operations concession
4) Terminal and apron operations concession
5) Subject to final approval

External Activities
Segment Figures

€ mil.

<table>
<thead>
<tr>
<th></th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>389.9</td>
<td>394.8</td>
<td>431.9</td>
<td>538.4</td>
</tr>
<tr>
<td>Margin</td>
<td>8.3%</td>
<td>5.6%</td>
<td>9.7%</td>
<td>13.1%</td>
</tr>
</tbody>
</table>

1) Due to organizational changes, 2006 figures are adjusted; according to former organizational structure 2006 Revenue was €453.9, EBITDA 63.8 and EBIT 16.7; figures of 2004 and 2005 are according to former organizational structure.
External Activities
Segment Revenue Split

€ mil. ¹

- Total Segment Revenue: 538.4
- ICTS: 314.6

- In FY 2007 most part of segment revenue was generated by ICTS
- On February 28, 2008 contract was signed to sell ICTS
- Beside ICTS segment revenue was mainly generated by Fraport’s majority held airports
- Other revenues are generated by majority held subsidiaries, such as:
  - Ground Services Austria
  - Air Transport IT, Orlando
  - Air IT Services Inc.
  - Air IT Systems Hannover
  - Medical Airport Services

¹) Consolidated figures; Lima only counted as 42.5% until Jul 31st, then 100%; Antalya counted 100% (Terminal 1) until Sept 13, then Terminal 1 + Domestic Terminal as 34%

External Activities
Airports of the Fraport Group worldwide

- Majority Stakes
- Minority Stakes
- Management Contracts
**External Activities**

**Strategic Guidelines of the Segment**

**External Growth**

- Utilization of Fraport’s expertise outside the home base FRA
- Acquisition and handling of airports and terminal buildings
- Acquisition of management and airport service contracts

**Efficient use of personnel and financial resources**

Value creation is a top priority

---

**External Activities**

**Segment Strategy**

**Organic growth of existing subsidiaries**

**Acquisition of new assets**

- **Geographical focus**: emerging markets worldwide
- **Asset focus**: Emerging airports, Mature airports, Infrastructure-related investments

**Comparative Advantages of Fraport**

- Huge financial power with low financing costs
- Excellent expertise in airport business
- Current gearing leaves headroom realizing expansion + potential acquisitions

**Target value for the IRR of a potential external investment project of Fraport:**
- project-specific minimum IRR which is higher than our cost of capital
**External Activities**

**2025: China will be a major Air Traffic Market**

In 2025, Chinese passenger traffic is expected to account for 15% of the international market.

**Chinese passenger market (2025)**

- **Europe**: 2% (+6%)
- **North America**: 2% (+7%)
- **Asia Pacific**: 3% (+7%)
- **China Domestic**: 8% (+8%)

- **Share of the worldwide market in 2025**
- **Growth rate p.a. from 2005 to 2025**

Source: Airbus

In 2025, Chinese passenger traffic is expected to account for 15% of the international market.

**External Activities**

**Fraport will Continue to Develop its Business in China**

The top 30 airports account for:

- 89% of the total passenger volume
- 96% of the total cargo volume

Note: There are 163 civil airports in China

1) subject to final approval
External Activities

History of Fraport’s Airports

- Management contracts
- Minority holdings
- Majority holdings

2005: Cairo (CAI) 2012 (2014)
2006: Delhi (DEL) 2024
2006: Xi’an2

1996: Hanover (HAJ)
1999: Varna & B.
2005: Lim (LIM) 2031 (2041)
2005: Saarbrucken (SCN) 2007
1997: Dakar1
1998
1999
2001
2002
2003
2004
2005
2006
2007

1) airport opens in 2010
2) subject to final approval

External Activities

Frankfurt-Hahn

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>3.7</td>
<td>4.0</td>
</tr>
<tr>
<td>Cargo in ‘000</td>
<td>112.3</td>
<td>111.7</td>
</tr>
<tr>
<td>Movements in ‘000</td>
<td>39.6</td>
<td>41.0</td>
</tr>
<tr>
<td>Revenue¹</td>
<td>43.5</td>
<td>41.3</td>
</tr>
<tr>
<td>EBITDA¹</td>
<td>0.4</td>
<td>0.6</td>
</tr>
<tr>
<td>EBIT¹</td>
<td>-11.2</td>
<td>-10.0</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>0.9%</td>
<td>1.5%</td>
</tr>
<tr>
<td>Employees</td>
<td>308</td>
<td>335</td>
</tr>
<tr>
<td>Fraport share</td>
<td>65%</td>
<td>65%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full</td>
<td>full</td>
</tr>
</tbody>
</table>

