<table>
<thead>
<tr>
<th>Slide</th>
<th>Title</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>89</td>
<td>Ground Handling</td>
<td>47</td>
</tr>
<tr>
<td>90</td>
<td>Segment Structure</td>
<td>48</td>
</tr>
<tr>
<td>91</td>
<td>Key Figures</td>
<td>48</td>
</tr>
<tr>
<td>92</td>
<td>Segment Revenue Split 2010</td>
<td>49</td>
</tr>
<tr>
<td>93</td>
<td>Heterogeneous Markets</td>
<td>49</td>
</tr>
<tr>
<td>94</td>
<td>Connecting Times as a Competitive Advantage</td>
<td>50</td>
</tr>
<tr>
<td>95</td>
<td>Fraport among leading Worldwide Ground Handling Companies</td>
<td>50</td>
</tr>
<tr>
<td>96</td>
<td>Business Activities: Who Does What?</td>
<td>51</td>
</tr>
<tr>
<td>97</td>
<td>On-time Management of Complex Processes</td>
<td>51</td>
</tr>
<tr>
<td>98</td>
<td>Core Business Area: Ramp Services 2010</td>
<td>52</td>
</tr>
<tr>
<td>99</td>
<td>Core Business Area: Passenger Services 2010</td>
<td>52</td>
</tr>
<tr>
<td>100</td>
<td>Core Business Area: Central Infrastructure 2010</td>
<td>53</td>
</tr>
<tr>
<td>101</td>
<td>Baggage Performance: Best Practice in FRA</td>
<td>53</td>
</tr>
<tr>
<td>102</td>
<td>Core Business Area: Cargo Services 2010</td>
<td>54</td>
</tr>
<tr>
<td>103</td>
<td>Excellent Connectivity</td>
<td>54</td>
</tr>
<tr>
<td>104</td>
<td>Restructuring for Profitable Growth decided in 2009</td>
<td>55</td>
</tr>
<tr>
<td>105</td>
<td>External Activities &amp; Services</td>
<td>55</td>
</tr>
<tr>
<td>106</td>
<td>Fraport Activities Worldwide</td>
<td>56</td>
</tr>
<tr>
<td>107</td>
<td>Segment Structure</td>
<td>56</td>
</tr>
<tr>
<td>108</td>
<td>Key Figures</td>
<td>57</td>
</tr>
<tr>
<td>109</td>
<td>Segment Revenue Split 2010</td>
<td>57</td>
</tr>
<tr>
<td>110</td>
<td>Fraport Manages a Variety of Airports</td>
<td>58</td>
</tr>
<tr>
<td>111</td>
<td>History of Fraport’s Airports</td>
<td>58</td>
</tr>
<tr>
<td>112</td>
<td>Antalya Airport at a Glance</td>
<td>59</td>
</tr>
<tr>
<td>113</td>
<td>Antalya Airport Financials</td>
<td>59</td>
</tr>
<tr>
<td>114</td>
<td>Antalya Overview</td>
<td>60</td>
</tr>
<tr>
<td>115</td>
<td>Lima Airport at a Glance</td>
<td>60</td>
</tr>
<tr>
<td>116</td>
<td>Lima Airport Financials</td>
<td>61</td>
</tr>
<tr>
<td>117</td>
<td>Lima Overview</td>
<td>61</td>
</tr>
<tr>
<td>118</td>
<td>Varna and Burgas Airports at a Glance</td>
<td>62</td>
</tr>
<tr>
<td>119</td>
<td>Varna and Burgas Airport Financials</td>
<td>62</td>
</tr>
<tr>
<td>120</td>
<td>Varna and Burgas Overview</td>
<td>63</td>
</tr>
<tr>
<td>121</td>
<td>Minority: Hanover Airport, Germany</td>
<td>63</td>
</tr>
<tr>
<td>122</td>
<td>Minority: Delhi, India</td>
<td>64</td>
</tr>
<tr>
<td>123</td>
<td>Minority: Xi’an, China</td>
<td>64</td>
</tr>
<tr>
<td>124</td>
<td>Minority: Saint Petersburg, Russia</td>
<td>65</td>
</tr>
<tr>
<td>125</td>
<td>Management Contracts</td>
<td>65</td>
</tr>
</tbody>
</table>
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Main Information on Fraport and Market

Fraport at a Glance
**Fraport at a Glance**

**Features of Fraport Group**

- Fraport AG – Frankfurt Airport Services Worldwide – based in Frankfurt/Main, Germany
- Founded in 1924
- Owns and operates Frankfurt Airport, Germany’s biggest hub airport as well as other airports around the world
- IPO in June 2001
- 164.7 million passengers at all airports of Fraport Group in 2010
  - 88.6 million passengers at majority holdings
  - 76.1 million passengers at minority holdings/airports with management contracts
  - The Fraport Group employs 19,792 people, thereof 17,479 at Frankfurt Airport
- Fraport generated revenue of € 2.2 bn., EBITDA of € 711 million in 2010

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**Fraport at a Glance**

**History of Fraport AG**

1924 | Opening of the Airfield at the Remaild Aire, Frankfurt, operated by the Südwestdeutsche Luftverkehrs AG
1936 | Start-up of flight operations at the site of today’s FRA
1939-1945 | World War II: Construction of first runway
1945 | End of World War II: 77% of the airport destroyed, US Troops took over control
1949 | Second Runway (South) constructed in less than a year during the Berlin airlift
1954-1955 | Foundation of Flughafens 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”
1997-2010 | Focus on international activities: Acquisition of Hanover, Frankfurt-Hahn, Delhi, Ariathya, Lima, Yerà & Burgos, Xi’an, Saint Petersburg, Management Contracts with Riyadh & Jeddah, Caire, Dakar
2009 | Construction start of the new Runway Northwest
2010 | Construction start of the new A-Plus Pier
2011 | 75th Anniversary of Frankfurt Airport; Inauguration of the new Runway Northwest
Fraport at a Glance
Group Traffic Figures FY 2010

<table>
<thead>
<tr>
<th>Location</th>
<th>Fraport Share</th>
<th>Passengers</th>
<th>Change in %</th>
<th>Cargo</th>
<th>Change in %</th>
<th>Movements</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frankfurt</td>
<td>100.00%</td>
<td>53,009</td>
<td>4.1</td>
<td>2,275</td>
<td>20.5</td>
<td>464</td>
<td>0.3</td>
</tr>
<tr>
<td>Antalya 1</td>
<td>51.00%</td>
<td>22,144</td>
<td>18.5</td>
<td>n. a.</td>
<td>n. a.</td>
<td>148</td>
<td>17.2</td>
</tr>
<tr>
<td>Lima</td>
<td>70.91%</td>
<td>10,278</td>
<td>17.0</td>
<td>272</td>
<td>17.0</td>
<td>120</td>
<td>14.8</td>
</tr>
<tr>
<td>Burgas</td>
<td>60.00%</td>
<td>1,894</td>
<td>11.1</td>
<td>6</td>
<td>108.7</td>
<td>16</td>
<td>1.3</td>
</tr>
<tr>
<td>Varna</td>
<td>60.00%</td>
<td>1,227</td>
<td>0.6</td>
<td>&lt; 1</td>
<td>–10.7</td>
<td>13</td>
<td>–1.0</td>
</tr>
<tr>
<td>Delhi</td>
<td>10.00%</td>
<td>28,532</td>
<td>13.0</td>
<td>596</td>
<td>25.8</td>
<td>266</td>
<td>8.8</td>
</tr>
<tr>
<td>Xi’an</td>
<td>24.50%</td>
<td>18,010</td>
<td>17.7</td>
<td>156</td>
<td>24.6</td>
<td>161</td>
<td>12.2</td>
</tr>
<tr>
<td>Hanover</td>
<td>30.00%</td>
<td>5,081</td>
<td>1.8</td>
<td>16</td>
<td>38.9</td>
<td>76</td>
<td>–2.4</td>
</tr>
<tr>
<td>Cairo 2</td>
<td>16,136</td>
<td>12.2</td>
<td>311</td>
<td>8.6</td>
<td>155</td>
<td>8.8</td>
<td></td>
</tr>
<tr>
<td>St Petersburg</td>
<td>8,444</td>
<td>24.9</td>
<td>n. a.</td>
<td>n. a.</td>
<td>101</td>
<td>15.9</td>
<td></td>
</tr>
<tr>
<td>Group total</td>
<td>164,736</td>
<td>11.3</td>
<td>3,633</td>
<td>20.3</td>
<td>1,520</td>
<td>7.2</td>
<td></td>
</tr>
</tbody>
</table>

1) Equity Share 50%/Voting rights 51%; proportionate consolidation
2) Management contract
3) Management contract Saudi Arabia and Dakar not included.
Source: Fraport

Fraport at a Glance
Portfolio

Revenue
EBITDA
€ 2,194.6 mil.
€ 710.6 mil.
€ 430.9 mil.