Fraport share: 65%
- 17.5% State of Hesse
- 17.5% State of Rhineland Palatinate

Fraport history
- Fraport has held an interest in Frankfurt-Hahn since 1999
- The contract is unlimited

Airport
- Complementary business to Frankfurt Airport: low-cost, freight
- 4th largest cargo airport in Germany,
- Fastest growing airport in Germany in PAX
- Home base of Ryanair in Germany, 9 aircraft stationed (3 in addition are planned for 2008)
- Growth driver: freight, low-cost

1) Figures before consolidation
### External Activities

#### Lima Airport

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil</td>
<td>6.0</td>
<td>7.5</td>
</tr>
<tr>
<td>Movements in '000</td>
<td>77.3</td>
<td>92.9</td>
</tr>
<tr>
<td>Revenue¹</td>
<td>79.6</td>
<td>88.5</td>
</tr>
<tr>
<td>EBITDA¹</td>
<td>18.7</td>
<td>23.2</td>
</tr>
<tr>
<td>EBIT¹</td>
<td>12.2</td>
<td>16.3</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>23.5%</td>
<td>26.2%</td>
</tr>
<tr>
<td>Employees</td>
<td>317</td>
<td>400</td>
</tr>
<tr>
<td>Fraport share</td>
<td>42.75%</td>
<td>100%²</td>
</tr>
<tr>
<td>Consolidation</td>
<td>at equity</td>
<td>full</td>
</tr>
</tbody>
</table>

1) Figures before consolidation
2) Fraport holds 100% since Aug 1, 2007

### Fraport share: 100%

**Fraport history**
- 2001 – 2007 Fraport held 42.75%
- Since August 2007 100%
- Plans to sell up to 40%
- 30 year BOT concession contract, with an extension option

**Airport**
- 1 terminal, 18 gates, 1 runway
- Largest airport in Peru
- Completion of terminal expansion until the end of 2008
- Construction of 2nd runway to follow in the coming years

---

### External Activities

#### Antalya Airport

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil</td>
<td>6.5</td>
<td>7.0</td>
</tr>
<tr>
<td>Movements in '000</td>
<td>40.9</td>
<td>41.3</td>
</tr>
<tr>
<td>Revenue¹</td>
<td>54.6</td>
<td>64.8</td>
</tr>
<tr>
<td>EBITDA¹</td>
<td>26.9</td>
<td>26.1</td>
</tr>
<tr>
<td>EBIT¹</td>
<td>11.9</td>
<td>1.7</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>49.3%</td>
<td>40.3%</td>
</tr>
<tr>
<td>Employees</td>
<td>223</td>
<td>196</td>
</tr>
<tr>
<td>Fraport share</td>
<td>100%</td>
<td>51%/34%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full</td>
<td>full</td>
</tr>
</tbody>
</table>

1) Figures before consolidation

### Fraport share: 51%

- 51% voting rights
- 34% dividend and equity rights

### Fraport history
- Fraport has held a major interest (100%) in Terminal 1 (BOT) since '99
- New BOT concession since 2007
- Since Sep. 2007 Fraport has operated T 1 + Domestic Terminal
- 2009 - 2024 Fraport will operate all 3 terminals together with Turkish IC Holding

**Airport**
- 2nd largest airport in Turkey
- Tourist gateway to Turkish Riviera
- Growth driver: tourism
- 3 terminals

---

### Fraport history
- 2001 – 2007 Fraport held 42.75%
- Since August 2007 100%
- Plans to sell up to 40%
- 30 year BOT concession contract, with an extension option

**Airport**
- 1 terminal, 18 gates, 1 runway
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- Completion of terminal expansion until the end of 2008
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- 2001 – 2007 Fraport held 42.75%
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- 2001 – 2007 Fraport held 42.75%
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- Plans to sell up to 40%
- 30 year BOT concession contract, with an extension option

**Airport**
- 1 terminal, 18 gates, 1 runway
- Largest airport in Peru
- Completion of terminal expansion until the end of 2008
- Construction of 2nd runway to follow in the coming years
## External Activities
### Varna and Burgas

<table>
<thead>
<tr>
<th>Twin Star (both)</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue (in € mil.)</td>
<td>-</td>
<td>41.3</td>
</tr>
<tr>
<td>EBITDA (in € mil.)</td>
<td>-</td>
<td>12.9</td>
</tr>
<tr>
<td>EBIT (in € mil.)</td>
<td>-</td>
<td>10.1</td>
</tr>
<tr>
<td>EBITDA margin (in %)</td>
<td>-</td>
<td>31.2%</td>
</tr>
<tr>
<td>Employees</td>
<td>-</td>
<td>1,604</td>
</tr>
<tr>
<td>Fraport share</td>
<td>60%</td>
<td>60%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full^1</td>
<td>full</td>
</tr>
</tbody>
</table>

### Varna
- Passengers (in mil.) | 1.5 | 1.5 |
- Movements (in 1000) | 14.7 | 15.0 |

### Burgas
- Passengers (in mil.) | 1.8 | 1.9 |
- Movements (in 1000) | 14.4 | 16.1 |

---

### Fraport share: 60%

#### Fraport history
- Since 2006 Fraport has held a 60% interest in operating company of both airports Twin Star
- BOT concession contract for 35 years
- Local Partner with 40%: BM Star

#### Airports:
- Tourist gateways to Black Sea
- Growth driver: tourism
- One terminal and one runway at each airport

---

## External Activities
### ICTS Europe – sold Security Business Subsidiary

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue^1</td>
<td>292.2</td>
<td>320.2</td>
</tr>
<tr>
<td>EBITDA^1</td>
<td>8.9</td>
<td>10.9</td>
</tr>
<tr>
<td>EBIT^1</td>
<td>4.0</td>
<td>8.3</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>3.0%</td>
<td>3.4%</td>
</tr>
<tr>
<td>Employees</td>
<td>9,852</td>
<td>10,213</td>
</tr>
<tr>
<td>Fraport share</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full</td>
<td>full</td>
</tr>
</tbody>
</table>

---

### Fraport share 100%

#### Fraport history
- Since 2001
- Since 2002 100%
- Contract to sell ICTS signed 02/2008 (to Deutsche Beteiligungs AG)

#### Business details:
- Passenger controls at 30 airports in Europe
- Located in Amsterdam (Netherlands)
- Security staff of Frankfurt Airport and Hahn are hired at FraSec GmbH and FIS GmbH. These former subsidiaries of ICTS belong to the Aviation Segment now.

---

### Sold!

Contract signed on February 28, 2008
Closing on April 1, 2008

---

1) Figures before consolidation
Frankfurt Airport / Expansion

Frankfurt Airport
Facts and Figures

Biggest passenger airport in Germany
• 54.2 mil. PAX in 2007
• 125 airlines fly to 307 destinations in 109 countries

Biggest Freight Airport in Europe
• 2.2 mil. tons of freight and mail in 2007
• 31 cargo airlines flying to 83 destinations in 42 countries

Train connections
• 175 ICE- and long-distance trains
• 218 regional trains

FRA is Lufthansa’s home base and a hub of the Star Alliance
• Star Alliance accounts for 74% of PAX (Cargo: 64%) at FRA

1) Summer flight schedule 2008
Frankfurt Airport
125 Airlines fly to 307 Destinations in 109 Countries

Summer Timetable 2008: weekly services / destinations from Frankfurt Airport

North America
408 / 30

Middle East
158 / 18

Western Europe
2,321 / 100

Asia/Pacific
320 / 40

Africa
172 / 33

Latin America
77 / 23

Germany
676 / 16

Eastern Europe
620 / 47

As of March 25, 2008, source: Fraport

Frankfurt Airport
FRA offers the most Destinations in Europe

Highest Monthly Number of Destinations in 2007
Average Number of Destinations of all Months in 2007
Lowest Monthly Number of Destinations in 2007