Net Income
EPS
€ 271.5 mil.
€ 2.95
19,792

Aviation
Dr. Stefan Schulte (CEO)
- Runway and terminal operations
- Expansion
- Security
- Cost-related operating fees
Revenue
€ 693.9 mil.
EBIT
€ 131.6 mil.
Employees 2
6,074

Retail & Real Estate
Herbert Mai (CHRO 1)
- Retail management
- Property management
- Car parking
Revenue
€ 403.1 mil.
EBIT
€ 294.7 mil.
Employees 2
606

Ground Handling
Peter Schmitz (CDO)
- Ramp services
- Passenger services
- Baggage handling
- Cargo services
Revenue
€ 658.6 mil.
EBITDA
€ 44.1 mil.
EBIT
€ 11.0 mil.
Employees 2
8,564

External Activities & Services
Dr. Mathias Zoepf (CFO)
- Global investments and management
- Facility management
- Information and telecommunications
- Revenue
€ 439.0 mil.
EBITDA
€ 260.2 mil.
EBIT
€ 135.6 mil.
Employees 2
4,548

1) Figures after special items and consolidation effects
2) As of December 31, 2010 (employees on temporary contract and trainees not included)
3) Executive Director Labour Relations
Fraport at a Glance
Financial Performance

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (€ mil.)</th>
<th>EBITDA (€ mil.)</th>
<th>Net Profit before associated companies (€ mil.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002</td>
<td>1,803.6</td>
<td>542.5</td>
<td>-1.32</td>
</tr>
<tr>
<td>2003</td>
<td>1,834.3</td>
<td>578.4</td>
<td>1.33</td>
</tr>
<tr>
<td>2004</td>
<td>1,981.1</td>
<td>582.5</td>
<td>1.56</td>
</tr>
<tr>
<td>2005</td>
<td>2,089.8</td>
<td>228.2</td>
<td>1.95</td>
</tr>
<tr>
<td>2006</td>
<td>2,143.9</td>
<td>238.2</td>
<td>2.63</td>
</tr>
<tr>
<td>2007</td>
<td>2,320.6</td>
<td>196.1</td>
<td>2.44</td>
</tr>
<tr>
<td>2008</td>
<td>2,101.6</td>
<td>152.0</td>
<td>2.07</td>
</tr>
<tr>
<td>2009</td>
<td>2,010.3</td>
<td>719.8</td>
<td>1.64</td>
</tr>
<tr>
<td>2010</td>
<td>2,194.6</td>
<td></td>
<td>2.95</td>
</tr>
</tbody>
</table>

Notes:
1) Figures including one-off, and consolidation effects, major effects included:
2006: Positive net profit effect from €16.0 mil. Manta payment in financial result, and €35.2 mil. tax effect.
2008: Sale of 24.5% investment on April 1, revenue effect of €-245 mil. in 2008 and €-47 mil. in 2009. Total EBITDA effect of €48.9 mil., additional €22.8 mil. impairment on non-investment, with €11.8 mil. negative tax effect.
Financial result positively impacted by €61.0 mil. Manta payment.
2008: Sale of CTS Investment on April 1, revenue effect of €-245 mil. in 2008 and €-47 mil. in 2009. Total EBITDA effect of €48.9 mil., additional €22.8 mil. impairment on non-investment, with €11.8 mil. negative tax effect.
Financial result positively impacted by €61.0 mil. Manta payment.

Main Information on Fraport and Market

Corporate Strategy
Fraport at a Glance
Corporate Strategy

Strategic Goals
- Value Creation
- Performance
- Sustainability

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 growth and strengthen our competitive position
- Expanding and modernizing terminals and retail areas
- Upgrading the real estate location 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

Fraport at a Glance
Agenda 2015

Use of Growth Potentials

- Strengthen Profitability
- Customer Satisfaction
- Secure Sustainability

Manage Capex
Slide 13  Visual Fact Book Full Year 2010

Fraport at a Glance
Agenda 2015 – Achievements so far

Use of Growth Potentials
- Retail
  - New marketplaces in Terminal 1 and 2
  - Retail revenue per passenger > 3 € for the first time in 2010 (target: 4 €/passenger)
- Real Estate
  - Commercialization of “Mönchhof Site”
  - Start construction work for new Fraport corporate office building
- External Activities
  - Public Private Partnership contract signed with Saint Petersburg (Pulkovo) airport
  - EBITDA > 150 Mio. € for the first time in 2010
- Expansion/FRA North
  - Capex financing 100% secured – despite credit crunch
  - Renewal of plantings for new Terminal 3 (inauguration first construction stage 2016/2017)

Secure Sustainability
- New business area “sustainability management & corporate compliance”
- Group-wide rollout of our well-tested value management and whistle-blower systems

Strengthen Profitability
- Long-term agreement on airport charges with airlines (until 2015)
- Long-term agreement with Lufthansa in ground handling (until 2018)
- Creation of competitive structures in ground services
- Program to increase efficiency and create lean corporate structures
  (Fitness@Fraport 2011)

Customer Satisfaction
- New business area “Customer management”
- Implementation of a strategic service program: expedient and easy traveling, attractive entertainment and shopping experiences, pleasant atmosphere
- Improvements in customer satisfaction already achieved (Skytrax monitor; ACI ranking)

1) Results from the 3 majority stakeholders: Antalya, Lima, Verona & Burgas.

Slide 14  Visual Fact Book Full Year 2010

Fraport at a Glance
Agenda 2015 – Outlook

Use of Growth Potentials
- Retail
  - New Shopping Center Pier A-Plus in Terminal 1 (12,000 sqm, opening 2012)
- Real Estate
  - Further expansion of “Cargo City South”
  - Marketing of Mönchhof site
- External Activities
  - Further development of the external business (focus on South-America and Asia)
- Expansion/FRA North
  - New Runway for landings in operation from winter schedule 2011/12 – significant traffic growth expected
  - New Pier A-plus (capacity 6 mil. passengers/year, opening 2012)

Strengthen Profitability
- New runway for landings in operation from winter schedule 2011/12
- Further increase in airport retail areas and revenue
- Development of the external business
- Implementation human resource strategy

Secure Sustainability
- Measure catalytic to further reduce carbon dioxide emissions at FRA, e.g. optimizing the energy efficiency of buildings, use of electric vehicles, use of alternative energy sources
- Active noise abatement program in cooperation with airlines, German ATC authorities and neighboring municipalities

1) ASQ = Benchmark of Airports’ Service Quality
Main Information on Fraport and Market

Frankfurt Airport – Features of FRA

Frankfurt Airport – Features of FRA
Passenger Development since 1980: CAGR +3.7%

- Monthly development
- Gliding 12-months average
- Linear trend
- Capacity constraints
- Ash cloud
- 2nd oil crisis
- Gulf war
- Economy downturn/high oil price
- September-11
- War on Iraq/SARS
- Chernobyl

Source: Fraport
Frankfurt Airport – Features of FRA

Market Attractiveness of FRA

- Biggest Passenger Airport in Germany
  - 53.0 ml. passengers in 2010
  - 112 airlines fly to 268 destinations in 106 countries
  - Star Alliance accounts for 74% of passengers at FRA

- One of the leading cargo hubs in Europe
  - 2.3 ml. metric tons of freight and mail in 2010
  - 30 cargo airlines flying to 81 destinations in 46 countries
  - Leading cargo hub – enhances airline yields via belly freight

- Europe's largest catchment areas
  - 38 million people or about 50% of the German population live within a 200km radius from FRA
  - 174 ICE and long-distance trains per day
  - ~5 ml. passengers per year using the long-distance trains to and from FRA
  - 223 regional trains per day

Frankfurt Airport – top of the hubs
- Shortest minimum connecting time among major hubs in Europe
- High connectivity with more than 250 destinations
- Competitive fee level compared to other European hubs
- Superior ground handling quality
- Capacity increase by more than 50% by 2011 with inauguration of new runway

Frankfurt Airport – Features of FRA

Traffic Split and Growth 2010

- W-Europe: 40% (Domestic +3%, E-Europe +6%)
- Domestic: 12% (+5%)
- E-Europe: 7% (+6%)
- Far East: 12% (+5%)
- Middle East: 6% (+13%)
- Latin America: 3% (7%)
- Africa: 5% (6%)
- Intercontinental: 41% (+5%)

Traffic Share in Frankfurt (Passengers) 2010
Change 2010 vs. 2009

Source: Fraport
Frankfurt Airport – Features of FRA
Airport Holdings

Total passenger volume
airport companies 2010 (rounded figures)

Passenger volume/group
Madrid
Barcelona
Valencia
Malaga
Alicante
Palma
Teneriffe
Other
(Spain,
Mexico,
Columbia)

Frankfurt
Hanover
Antalya
Lima
Vara
Burgas
St.
Peterburg
Xian
Dahli

Heathrow
Stansted
Glasgow
Edinburgh
Aberdeen
Naples
Other

CDG
Orly
Le Bourget
Other
(Africa,
Mexico)

Sydney
Copenhagen
Brussels
Other
(Europe,
Mexico)

Hamburg
Dusseldorf
Essen
Budapest
Tiran
Athens
Other

Source: ACL, Fraport and company data
Management and consulting contracts not included

Frankfurt Airport – Features of FRA
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 independently usable</td>
<td>80 mov/h</td>
<td>0</td>
<td>n.a.</td>
</tr>
<tr>
<td>Paris-Ch.d.Gaulle</td>
<td>4 2 doubles, each of them independently usable</td>
<td>115 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Frankfurt</td>
<td>3 not independently usable²</td>
<td>83 mov/h</td>
<td>1</td>
<td>by 2011</td>
</tr>
<tr>
<td>Madrid</td>
<td>4 independently usable</td>
<td>95 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Amsterdam</td>
<td>6 not independently usable</td>
<td>110 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Munich</td>
<td>2 independently usable</td>
<td>90 mov/h</td>
<td>1</td>
<td>ongoing plan approval procedure</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>0¹</td>
<td>n.a.</td>
</tr>
</tbody>
</table>

¹) Optimization of existing runways
²) New Runway Northwest will be independently usable
Frankfurt Airport – Features of FRA
Passengers per Passenger Flight

- LHR: 147
- FRA: 123
- MAD: 119
- AMS: 117
- MXP: 103
- ZRH: 100
- MUC: 96
- BRU: 88

Peer average: 112 passengers/movement

1) Passenger flights; considering only passenger flights - pure cargo flights and non-commercial flights not included
Source: Fraport, company information

Frankfurt Airport – Features of FRA
Intercontinental Traffic is Concentrated in FRA

- Frankfurt is No. 1 airport in Europe in terms of catchment area and intermodality
- Frankfurt is No. 1 airport in Germany, No. 3 in Europe and No. 9 worldwide
- Frankfurt is the dominant airport in intercontinental traffic due to hub and spoke operations in Germany
- Wide body share underlines Frankfurt’s dominant position
  - Frankfurt: 24% (24%)*
  - Munich: 7% (6%)*
  - Düsseldorf: 5% (5%)*
  - Hamburg: 1% (2%)*

* Rankings related to passengers, wide body share related to passengers and cargo (rounded figures)

Frankfurt Airport is No. 1 Star Alliance hub in Europe
Frankfurt Airport – Features of FRA

**Originating Passenger Split**

- Large catchment area due to huge population around FRA as well as excellent autobahn and high-speed train connection.
- FRA’s catchment area encompasses important German agglomerations: Rhine-Ruhr, Rhine-Main, Rhine-Neckar, Stuttgart, where population grows above average and most German industry is situated.
- 29% of the passengers travel to the airport from a distance of more than 100 km (growth of 9 percentage points since 1998).