1) Winter flight schedule, only scheduled flights but no charter flights included
Source: OAG

Visual Fact Book Full Year 2007
Frankfurt Airport
Growth due to efficient Use of existing Infrastructure

Frankfurt Airport
Biggest Catchment Area of all European Hubs

Source: Fraport 2008
Frankfurt Airport
Originating Passengers Split

- Large catchment area due to huge population close to FRA as well as an excellent autobahn and high-speed train connection
- 53.5% of the Originating passengers are from outside State of Hesse
- FRA’s catchment area encompasses important German agglomerations: Rhine-Ruhr, Rhine-Main, Rhine-Neckar, Stuttgart, where the population grows above average
- Increasing number of connections of high-speed trains – now even to Paris
- 38% of the passengers traveling to the airport from a distance of more than 100 km (1998: only 32%)

Traffic Share of German Airports 2007

- Frankfurt is No. 1 in Europe in terms of
  - Catchment area
  - Intermodality
  - Punctuality
- Frankfurt is No. 1 in Germany
- Frankfurt is the dominant airport in intercontinental traffic due to hub and spoke operations
- Munich is a secondary hub
- Wide body share underlines Frankfurt’s dominant position
  - Frankfurt: 25.7%
  - Munich: 5.9%
  - Dusseldorf: 4.0%
  - Hamburg: 2.8%
**Frankfurt Airport**

**Traffic Split and Growth 2007**

- **North America**: 15% (4% growth)
- **Latin America**: 3% (-7% growth)
- **Africa**: 4% (+3% growth)
- **Middle East**: 5% (+11% growth)
- **Far East**: 13% (+4% growth)
- **Europe**: 41% (+2% growth)
- **Domestic**: 12% (-1% growth)
- **Europe**: 7% (+6% growth)
- **Continental**: 60% (+2% growth)

**Traffic Share 2007 (Passengers)**

**Growth 2007 vs. 2006**

**Frankfurt Airport**

**Strong Traffic Growth on profitable Routes in 2007**

- **FRA with strong Traffic growth compared to other European hubs in 2007**

**Source**: Rapid Data Exchange
Frankfurt Airport - Expansion
Slot Coordination: Free Slots only in off-peak Hours

Based on Frankfurt Airport’s 2008 Summer Timetable

Number of coordinated movements

00:00-04:59
05:00-05:59
06:00-06:59
07:00-07:59
08:00-08:59
09:00-09:59
10:00-10:59
11:00-11:59
12:00-12:59
13:00-13:59
14:00-14:59
15:00-15:59
16:00-16:59
17:00-17:59
18:00-18:59
19:00-19:59
20:00-20:59
21:00-21:59
22:00-22:59
23:00-23:59

Time of day

Av. slot coordinated
Slot capacity

Frankfurt Airport - Expansion
Slot Demand exceeds Capacity

Based on Frankfurt Airport’s 2008 Summer Timetable

Number of requested slots

00:00-04:59
05:00-05:59
06:00-06:59
07:00-07:59
08:00-08:59
09:00-09:59
10:00-10:59
11:00-11:59
12:00-12:59
13:00-13:59
14:00-14:59
15:00-15:59
16:00-16:59
17:00-17:59
18:00-18:59
19:00-19:59
20:00-20:59
21:00-21:59
22:00-22:59
23:00-23:59

Time of day

Av. slot demand
Slot capacity

Source: Fraport, data of Nov. 08, 2007
Source: Fraport, data of Oct. 23, 2007
Frankfurt Airport - Expansion

**Passenger Forecast for 2020**

<table>
<thead>
<tr>
<th>Year</th>
<th>Passengers (mil. PAX p.a.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>49.0</td>
</tr>
<tr>
<td>2005</td>
<td>51.9</td>
</tr>
<tr>
<td>2010</td>
<td>60.4</td>
</tr>
<tr>
<td>2015</td>
<td>75.6</td>
</tr>
<tr>
<td>2020</td>
<td>88.3</td>
</tr>
</tbody>
</table>

Higher growth rates after expansion due to runway capacity constraints.

Lower growth rates due to runway capacity constraints.

**Capex Range 2007-2015: ~ € 7bn**

**Capex Range of Expansion + FRA North will amount to ~ € 7bn**

1) incl. Ticona Payments

2) e.g. including New C Pier, A 2.5m, CD Pier, Hall C, Fire protection, etc.

3) e.g. Technical Equipment, IT
Frankfurt Airport - Expansion
Time Schedule: Court Cases are now starting

- Zoning decision (official planning approval) in favour of the airport expansion signed by the ministry on December 18, 2007; documents serviced to Fraport on January 4, 2008
- Fraport fully accepted zoning decision
- Law suits are filed at Hessian Administrative Higher Court
- (Interim) Court Decision is expected beginning 2009 (with the effect to start construction)
- Revision to German Administrative Supreme Court cannot be excluded
- After construction time of two years the new runway will be inaugurated in 2011, at the latest

Fraport Management
Fraport Management

CEO: Dr. Wilhelm Bender

Fraport AG's CEO since January 1993, thus the longest-serving chairman of all M-DAX companies in Germany

Responsible for:
- Ground Services (Ground Handling)
- Corporate Strategy
- Internal Auditing
- Marketing, Sales Support, Boards and Committees
- Corporate Communications

Brief biography:
- 1990 - 1993: CEO of Schenker & Co GmbH; later CEO of Schenker Waggon- und Beteiligungs AG
- 1984 - 1990: Managing director of "Verkehrsforum Bahn" (the Rail Transport Forum industry association)
- 1974 - 1984: Various positions with Deutsche Bahn
- Studied law and economic sciences

Fraport Management

Vice Chairman and COO: Dr. Stefan Schulte

Fraport AG's Vice Chairman and COO since April 2007

Responsible for:
- Traffic and Terminal management, Airport Expansion, and Airport Security Management (Aviation)
- Real Estate and Facility Management
- Legal Affairs

Brief biography:
- 2003 - April 2007: CFO of Fraport AG
- 2001 - 2003: Executive board member (CFO) of Deutz AG, responsible for finance and human resources
- CFO at Infostada S.p.A., the Mannesmann/Vodafone group's former Italian fixed-network subsidiary
- Area director of controlling at Mannesmann Arcor
- Deutsche Bank's group development department
- 1991: Finished his doctorate degree
Fraport Management
CFO: Dr. Matthias Zieschang

Fraport AG’s CFO since April 2007
Responsible for:
- Controlling, Finance, Accounting
- Global Investments and Management (External Activities)
- Central Purchasing, Construction Contracts
- Information and Telecommunication
- Investor Relations

Brief biography:
- 2001 - 2007: CFO of Deutsche Bahn Netz AG
- 1999 - 2001: CFO of Scandlines AG (shipping line)
- 1997 - 1999: Head of project and investment financing at Deutsche Bahn AG
- 1994 - 1997: Head of financial strategy and planning at Deutsche Bahn AG
- 1990 - 1994: Specialist for capital market financing at BASF AG
- Assistant lecturer at the Technical University of Darmstadt
- Studied national economics and business administration

Fraport Management
Executive Director Labor Relations: Herbert Mai

Fraport AG’s Executive Director Labor Relations since 2001
Responsible for:
- Retail and Properties
- Human Resources
- Data Protection
- Management Systems
- Confidential Affairs
- Environmental Management

Brief biography:
- 1995 - 2001: National chairman of the ÖTV union (public service and transport workers union)
- 1982 - 1992: Regional chairman of ÖTV Hesse
- Wide range of responsibilities at ÖTV Hesse
- Attended the Higher Technical College for Social Services
- Administrative inspector with the Düsseldorf administrative district board
- Training in higher public administrative service
Fraport Share

Since the IPO our share has outperformed the DAX

1) Index of Fraport share performance is calculated by adding dividends to the stock price. This makes share performance comparable to DAX and MDAX, which include dividends, too.
Fraport Share
Shareholder Structure

Unknown 18.66%
State of Hesse 31.62%
Morgan Stanley 2.90%
Taubé Hodson 3.01%
Artisan Partners 3.87%
Capital Group 4.70%
Julius Bär 5.09%
Deutsche Lufthansa 9.96%
City of Frankfurt 20.19%

as of March 31, 2008

1) The relative ownership interest of the individual shareholders was adjusted to the current total number of shares existing as at March 31, 2008, and therefore may differ from the figures given at the time of reporting an excess/shortfall of the threshold or from the respective shareholders’ own disclosures.