<table>
<thead>
<tr>
<th>Share of Originating Passengers at FRA 2010</th>
<th>1998</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;50 km</td>
<td>4%</td>
<td>2%</td>
</tr>
<tr>
<td>51-100 km</td>
<td>15%</td>
<td>6%</td>
</tr>
<tr>
<td>101-200 km</td>
<td>23%</td>
<td>22%</td>
</tr>
<tr>
<td>201-300 km</td>
<td>57%</td>
<td>49%</td>
</tr>
</tbody>
</table>

1) Originating passengers starting by car, bus, train, taxi, etc.

---

**Frankfurt Airport – Features of FRA**

**Shares of Aircraft Types by Movements 2010**

- **Boeing 737**: 24%
- **Airbus A321**: 13%
- **Airbus A319**: 12%
- **Airbus A320**: 12%
- **Boeing 747**: 7%
- **Airbus A340**: 7%
- **Embraer E190**: 4%
- **Boeing 777**: 4%
- **Canadair Regionaljet (CL60, CRJ-9)”: 3%
- **Embraer E170**: 3%
- **Airbus A330**: 3%
- **Airbus A350 XWB**: 5%
- **Boeing 787**: 4%
- **Airbus A320**: 3%
- **Canadair Regionaljet (CL60, CRJ-9)’: 3%
- **Embraer E170**: 3%
- **Airbus A330**: 3%
- **Airbus A350 XWB**: 5%
- **Boeing 787**: 4%
- **Airbus A320**: 3%
- **Canadair Regionaljet (CL60, CRJ-9)’: 3%
- **Embraer E170**: 3%
- **Airbus A330**: 3%
- **Airbus A350 XWB**: 5%
- **Boeing 787**: 4%
- **Airbus A320**: 3%

Source: Fraport
Frankfurt Airport – Features of FRA
Traffic focusing on Mega Hubs in Europe

Only three Airbus A380 bases in Europe

<table>
<thead>
<tr>
<th>A380s in Europe</th>
</tr>
</thead>
<tbody>
<tr>
<td>A380s Orders</td>
</tr>
<tr>
<td>British Airways</td>
</tr>
<tr>
<td>Virgin Atlantic</td>
</tr>
<tr>
<td>Air France</td>
</tr>
<tr>
<td>Lufthansa</td>
</tr>
</tbody>
</table>

Intercontinental traffic in Europe

<table>
<thead>
<tr>
<th>Market share</th>
<th>Star Alliance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sky Team</td>
<td></td>
</tr>
<tr>
<td>Lufthansa</td>
<td></td>
</tr>
<tr>
<td>United Airlines</td>
<td></td>
</tr>
<tr>
<td>Major Hub: CDG</td>
<td></td>
</tr>
<tr>
<td>Major Hub: FRA</td>
<td></td>
</tr>
</tbody>
</table>

One World
British Airways
American Airlines
Major Hub: LHR

Independent airlines, e.g. Emirates, Etihad etc.

Three strong alliances dominate
60% of market

(1) Reference parameter: intercontinental seats ex Europe
Source: OAG MAX January 2011

Frankfurt Airport – Features of FRA
Hub and Spoke System

Example Flight LH 738 Frankfurt to Hongkong

224 passengers coming from 50 feeder destinations
Frankfurt Airport – Features of FRA

FRA has the Highest Transfer Rate in Europe

- With 52%, Frankfurt is the airport with the highest rate and highest total number of transferring passengers in Europe.
- About ¾ of all transferring passengers come from or go to an intercontinental destination, 65% are intercont- cont passengers and 9% intercont-intercont.
- Intercontinental traffic has direct impact on fees (higher MTOW) and retail revenue (better spending behaviour).

Passengers at FRA
53.0 mil

- 48% ≈ 25.4 mil. O & D passengers
- 52% ≈ 27.3 mil. Transfer passengers
- 9% ≈ 2.4 mil. Intercont to Intercont
- 26% ≈ 7.2 mil. Cont to Cont
- 65% ≈ 17.7 mil. Intercont to Cont
- Cont to Intercont

1) 3.3 mil. transit passengers included
Source: Fraport

Frankfurt Airport – Features of FRA

FRA with High Market Shares on Profitable Routes

North America | Latin America | Europe | Africa | Asia
--- | --- | --- | --- | ---
LHR | CDG | FRA | AMS | MUC | LHR | CDG | FRA | AMS | MUC | LHR | CDG | FRA | AMS | MUC
-0.7 | -1.0 | 1.0 | 0.0 | 2.3 | 3.0 | 14.7 | 3.6 | 2.0 | 0.2 | 9.0 | 28.4 | 4.2 | 14.6
7.7 | 7.5 | 1.0 | 8.0 | 5.3 | 2.0 | 7.2 | 3.6 | 1.7 | 4.1 | 28.4 | 9.9 | 31.2 | 3.8 | 1.8
1.0 | 1.7 | 3.6 | 9.8 | 2.8 | 2.0 | 3.8 | 8.9 | 3.6 | 2.8 | 28.4 | 4.2 | 31.2 | 3.6 | 2.3
5.3 | 0.7 | 0.0 | 4.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0
2.3 | MUC | MUC | MUC | MUC
14.6 | 9.9 | 4.2 | 0.0 | 0.0 | 1.8 | 1.2 | 0.0 | 0.0 | 0.0

YoY growth rate
Source: Rapid Data Exchange

ML passengers in 2010
Frankfurt Airport – Features of FRA
FRA has the most International Destinations

Highest Monthly Number of International Destinations in 2010
Average Number of International Destinations in 2010
Lowest Monthly Number of International Destinations in 2010

Source: Sabre ADS

Frankfurt Airport – Features of FRA
Top 30 Passenger Airports in the World

<table>
<thead>
<tr>
<th>Passengers 2010*</th>
<th>mil.</th>
<th>Change %</th>
<th>Passengers 2010*</th>
<th>mil.</th>
<th>Change %</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Atlanta</td>
<td>89.3</td>
<td>1.5</td>
<td>16. Jakarta</td>
<td>44.0</td>
<td>18.4</td>
</tr>
<tr>
<td>2. Beijing</td>
<td>73.9</td>
<td>13.0</td>
<td>17. Bangkok</td>
<td>42.8</td>
<td>5.6</td>
</tr>
<tr>
<td>3. Chicago</td>
<td>66.7</td>
<td>3.3</td>
<td>18. Singapur</td>
<td>42.0</td>
<td>13.0</td>
</tr>
<tr>
<td>4. London-Heathrow</td>
<td>65.9</td>
<td>-0.2</td>
<td>19. Guangzhou</td>
<td>41.0</td>
<td>10.6</td>
</tr>
<tr>
<td>5. Tokyo-Haneda</td>
<td>64.1</td>
<td>3.4</td>
<td>20. Shanghai</td>
<td>40.6</td>
<td>27.2</td>
</tr>
<tr>
<td>6. Los Angeles</td>
<td>58.9</td>
<td>4.2</td>
<td>21. Houston</td>
<td>40.5</td>
<td>1.2</td>
</tr>
<tr>
<td>7. Paris-Ch. d. Gaulle</td>
<td>58.2</td>
<td>0.4</td>
<td>22. Las Vegas</td>
<td>39.4</td>
<td>-2.6</td>
</tr>
<tr>
<td>8. Dallas-Ft Worth</td>
<td>56.9</td>
<td>1.6</td>
<td>23. San Francisco</td>
<td>39.3</td>
<td>5.1</td>
</tr>
<tr>
<td>9. Frankfurt</td>
<td>58.0</td>
<td>4.8</td>
<td>24. Phoenix</td>
<td>38.6</td>
<td>1.9</td>
</tr>
<tr>
<td>10. Denver</td>
<td>52.2</td>
<td>4.1</td>
<td>25. Charlotte</td>
<td>38.1</td>
<td>10.4</td>
</tr>
<tr>
<td>11. Hong Kong</td>
<td>50.4</td>
<td>10.6</td>
<td>26. Rom</td>
<td>38.2</td>
<td>7.4</td>
</tr>
<tr>
<td>12. Madrid</td>
<td>49.8</td>
<td>2.8</td>
<td>27. Sydney</td>
<td>36.0</td>
<td>7.6</td>
</tr>
<tr>
<td>13. Dubai</td>
<td>47.2</td>
<td>15.4</td>
<td>28. Miami</td>
<td>35.7</td>
<td>5.4</td>
</tr>
<tr>
<td>14. New York JFK</td>
<td>46.5</td>
<td>1.4</td>
<td>29. Orlando</td>
<td>34.9</td>
<td>3.5</td>
</tr>
<tr>
<td>15. Amsterdam</td>
<td>45.2</td>
<td>3.8</td>
<td>30. München</td>
<td>34.7</td>
<td>6.2</td>
</tr>
</tbody>
</table>

*) Preliminary ACI figures for 2010, total passengers embarked and disembarked, passengers in transit counted once
### Frankfurt Airport – Features of FRA

#### Top 30 Cargo Airports in the World

<table>
<thead>
<tr>
<th>Cargo 2010*</th>
<th>metric t 000</th>
<th>Change %</th>
<th>Cargo 2010*</th>
<th>metric t 000</th>
<th>Change %</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Hong Kong</td>
<td>4,168</td>
<td>23.2</td>
<td>16. Beijing</td>
<td>1,549</td>
<td>5.0</td>
</tr>
<tr>
<td>2. Memphis</td>
<td>3,917</td>
<td>5.9</td>
<td>17. Amsterdam</td>
<td>1,538</td>
<td>16.8</td>
</tr>
<tr>
<td>3. Shanghai</td>
<td>3,228</td>
<td>27.1</td>
<td>18. Chicago</td>
<td>1,424</td>
<td>30.0</td>
</tr>
<tr>
<td>4. Seoul</td>
<td>2,685</td>
<td>16.1</td>
<td>19. New York JFK</td>
<td>1,343</td>
<td>17.4</td>
</tr>
<tr>
<td>5. Anchorage</td>
<td>2,578</td>
<td>33.1</td>
<td>20. Bangkok</td>
<td>1,310</td>
<td>25.4</td>
</tr>
<tr>
<td>6. Paris-CDG</td>
<td>2,399</td>
<td>16.8</td>
<td>21. Guangzhou</td>
<td>1,144</td>
<td>19.8</td>
</tr>
<tr>
<td>7. Frankfurt</td>
<td>2,275</td>
<td>20.5</td>
<td>22. Indianapolis</td>
<td>947</td>
<td>5.2</td>
</tr>
<tr>
<td>8. Dubai</td>
<td>2,270</td>
<td>17.8</td>
<td>23. Newark</td>
<td>855</td>
<td>9.7</td>
</tr>
<tr>
<td>9. Tokyo</td>
<td>2,168</td>
<td>17.1</td>
<td>24. Shenzhen</td>
<td>809</td>
<td>33.6</td>
</tr>
<tr>
<td>10. Louisville</td>
<td>2,166</td>
<td>11.1</td>
<td>25. Tokyo</td>
<td>805</td>
<td>1.9</td>
</tr>
<tr>
<td>12. Miami</td>
<td>1,836</td>
<td>17.9</td>
<td>27. Luxembourg</td>
<td>705</td>
<td>12.2</td>
</tr>
<tr>
<td>13. Los Angeles</td>
<td>1,810</td>
<td>15.5</td>
<td>28. Kuala Lumpur</td>
<td>697</td>
<td>15.6</td>
</tr>
<tr>
<td>14. Taipei</td>
<td>1,767</td>
<td>30.1</td>
<td>29. Mumbai</td>
<td>671</td>
<td>18.5</td>
</tr>
<tr>
<td>15. London-Heathrow</td>
<td>1,551</td>
<td>15.0</td>
<td>30. Atlanta</td>
<td>699</td>
<td>17.1</td>
</tr>
</tbody>
</table>

*) Preliminary ACI figures for 2010, loaded and unloaded freight and mail

### Frankfurt Airport – Features of FRA

#### High Purchasing Power around FRA

- **Purchasing power in catchment area of FRA above average**

**Different kinds of customers:**

**Employees**
- Approx. 70,000 employees working at FRA
- In 2020 approx. 100,000 employees

**Passengers with high purchasing power**
- 53.0 mil. passengers in 2010, thereof:
  - 48% O&D passengers with purchasing power above German average
  - 52% transfer passengers with extremely high purchasing power, e.g. from the USA, China, Russia or the Middle East

Source: M³Research, 2009
Frankfurt Airport – Features of FRA
Biggest Catchment Area of All European Hubs

Population of surrounding catchment areas in mil.

47%* of the German population (38 mil.) lives within a radius of 200 km around Frankfurt Airport

*) Source: BVP Deutschland AG, Consulting & Research, 2006

Frankfurt Airport – Features of FRA
Largest German Companies within Catchment Area

[Map showing major German companies located in the catchment area of Frankfurt Airport]
Main Information on Fraport and Market

Expansion at FRA

Expansion at FRA – Future Air Traffic Development
Air Traffic grows Stronger than World Economy

Until 2029, world air traffic will more than double

Expected air traffic growth

Sources:
Slide 41  Visual Fact Book Full Year 2010

Expansion at FRA – Future Air Traffic Development
Focus on Intercontinental Routes in Europe

Air traffic growth 2009 – 2029¹

Europe

North America 3.6% 2.9% 4.8% 5.2% 8.3%

Latin America 4.7% 5.1%

Asia/Pacific 8.3%

Middle East

North America 0.3% 3.6% 4.7%

global average 4.1% p.a.

¹) CAGR of passengers
Source: AOK Global Traffic Forecast 2010 – 2029

Expected annual growth rate for the region
Expected annual growth rate intercontinental

Slide 42  Visual Fact Book Full Year 2010

Expansion at FRA
Capex Range 2007 – 2015: ~ € 7bn

Expansion
FRA North

Existing Runway System

New Runway

Terminal 3

Apron

Existing Terminals¹

Infrastructure²

People Transport System

¹) E.g. including new C-Pier, A-Plus, CD-Pier, Hall C, fire protection, etc.
²) E.g. technical equipment, IT
Expansion at FRA
Five Challenges for Existing Terminals

Passenger Capacity
- Number of passengers will increase significantly before the completion of the first construction phase of the new Terminal 3!

EU Security Regulation
- Separation of arriving passengers ("undifferentiated") from non-Schengen and departing ("clean") passengers required

Strict Fire Protection Regulations
- Germany has the strictest fire protection regulations in the world, terminal buildings from 1972 require substantial modification

New Aircraft Generation: A380
- A380 requires boarding on two levels via 3 passenger bridges and lounge capacity for up to 600 passengers

High Demand for Retail Space
- Retail business generates higher margins compared to other European hubs, Frankfurt Airport has a shortage of retail space, especially on airside

1) Construction and opening of individual phases according to airline demand; inauguration planned for late 2016/2017.

Expansion at FRA
Main Projects deal with Five Challenges

Passenger Capacity
- Pier A West: Main drivers:
  - Passenger capacity: 6 mil.
  - Retail space
- Concours B, Gaps AB, BC: Main driver:
  - Fire protection terminal 1
- Halle C, CD-Pier: Main drivers:
  - Passenger capacity: 4 mil.
  - A380
- Terminal 2: Main drivers:
  - A380
  - Retail space
Expansion at FRA
Process for Runway Northwest and Terminal 3

Planning
- 1997: Start of discussions
- June 2000: Basic political decision for airport expansion
- September 2000: Fraport Board approval

Approval
- June 2002: Regional planning procedure finalized
- 2003: Submission of zoning application
- September 2005 - March 2006: Public hearings
- Dec 18th, 2007: Zoning decision

Approval/Construction
- Jan 2008: Judgment by the court on start of construction work
- Spring 2009: Start of runway construction/clearing of forest
- Aug 2009: Decision by the court in the main proceedings
- Court decision of BVerwG possibly in 2011

Operation
- 2011: Opening of the new runway
- Terminal 3: Planning started, construction and opening of individual phases up from end of 2016 or 2017

1) Hesse High Administrative Court
2) Federal Administrative Court

---

Expansion at FRA
Inauguration of New Runway in October 2011

<table>
<thead>
<tr>
<th>2009</th>
<th>2010</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Court decision VGH</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Court decision of BVerwG possibly in 2011</td>
<td>✔</td>
<td></td>
</tr>
</tbody>
</table>

Construction
- Forest clearing
- Road tunnel underneath runway
- 2 taxiway bridges over the autobahn
- Runway construction including tarmac
- Construction of drainage system

First test flights in June 2011

Inauguration
- October 2011

1) Hesse High Administrative Court
2) Federal Administrative Court
Expansion at FRA
Latest Picture of new Runway (February 2011)

- Summer 2008
- Spring 2009
- Winter 2010/2011

Expansion at FRA
New Runway: Increase of new Slot Capacity

- Winter season 2011/2012: ~ 88 – 90 movements/hour
- Airport processes ready to handle around 90 movements/hour (runway, taxiway, gates, apron positions, security, check-in, customs, etc.)
- Until ~2015 step by step increase to up to: ~100 movements/hour

4-7% passenger growth 2011-2015
Group Financials & Segments

Group Financials Key Figures¹

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA Margin</th>
<th>Revenue (€ mil.)</th>
<th>EBIT (€ mil.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>24.9%</td>
<td>335.3</td>
<td>359.2</td>
</tr>
<tr>
<td>2008</td>
<td>28.6%</td>
<td>600.7</td>
<td>569.7</td>
</tr>
<tr>
<td>2009</td>
<td>28.3%</td>
<td>601.9</td>
<td>430.9</td>
</tr>
<tr>
<td>2010</td>
<td>32.4%</td>
<td>710.6</td>
<td>430.9</td>
</tr>
</tbody>
</table>

¹ Figures including special items off effects/consolidation effects
**Group Financials**

**Segment Split of Revenue and EBITDA FY 2010**

- Aviation: 18.5%
- Retail & Real Estate: 41.5%
- Ground Handling: 30.0%
- External Activities & Services: 20.0%

Group EBITDA € 710.6 mil.  
Group Revenue € 2.19 bn.