Fraport Share
Geographical Split

Total Geographical Split of Share

Germany 62%
USA 26%
UK 2%
Rest of Europe 7%
Unknown 7%

Geographical Split of Free Float

USA 67%
UK 8%
Unknown 19%
Rest of Europe 6%

Source: Fraport, March 2008
Fraport Share
Share Data

ISIN: DE0005773303
Share symbol: FRA GR (Bloomberg)
              FRAG.DE (Reuters)
Class of share: Ordinary bearer shares with a notional par value of € 10.00 each
Capital stock (acc. to IFRS): € 914.6 million
Calculated par value per share: € 10.00
Number of floating shares\(^1\) on Dec. 31, 2007: 91,456,593
Listing: Frankfurt Stock Exchange - official trading (Prime Standard)
IPO: June 11, 2001
Placement price: €35.00

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Fraport Share Listings and Sustainability Listings

Share Indices
• Dow Jones STOXX 600
• FTSE World Europe
• MDAX
  The MDAX is a stock index which lists German companies. The index is calculated by Deutsche Börse. It includes the 50 Prime Standard shares from classic sectors that rank immediately below the companies included in the DAX index. The company size is based on terms of order book volume and market capitalization.

Sustainability Share Indices

Dow Jones Sustainability Indexes
  "Dow Jones Sustainability Indexes" are designed to measure the performance of companies in specific sectors.

FTSE4Good
  "FTSE4Good" refers to the FTSE4Good Index Series, which includes companies that demonstrate good social and environmental practices.

---

\(^1\) Total number of shares on the balance sheet date minus treasury shares.
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60547 Frankfurt am Main
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Fax +49 69 690 - 74843
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Investor Relations
IR Service – meet IR

Financial Calendar 2008
3-month interim report 2008 Thursday, May 8
Annual General Meeting Wednesday, May 28
6-month interim report 2008 Thursday, August 7
9-month interim report 2008 Tuesday, November 6

Traffic Calendar 2008
April 2008 Thu., May 15, 2008
May 2008 Thu., June 12, 2008
June 2008/H1 2008 Thu., July 11, 2008
August 2008 Thu., September 11, 2008
September 2008/9M 2008 Tue., October 14, 2008
October 2008 Thu., November 13, 2008
November 2008 Thu., December 11, 2008
December 2008 Thu., January 15, 2009

The Most current IR Information
For all information about our investor relations activities and to get in touch with us, please go to:

www.meet-ir.com

There you find e.g. the dates and places of roadshows and conferences as well as downloads of the most current data and presentations.
Glossary I

ACI
Acronym for Airports Council International, the international association representing the world’s airports

AEA
Acronym for Association of European Airlines, the European association representing European airlines

Aviation
One of the Fraport Group’s business segments. The Aviation segment is responsible for air traffic and terminal management as well as airport and aviation security.

BOT
Acronym for Build Operate Transfer

CAGR
Acronym for Compound Annual Growth Rate

EPS
Acronym for Earnings per Share

Glossary II

ICE
Acronym for Inter City Express, German high speed train

IR
Acronym for Investor Relations

ISIN
Acronym International Securities Identification Number is a 12-character alpha-numerical code that uniquely identifies a security, e.g. a share.

MTOW
Acronym for maximum takeoff weight, the maximum weight for which an aircraft is certified. The MTOW is the decisive parameter for determining takeoff and landing charges.

PAX, or pax
Abbreviation for passenger(s)

RAB
Acronym for Regulated Asset Base: Asset base used for calculating costs of capital as part of regulated charges

Retail & Properties
One of the Fraport Group’s business segments. The Retail & Properties segment encompasses all holdings and activities not located at Frankfurt.

FRA
Acronym for Frankfurt Airport

Ground Handling
One of the Fraport Group’s business segments. The Ground Handling segment encompasses the services required for servicing an aircraft on the ground.

Hub
An airport that coordinates direct long-haul services with a system network of feeder services.

IATA
Acronym for International Air Transport Association, the international umbrella organization of the airlines; headquartered in Montreal

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