---

**Group Financials**

**Possible Segment Split of EBITDA by 2015**

**FY 2010**
- Retail & Real Estate: 41%
- Aviation: 19%
- Ground Handling: 9%
- External Activities & Services: 34%

**FY 2015**
- Retail & Real Estate: ~35%
- Aviation: ~30%
- Ground Handling: ~14%
- External Activities & Services: ~25%

*) based on rounded figures
Group Financials
Maturity Profile & Cash Position as of Dec 31, 2010

Fraport debt conditions on average
- ~ 4% interest rate
- ~ 8 years maturity

Group Financials
Fraport Value Management

<table>
<thead>
<tr>
<th></th>
<th>Fraport Group</th>
<th>Aviation</th>
<th>Retail &amp; Real Estate</th>
<th>Ground Handling</th>
<th>External Activities &amp; Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBIT</td>
<td>430.9</td>
<td>300.9</td>
<td>56.4</td>
<td>41.2</td>
<td>227.9</td>
</tr>
<tr>
<td>Fraport assets</td>
<td>4,019.7</td>
<td>3,820.2</td>
<td>1,343.6</td>
<td>1,220.3</td>
<td>1,355.7</td>
</tr>
<tr>
<td>Costs of capital before tax</td>
<td>381.9</td>
<td>362.9</td>
<td>127.5</td>
<td>115.9</td>
<td>128.8</td>
</tr>
<tr>
<td>Fraport value Added before tax</td>
<td>49.0</td>
<td>-62.0</td>
<td>-71.2</td>
<td>-74.7</td>
<td>99.1</td>
</tr>
<tr>
<td>ROFRA</td>
<td>10.7%</td>
<td>7.9%</td>
<td>4.2%</td>
<td>3.4%</td>
<td>16.8%</td>
</tr>
</tbody>
</table>

ROFRA (Return on Fraport assets) = \[
\frac{\text{EBIT}}{\text{Fraport assets}}
\]

1) External Activities: EBIT and Fraport assets are adjusted for investments accounted for using the equity method and financial investments.
Group Financials & Segments

Aviation

Aviation Segment Structure

1) New segment structure from 2009 onwards. The Retail & Properties segment has been adjusted and renamed as "Retail & Real Estate".

The internal service units Facility Management and Information and Telecommunication have been assigned to the new segment "External Activities & Services". The profit center in which the cost-related user fees are pooled has been transferred to the Aviation segment.
Aviation Key Figures

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA margin</th>
<th>Revenue</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>20.0%</td>
<td>698.7</td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td>22.7%</td>
<td>711.8</td>
<td>101.4</td>
</tr>
<tr>
<td>2009</td>
<td>17.1%</td>
<td>685.1</td>
<td>117.3</td>
</tr>
<tr>
<td>2010</td>
<td>19.0%</td>
<td>693.9</td>
<td>131.6</td>
</tr>
</tbody>
</table>

1) Figures including special and consolidation effects
2) Due to change in IFRS accounting and new segment structure from 2009 onwards, figures for 2006 adjusted

Aviation Segment Revenue Split 2010

- Passenger Charges related to the number of departing and destination and transfer-transit passengers
- Landing and Take-off Charges related to MTOM, number of departing passengers, freight/mail tonnage (arrival and departure), noise and emission
- Aircraft Parking Charges related to time, aircraft size and position
- Security Charges related to the number of departing passengers, freight/mail tonnage (arrival and departure)
- Revenue from Security Services (Federal Ministry of the Interior)
  - Related to the cost of passenger security controls are charged to the Federal Ministry of the Interior
- Others (e.g., identity card and counter services)

1) E.g., airport fees, additional security measures and passenger segregation, insurance, etc.
Components of Regulated Airport Charges 2010

- **Passenger Charges**: €6,300*
  - Passenger-related charges (only take-off)
    - Depending on destination (EU, Non-EU continental, or intercontinental)
    - Discount for transfer passengers
    - Defined Cap

- **Landing and Take-off Charges**: €2,000*
  - Mass-related charges based on MTOM
  - Passenger (only take-off)/ freight/ mail-related charges (variable charges)
  - Noise-related charges
  - Emission-related charges

- **Aircraft Parking Charges**: €500*
  - All charges related to aircraft stand size and length of time parked
  - Surcharges for use of terminal position
  - Rental contracts can be signed under defined conditions

- **Security Charges**: €500*
  - Passenger-related charges (only take-off)
  - Charges related to freight or mail tonnage transported, per 100 kg or fraction thereof aboard the aircraft

*Example airport charges 2010 for one A380 landing/take-off cycle at FRA approx. €6,300
Use of assumptions: Daytime flight; 450 passengers; Transfer rate 50%.

---

**Aviation - Single and Dual Till/Regulation in EU**

- **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/ Consultation
      - Optionally long term agreement with airlines
      - Proposal to regulator
      - Approval by regulator
      - Public announcement by regulator

Source: AGL Fraport Company Data
Aviation
Long Term Airport Charges Agreement 2010 – 2015

- Contract with the airlines signed in December 2009/February 2010
- Significant fee increase to finance Fraport investments
- Traffic orientation in the contract
  → More passengers than planned, airlines kick-back for following year¹
  → Less passengers than planned, airport kick-in charges in following year²

1) 1/3 of the plan deviation in the years 2012-2015 will be taken as a cash/cash-out in the following year
2) year-end

Group Financials & Segments
Retail & Real Estate
Retail & Real Estate Segment Structure

1) New segment structure from 2009 onwards: The Retail & Properties segment has been adjusted and renamed as “Retail & Real Estate”. The internal service units Facility Management and Information and Telecommunication have been assigned to the new segment “External Activities & Services”. The profit center in which the cost-related lease fees are pooled has been transferred to the Aviation segment.

Retail & Real Estate Key Figures

1) Figures including special and consolidation effects
2) Due to change in IAS accounting and new segment structure from 2009 onwards, figures for 2009 adjusted
Map of Frankfurt Airport/Property of Fraport AG incl. Terminal 3 (planned) and Northwest Runway

Property of Fraport AG
as of December 31, 2010
Retail & Real Estate
Segment Revenue Split 2010

€ mil.

- Retail
  - Rents in terminals for shops, restaurants etc. based on their revenue
  - Rents for advertising space
- Car Parking
  - Parking charges
- Real Estate
  - Rents in terminals for offices, lounges, storages etc.
  - Leasing rates for land where buildings of airlines and other companies are built
  - Energy supply

Segment Revenue 403.1

- Real Estate 170.5
- Car Parking 70.9
- Retail 150.3
- Other Revenue

Retail & Real Estate
Retail Revenue Split 2010

€ mil.

- Advertising 26.3
- Services 43.5
- Shopping 90.3

Retail Revenue: 160.1

Retail Segments | Outlets
---|---
Duty Free & Travel Value | 27
Specialty Shops | 106
Food & Beverages | 65
Other Services, e.g. Car Rental | 54
Advertising | 42

1) Revenue according to slightly comparable segment structure, difference due to IT services.
Retail & Real Estate
Increasing Retail Revenue per Passenger at FRA

- Retail Revenue per Passenger
- Retail Revenue per Passenger Longterm Development

1) Revenue according to old/comparable segment structure, difference due to IT services for passengers

Retail & Real Estate
High Spending Power of International Passengers 2010

- Spending Power of the five biggest turnover driving destinations in Duty Free Shops

The passenger structure at Frankfurt Airport is unique with regard to the share of international passengers:

- 52% of all passengers are Non-EU passengers with high spending power
- The broad international passenger mix balances other factors such as currency-fluctuations and below average local spending

1) Spending power compared to total average Duty Free spendings of passengers (based on destination country 2010)
**Retail & Real Estate**

**Growing Retail Space at FRA**

<table>
<thead>
<tr>
<th>Sqm (exp.)</th>
<th>2010</th>
<th>2012</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Food &amp; Beverage space Frankfurt, Terminal 1 &amp; 2</td>
<td>11,000</td>
<td>12,000</td>
<td>15,000</td>
</tr>
<tr>
<td>Shopping space Frankfurt, Terminal 1 &amp; 2</td>
<td>20,000</td>
<td>31,000</td>
<td>42,000</td>
</tr>
<tr>
<td>Duty Free &amp; Travel Value &amp; Speciality Shops</td>
<td>5,000</td>
<td>5,000</td>
<td>5,000</td>
</tr>
<tr>
<td>Total Retail space* Frankfurt, Terminal 1, 2 &amp; 3 and other services</td>
<td>36,000</td>
<td>47,000</td>
<td>55,000</td>
</tr>
</tbody>
</table>

*Retail space includes shopping space, such as food & beverages and other services.

---

**Retail & Real Estate**

**Retail Projects at FRA**

**Landside**
- **Next projects**
  - Shopping Avenue, level 2, area A opening in 2011
  - Shopping Boulevard, level 2, area A opening in 2011

**Latest openings**
- Airport City Mall, level 0, area A and B, open 2010
- Arrival Levels A and C, level 1, open 2010
- Expansion Hall C, level 2, open 2010

**Airside**
- **Next projects**
  - Redesign Concourse B, level 2
  - Pier A-Plus, level 2 and 3, opening of the new pier and additional retail space in 2011
  - Pier C, level 2, opening in 2016
  - Terminal 3, opening in parts until 2016/17
**Retail & Real Estate**

**New Terminal Layout: A-Plus Pier**

- For up to 6 million additional passengers on two levels
- 12,000 sqm retail space in total (new additional retail space 10,600 sqm), hereof approx. 10,000 sqm shopping space and 2,000 sqm F & B
- New market places with extensive retail offerings
- Focus on Lufthansa A380/B747-8
- 7 new widebody gates, 4 A380/B747-8

---

**Retail & Real Estate**

**Real Estate Revenue Split 2010**

€ mil.

- **Rents for Terminals** 22.0
- **Rents for Service & Admin. Buildings** 45.7
- **Leaseholds** 43.9
- **Land / Infrastructure** 48.0
- **Other Revenue**

**Real Estate Revenue** 170.5

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

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

- **Rents for Terminals**
  - Offices, lounges, storage mainly rented to airlines

- **Land / Infrastructure**
  - Energy supply (supply & infrastructure)
Retail & Real Estate
Real Estate: High Demand at FRA

Vacancy rate extremely low at FRA:

- 18% occupied
- 82% vacant
- 5% vacant

Heterogeneous property market benefits Frankfurt Airport

1) Source: Fraport, September 2010
2) Source: Real Estate Press Release Immomarkt, January 11, 2011
3) Source: Deal Magazine, January 12, 2011
4) Source: Holzhauser Research, October 2010
5) Source: Press Release HK Frankfurt, January 28, 2009
6) Source: Fraport
7) Source: Fraport, Die Welt, February 4, 2010; AT Kearney Study

Retail & Real Estate
Areas included in Frankfurt Airport City
### Retail & Real Estate

#### Split of Space on Fraport Property 2010

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aviation infrastructure</td>
<td>67%</td>
</tr>
<tr>
<td>Leaseholds, e.g. CCN/CCS</td>
<td>14%</td>
</tr>
<tr>
<td>Areas already developed, e.g. Terminal Area</td>
<td>16%</td>
</tr>
<tr>
<td>Areas to develop, e.g. Mönchhof Site</td>
<td>6%</td>
</tr>
<tr>
<td>Not available for usage</td>
<td>3%</td>
</tr>
</tbody>
</table>

21 sqkm

---

### Retail & Real Estate

#### Rentable Areas 2010

<table>
<thead>
<tr>
<th>Property</th>
<th>Sqm²</th>
<th>Office space in sqm</th>
<th>Storage in sqm</th>
<th>Others in sqm</th>
<th>Average rent/sqm/month</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rents in Terminals</td>
<td>235,500</td>
<td>103,500</td>
<td>56,000</td>
<td>76,000</td>
<td>€27</td>
</tr>
<tr>
<td>Rents in Service &amp; Admin. Buildings</td>
<td>531,500</td>
<td>152,500</td>
<td>208,000</td>
<td>171,000</td>
<td>€16</td>
</tr>
<tr>
<td>DLH Base</td>
<td>473,000</td>
<td>75,000</td>
<td>165,000</td>
<td>233,000⁶</td>
<td></td>
</tr>
</tbody>
</table>

1) Includes both space that is rented to external tenants and generates external rent revenue as well as space that is rented internally
2) Gross floor space
3) Office space incl. lounges
4) Plus service charges and auxiliary charges
5) Estimated figures for DLH Base
6) Incl. 8400 parking lots with approx. 160,000 sqm
**Retail & Real Estate**
Integrated 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 customers
- 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
  - → Site development
- Accelerate property development/expansion of the Airport City

**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 & Real Estate**
Terminals and Surrounding Areas

**Size and Features 2010**
Locations:
- ~ 48% of gross floor space at Terminals
- ~ 52% of gross floor space Service & administration buildings

Utilization split:
- ~ 40% offices/lounges
- ~ 25% storage
- ~ 20% operations
- ~ 15% other utilization

Ownership
- 100% Fraport

**Clients**
- DLH
- Other airlines
- Fraport
- Government agencies

Mixed utilization
- Offices/Lounges
- Storage
- Operations

500,000 sqm of total gross floor space
Retail & Real Estate
CargoCity North and South (CCN/CCS)

Size and Features 2010
- 1,490,000 sqm
- 11,600 employees
- A further 270,000 sqm gross land for building of space will be developed in the CCS, where 100,000 sqm of warehouse space are planned. The first third of that area will come on stream between 2013 and 2014.

Ownership
- 100% Fraport

Clients
- 250 companies: airlines, forwarders, express services and other service providers
- Major logistics companies such as:
  - Panalpina
  - Dachser
  - DHL
  - Yusen
  - LUG

Logistics utilization
- Tailor-made facilities for major logistics companies
- Express services, forwarders

1,490,000 sqm existing area land plus 270,000 sqm for further development

Retail & Real Estate
Home Base of Deutsche Lufthansa (DLH)

Size and Features 2010
- 790,000 sqm in the North
- 250,000 sqm in the South

Ownership in the North – 790,000 sqm
- 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 owns ground outside the parameter fence:
  - 113,000 sqm north of the airport ring road: Lufthansa’s training center and corporate headquarters
  - 55,000 sqm at Gateway Gardens: Lufthansa Sky Chefs operations

Ownership at Lufthansa Maintenance facilities in the South – 250,000 sqm land area
- The ground is owned by Fraport and rented to Lufthansa; Lufthansa / investors own the buildings
  - A 380 maintenance base
  - Lufthansa Technic Maintenance International base

Client
- DLH

1,040,000 sqm of land area
- Partly rented
- Partly under ground lease developed

Mixed utilization
- Offices
- Operational area
Retail & Real Estate
Mönchhof Site

- Size and Features 2010
  - 1,100,000 sqm of gross building land to sell and develop
  - For 840,000 sqm net building land zoning plans are in place
  - Approx. 275,000 sqm have been marketed already

- Ownership
  - Fraport Real Estate Mönchhof GmbH & Co. KG (100% subsidiary of Fraport AG)

- Clients/Sales Contracts of approx. 275,000 sqm:
  - Logisglobal with, among others, lessees like “Dress for less”, “Heinemann”, “Hasenkamp”
  - Zoth (equipment manufacturer)
  - DotKaSch (maintenance for airfreight containers)
  - Conturo/Contour II (freight forwarder)
  - Würth AG (tools supplier)
  - DHL/Harder Partner
  - Multi Park/Multi Park II (Logistics and technology)
  - ViaMai (Logistics)
  - WPG (project developer)
  - My Logistics
  - Rewe (distribution center for perishables)
  - Angelis (casino)

Retail & Real Estate
THE SQUAIRE

- Size and Features 2010
  - 200,000 sqm of gross floor space on 9 floors
  - 660 meters long and 65 meters wide
  - Start of construction in 2007
  - Opening in several steps during 2011
  - Completion of the multi-storey car park SQUAIRE Parking with additional 2,500 parking spaces by the end of 2011
  - THE SQUAIRE is an innovative world of working and living that is being created to perfectly harmonise the needs of employees, customers, and companies – a NEW WORK CITY. All under one roof – business and private life closely in sync.

- Ownership
  - THE SQUAIRE GmbH & Co. KG – a joint project of IVG Immobilien AG (97%) and Fraport AG (3%)

- Clients
  - Hilton Worldwide Group, 34,500 sqm of space with Hilton (248 rooms) and Hilton Garden Inn (234 rooms)
  - KPMG, European Headquarters, 36,000 sqm of office space
  - Further tenants: Arthur D. Little, European Headquarters of Nemak (automotive supplier), plug-and-work Business and Conference Center, retail & gastronomy tenants
Retail & Real Estate
Gateway Gardens

Size and Features 2010
- 350,000 sqm of gross building land
- Direct autobahn connections (A3, A5)
- Direct access to Frankfurt Airport’s operational area
- Regional link via own “Gateway Gardens S-Bahn station” (planned) and bus lines
- Fully developed with binding land-use plan

Ownership
- Grundstücksgesellschaft Gateway Gardens GmbH; Fraport AG holds 33% shares of the development company

Clients
- LSG Sky Chefs use 55,000 sqm for Europe's most modern catering services, completed in 2008
- Park Inn Hotel opened in June 2010
- Condor, start of construction of its new headquarters and flight operation center in 2010
- Meiningen Hotel, start of construction in 2010
- Integech, technical equipment supplier for buildings, start of construction for a new main office in 2010
- House of Logistics and Mobility (HOLM), research and education institution

Group Financials & Segments

Ground Handling
**Ground Handling Segment Structure**

**Ground Handling**
Michael Müller, Executive VP

- **Ramp & Passenger Services**
  - Aircraft acceptance
  - Supply of handling equipment
  - Loading & unloading of aircraft (baggage, freight, mail)
  - Walk-out assistance
  - 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 (~73 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 Key Figures**

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA (€ mil.)</th>
<th>EBIT (€ mil.)</th>
<th>EBITDA margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>620.5</td>
<td>37.4</td>
<td>6.0%</td>
</tr>
<tr>
<td>2008</td>
<td>642.7</td>
<td>52.1</td>
<td>8.1%</td>
</tr>
<tr>
<td>2009</td>
<td>619.9</td>
<td>40.1</td>
<td>6.4%</td>
</tr>
<tr>
<td>2010</td>
<td>658.6</td>
<td>44.1</td>
<td>6.7%</td>
</tr>
</tbody>
</table>

1) Figures including special and consolidation effects
2) Due to change in IAS accounting and new segment structure from 2009 onwards, figures for 2008 adjusted
Ground Handling Segment Revenue Split 2010

€ mil.

Segment Revenue 658.6

Central Infrastructure 225.3
Ground Handling 420.3

Ground Handling charges
For services provided to airlines including:
• 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 Heterogeneous Markets

Market volume (global in 2010): € 55 bn.¹

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”

¹ Source: Condor AG 2010
**Ground Handling**

**Connecting Times as a Competitive Advantage**

<table>
<thead>
<tr>
<th></th>
<th>Guaranteed Minimum Connecting Time (^1) in min. for passengers and checked baggage</th>
</tr>
</thead>
<tbody>
<tr>
<td>FRA</td>
<td>45</td>
</tr>
<tr>
<td>AMS</td>
<td>40 50</td>
</tr>
<tr>
<td>LHR</td>
<td>60 120</td>
</tr>
<tr>
<td>CDG</td>
<td>60 150</td>
</tr>
</tbody>
</table>

\(^1\) Not including domestic-to-domestic connections.
Source: CDG Pocket Flight Guide, January 2011

---

**Ground Handling**

**Fraport among leading Worldwide GH companies**

<table>
<thead>
<tr>
<th>Ground Handler</th>
<th>Revenue in mil. €</th>
<th>At number of stations</th>
<th>In number of countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Swissport</td>
<td>1,358</td>
<td>177</td>
<td>38</td>
</tr>
<tr>
<td>Fraport(^1)</td>
<td>658.6</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Dnata</td>
<td>629</td>
<td>20</td>
<td>9</td>
</tr>
<tr>
<td>WFS(^2)</td>
<td>600</td>
<td>110</td>
<td>17</td>
</tr>
<tr>
<td>Monchies Aviation Group</td>
<td>572</td>
<td>112</td>
<td>27</td>
</tr>
<tr>
<td>Servisair</td>
<td>554</td>
<td>121</td>
<td>30</td>
</tr>
<tr>
<td>Aviapartner</td>
<td>355</td>
<td>35</td>
<td>5</td>
</tr>
<tr>
<td>SATS</td>
<td>262</td>
<td>27</td>
<td>6</td>
</tr>
<tr>
<td>Celebi</td>
<td>144</td>
<td>28</td>
<td>4</td>
</tr>
</tbody>
</table>

\(^1\) FY 2010
\(^2\) FY 2008
Source: company data, Fraport, 2010
Ground Handling
Business Activities: Who Does What?

- Loading bridges: Fraport
- Ground power: Fraport
- Baggage security: Fraport
- Catering: LSG
- De-icing: Fraport (NICE?)
- Push-back: Fraport
- Fueling: FJS Frankfurt Jet Services
- Transportation (baggage/cargo/mail): Fraport
- High loaders & transporters: Fraport
- Loading/unloading (baggage/cargo/mail): Fraport
- Crew transportation: Fraport or airline
- Toilet service: Fraport
- Cabin cleaning: Fraport / ASG
- Ramp agent: Fraport or airline
- Passenger stairs & passenger transportation: Fraport
- Water service: Fraport
- 1) 92% subsidiary of Fraport

Ground Handling
On-time Management of Complex Processes

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

**Core Business Area: Ramp Services 2010**

**Ramp Services**
- Regulated market: one third-party handler, Acciona
- Main customers of Fraport: Lufthansa and Star Alliance partners
- ~196,000 aircraft handled in 2010
- ~ 24.4 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 Share of Ramp Services**
- 12.6% Fraport AG
- 87.4% Acciona

1) Based on MTOW 2009, source: Fraport

---

**Ground Handling**

**Core Business Area: Passenger Services 2010**

**Passenger Services**
- Open market: third-party handlers (e.g., Acciona) and self-handling (e.g., Lufthansa)
- ~24,500 aircraft handled in 2010

**Activities**
- Station representation
- Check-in & boarding
- Ticket service
- Baggage tracing (lost & found)
- Arrival service
- Training
- Flight and Ground Ops
- Ramp Agent Services
- General aviation terminal

→ Fraport handles approximately 39% of the ’free market’ (excluding Lufthansa self-handling)

**Market Share**
- 13.4% Fraport AG
- 16.0% Lufthansa self-handling
- 51.7% Lufthansa 3rd party
- 5.0% Others

1) Based on Passengers 2010 for Check-In and Gating, source: Fraport
2) FFPs included
3) Several handlers with up to 2% market share each
**Ground Handling**

**Core Business Area: Central Infrastructure 2010**

**Central Infrastructure**
- Sole provider
- Provision of infrastructure, incl. Baggage conveyor system (73 km)
- Baggage performance in 2010: 1.10% disconnected baggage
- ~27.0 mil. pieces of baggage (2010)

**Activities and Features**
- Total Baggage Management, incl. Intermodal handling (AirRail Terminal)
- Baggage facilities and conveyor system
- 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](image)

---

**Ground Handling**

**Baggage Performance: Best Practice in FRA**

Integrated process management paired with top-notch infrastructure ensure excellent baggage performance in FRA on a best practice level compared to other European mega hubs.

**Baggage facilities and conveyor system**
- More than 70 km long, the Frankfurt Airport's baggage conveyor system is one of the world's largest facilities of its kind
- Capacity: approx. 18,000 items per hour
- Record: 100,869 baggage items a day
- System reliability rate: 99.5%
- Guaranteed transfer time: 45 minutes
- Transport speed: 2.5 m/sec; max. speed 5 m/sec
- Only 1.10 disconnected baggage per 1,000 items¹ in FRA – top performance of our Fraport Ground Services

¹) Related to all checked and transferred baggage
Ground Handling
Core Business Area: Cargo Services 2010

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%)
- ~558,100 metric tons of cargo handled in 2010

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

→ FCS handles approximately 41.4% of the „free market“ (excluding Lufthansa self-handling)

Market Share

- FCS: 25.0%
- Lufthansa: 39.7%
- Lufthansa 3rd party: 29.4%
- Others: 5.9%

1) Basic Cargo Tonnage 2010; Source: FCS
2) Several handlers with 1-5% market share each

Ground Handling
Excellent Connectivity

Exemplary system partnership
Joint approach of Fraport’s Ground Handling division and key customer Lufthansa, optimizing handling services and productivity

Logistics masterpiece behind the scenes
Optimized communication and logistics channels improve baggage and passenger flows as well as aircraft processes, thus maximizing connectivity

Close cooperation of logistic partners
Integrated controlling of all operative processes in FRA’s Hub Control Center – 24 hours for up to 1,000 flights per day

Winners of the German Logistics Award 2008
for „Integrated Passenger and Baggage Logistics at the Frankfurt Aviation Hub“ for this joint project of Fraport and Lufthansa

Source: Fraport, www.blt.de
Ground Handling
Restructuring for Profitable Growth decided in 2009

- Fraport keeps its integrated business model
- Cutback of corporate benefits, e.g.:
  - Employee stock plan reduced
  - Pay for rotating shift pause abolished
  - Benefit payments reduced by 70%
  - Reduced tariff conditions for new staff

Sustainable savings from 2015

- Personnel cost savings in Ground Handling:
  ~ € 24 mil. p.a.
- Additional savings in non-personnel costs and internal cost allocation:
  ~ € 18 mil. p.a.
- Total savings
  ~ € 42 mil. p.a.

Group Financials & Segments
External Activities & Services
Fraport at a Glance
Fraport Activities Worldwide

External Activities & Services
Segment Structure

External Activities & Services
Alexander Zinell, Senior VP

Airports

Majority Holdings
Antalya International Airport (ANTA), 51%
Jürgen Strauss Welthandel GmbH & Co. Luftfahrt (JUL), 70.01%
Varna Airport (VAR) & Burgas Airport (BOJ), 60%
Pulkovo Airport (LED), St. Petersburg, 36.9%

Minority Holdings
Hanover Airport (HGT), 30%
Indira Gandhi International Airport (DEL), Delhi, 10%
Kheri Kheriyan International Airport (KXI), 28.9%
Pulkovo Airport (LED), St. Petersburg, 36.9%

Management Contracts
Cairo International Airport (CAI), Egypt
Dakar Airport (DKR), Senegal
Riyadh (RUH), Saudi Arabia
Jeddah (LED), Saudi Arabia

Service Providers
Fraport Ground Services Austria, Vienna, 100%
Air Transport IT, Orlando, Florida, 100%
Tradeport Hong Kong (Logistics), 18.75%

Services
Facility Management
Information and Telecommunication
External Activities & Services
Key Figures

€ mil.

2007
2008
2009
2010

EBITDA margin
13.1%
26.7%
45.3%
54.7%

ICTS effect: 248.1

Revenue
EBITDA
EBIT

1) Figures including special and consolidation effects
2) Due to change in IAS accounting and new segment structure from 2009 onwards, figures for 2009 adjusted

---

External Activities & Services
Segment Revenue Split 2010

€ mil.

439.0

Other Revenue
129.9

Antalya
133.5

Varna & Burgas
40.2

Lima
135.4

Other revenues are generated by majority held subsidiaries/management contracts, such as:

- Air IT Systems, Hanover
- Fraport Saudi Arabia, Riyadh
- Ground Service Austria
- Air Transport IT, Orlando, USA
- Medical Airport Services, Kelsterbach
External Activities & Services

Fraport Manages a Variety of Airports

<table>
<thead>
<tr>
<th>Hubs</th>
<th>Regional Airports</th>
<th>Tourist Airports</th>
<th>Management Contracts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frankfurt Main</td>
<td>X'ian Airport</td>
<td>Antalya Airport</td>
<td>Cairo Airport</td>
</tr>
<tr>
<td>Share: 100%</td>
<td>Share: 24.5%</td>
<td>Share: 51.0%</td>
<td>Duration: 8Y</td>
</tr>
<tr>
<td>53.0 mil. passengers</td>
<td>18.0 mil. passengers</td>
<td>22.1 mil. passengers</td>
<td>16.15 mil. passengers</td>
</tr>
<tr>
<td>Lime Airport</td>
<td>Hanover Airport</td>
<td>Burgas Airport</td>
<td>Riyadh</td>
</tr>
<tr>
<td>Share: 70.01%</td>
<td>Share: 30.0%</td>
<td>Share: 60.0%</td>
<td>Duration: 6Y</td>
</tr>
<tr>
<td>10.3 mil. passengers</td>
<td>5.1 mil. passengers</td>
<td>1.9 mil. passengers</td>
<td>12.8 mil. passengers</td>
</tr>
<tr>
<td>Delhi Airport</td>
<td>Pulkovo Airport</td>
<td>Varna Airport</td>
<td>Jeddah</td>
</tr>
<tr>
<td>Share: 10.0%</td>
<td>Share: 25.5%</td>
<td>Share: 60.0%</td>
<td>Duration: 6Y</td>
</tr>
<tr>
<td>28.4 mil. passengers</td>
<td>8.5 mil. passengers</td>
<td>1.2 mil. passengers</td>
<td>18.5 mil. passengers</td>
</tr>
<tr>
<td>Dakar Airport</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Duration: 22Y</td>
<td>1.7 mil. passengers</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1) 2009 figures, 2010 figures not available at time of publication

External Activities & Services

History of Fraport’s Airports

- Management contracts
- Minority holdings
- Majority holdings

- Cairo (CAI)
- Xi’an
- Delhi (DEL)
- Hannover (HAJ)
- Varna & Burgas
- Lima (LIM)
- Antalya (AYT)
- Frankfurt-Hahn (HHN)
- Saarbrücken (SCN)
- Manila (MNL)
- St. Petersbourg

2005-2010

1) Extension option
2) No concession, shares
3) Frankfurt-Hahn sold to the State of Rhineland-Palatinate in Jan. 2009
External Activities & Services
Antalya Airport at a Glance

Profile
- 2nd largest airport in Turkey (2010)
- Tourist gateway to Turkish Riviera

Infrastructure
- 2 runways (airside infrastructure managed by state authority)
- 2 international terminals and 1 domestic terminal + 1 CIP terminal

Main Carriers
- Sky Airlines, SunExpress, Pegasus

Further Carriers
- Orenburg, Transaero, Condor

Passenger CAGR (2000-2010)
- 11.4%

---

External Activities & Services
Antalya Airport Financials

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers</td>
<td>in mil.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>22.1</td>
<td>11.0²</td>
</tr>
<tr>
<td>Movements</td>
<td>in '000</td>
<td>147.2</td>
</tr>
<tr>
<td>Revenue</td>
<td></td>
<td>286.9</td>
</tr>
<tr>
<td>EBITDA</td>
<td></td>
<td>216.9</td>
</tr>
<tr>
<td>EBIT</td>
<td></td>
<td>122.8</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>81.3%</td>
<td>44.1%</td>
</tr>
<tr>
<td>Fraport share</td>
<td>51%</td>
<td>51%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>50%</td>
<td>50%</td>
</tr>
</tbody>
</table>

Fraport share: 51.00%
- 51% voting rights
- 50% dividend rights
- Dividend rights increased by 16% to 50% in Jan. 2009

Other shareholders
- IC İctas İnşaat Sanayi ve Ticaret A.S. (48.99%)
- Fraport IC İctas Havayolları Taşımacı Anonim Şirketi (0.01%)

Fraport history
- Fraport holds a majority interest in Terminal 1 (BOT) since '99
- New concession contract since Sep. 2007
- Since Sep. 2007 Fraport is operating Terminal 1 + Domestic Terminal with its partners, 23rd Sep 2009 takeover of Terminal 2
- From 23rd Sep. 2009 till 2024 Fraport operates all 3 terminals together with Turkish IC Holding

Regulation
- Fixed passenger fee
- Capex (Obligation)
- EPC contract € 99 mil. for modernization of infrastructure and new domestic terminal

---

1) 2nd International Terminal included as of Sept. 24, 2009
2) All terminals effective Oct. 2009
3) Total passengers for Antalya Airport
4) Figures before consolidation
Segment External Activities & Services
Antalya Overview

2010 review
• Strong international growth due to competitive value for money in Turkey
• Main growing origin markets: Germany, Russia & UK
• Domestic growth due to cheap ticket prices and emergence of Low Cost Carrier
• YTD #1 Mediterranean Airport in peer group (September 2010)

2011 onwards
• Sustainable strong demand from Russia and Western Europe expected in 2011
• Sufficient capacity to handle traffic growth

External Activities & Services
Lima Airport at a Glance

Profile
• Largest airport in Peru
• Regional hub for LAN and TACA

Main Carrier
• LAN

Further Carriers
• American Airlines, Iberia, KLM, Air Europa, TACA, Copa, Sky Airlines

Passenger CAGR (2001-2010)
• 10.6%
• 2010 first year with more than 10 mil. passengers (10.3 mil.)
**External Activities & Services**

**Lima Airport Financials**

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>10.3</td>
<td>8.8</td>
</tr>
<tr>
<td>Movements in '000</td>
<td>120.5</td>
<td>105.0</td>
</tr>
<tr>
<td>Revenue 1</td>
<td>135.4</td>
<td>116.2</td>
</tr>
<tr>
<td>EBITDA 1</td>
<td>49.1</td>
<td>41.4</td>
</tr>
<tr>
<td>EBIT 1</td>
<td>37.6</td>
<td>29.9</td>
</tr>
<tr>
<td>EBITDA margin 1</td>
<td>30.6%</td>
<td>42.3%</td>
</tr>
<tr>
<td>Fraport share</td>
<td>70.01%</td>
<td>70.01%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full</td>
<td>full</td>
</tr>
</tbody>
</table>

Fraport share: 70.01%

Other shareholders:
- International Finance Corporation (IFC) (19.99%)
- Fondo de Inversion en Infraestructura, Servicios Publicos y Recursos Naturales (Apoyo) (10.00%)

**Fraport history**
- 2001 – 2007 Fraport held 42.76%
- From August 2007 until May 2008 100%
- Since May 2008 70.01%
- 30-year BOT concession contract, with an extension option until 2041

**Regulation**
- Until the end of 2008 fixed tariffs according to concession agreement, since 2009 single ticket

**Capex (Obligation)**
- Fixed obligation until 2008. Capex in total of USD 256 mil. exceeded contractual obligation
- Variable obligation 2009-30: 2nd runway and terminal as well as JATA Service level B

---

**Segment External Activities & Services**

**Lima Overview**

**2010 review**
- Traffic growth primarily driven by additional frequencies on domestic routes, international growth dampened by Machu Picchu access problems in H1
- >90% of Peruvian international traffic handled in Lima
- Cargo growth by GDP development
- Winner: Skytrax “Airport of the Year” in South America in 2009 & 2010
- World Travel Award “South America’s Leading Airport”

**2011 outlook**
- Additional international routes planned e.g.: Paris, Moscow & Santiago de Chile
- Minimal capacity reduction for runway overlay for two months (planned in Q4)
External Activities & Services
Varna and Burgas Airports at a Glance

Profile
- Tourist gateway to the Black Sea

Infrastructure Varna
- 1 runway, capacity for 30 movements/hour
- 2 terminals, capacity for 1.16 mil. passengers/year

Infrastructure Burgas
- 1 runway, capacity for 30 movements/hour
- 1 terminal, capacity for 1.2 mil. passengers/year

Main Carriers
- Bulgaria Air (VAR), Air Via (BOJ)

Further Carriers
- Wizz Air, Transaero Airlines, Austrian Airlines

Passenger CAGR (2000-2010)
- 10.8%

---

External Activities & Services
Varna and Burgas Airports Financials

<table>
<thead>
<tr>
<th>Airports of Twin Star</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue (€ mil.)</td>
<td>40.2</td>
<td>35.4</td>
</tr>
<tr>
<td>EBITDA (€ mil.)</td>
<td>21.1</td>
<td>19.0</td>
</tr>
<tr>
<td>EBIT (€ mil.)</td>
<td>13.9</td>
<td>11.9</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>52.5%</td>
<td>53.7%</td>
</tr>
<tr>
<td>Fraport share</td>
<td>60%</td>
<td>60%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full</td>
<td>full</td>
</tr>
<tr>
<td>Varna</td>
<td>2010</td>
<td>2009</td>
</tr>
<tr>
<td>Passengers (mil.)</td>
<td>1.2</td>
<td>1.2</td>
</tr>
<tr>
<td>Movements (thousand)</td>
<td>12.6</td>
<td>12.7</td>
</tr>
</tbody>
</table>

Fraport share: 60.00%
Other shareholders
- Airport Services Ltd. (40.00%)

Fraport history
- In September 2006 Fraport has been awarded the concession for modernizing, expanding and operating both airports
- BOT concession contract for 35 years

Regulation
- Dual till

Capes (Obligation)
- €54 mil. until 2011
- 2 new terminals until 2013
- Further investments subject to traffic growth
Segment External Activities & Services
Varna & Burgas Overview

Varna
- Terminal construction on track
- Inauguration: 2013
- New capacity for 1.8 mil. passengers/year
- Runway refurbishment as of 10/2011

Burgas
- Terminal construction on track
- Inauguration: 2013
- New capacity for 2.7 mil. passengers/year

External Activities & Services
Minority: Hanover Airport, Germany

Fraport share: 30.00%
Other shareholders
- City of Hanover (35.00%)
- State of Lower Saxony (35.00%)

Profile
- 24 hour operation
- 3rd highest runway capacity in Germany

Infrastructure
- 2 runways, capacity for 60 movements/hour
- 3 terminals, capacity for 10 mil. passengers/year

Main Carriers
- TLi, Lufthansa

Further Carriers
- Lufthansa, Condor, Germanwings, SunExpress

Passenger CAGR (2000-2010)
- ~0.66%

Passengers Total 2010
- 5.1 mil. (+1.8% yoy)
External Activities & Services
Minority: Delhi, India

Fraport share: 10.00%
Other shareholders
- GMR Group (54.00%)
- Airports Authority of India (26.00%)
- Malaysia Airports (Mauritius) Private Ltd. (10.00%)

Profile
- Largest airport in India
- Capital Airport

Infrastructure
- 3 runways, capacity for 70 movements/hour
- 3 terminals, capacity for 46 mil. passengers/year

Main Carrier
- Air India

Further Carriers
- Jet Airways, IndiGo, Kingfisher

- 12.5%

Passengers Total 2010
- 20.5 mil.

---

External Activities & Services
Minority: Xi’an, China

Fraport share: 24.5% Fraport Asia Ltd.
Other shareholders
- 50.9% China West Airport Co., Ltd.
- 24.5% China National Aviation Corporation Airport Investment, Ltd.
- 0.1% CWAG Aviation Logistics (Xi’an) Co. Ltd.

Profile
- 6th biggest airport in China
- Center of the Chinese aerospace and aviation industry
- Known for its world-famous Terracotta Army

Infrastructure
- 1 runway, capacity for 43 movements/hour
- 2 terminals, capacity for 11 mil. passengers/year

Main Carrier
- China Eastern Group

Further Carriers
- Hainan Airlines Group, China Southern Group, Air China Group, Shenzhen Airport Group

Passenger CAGR (2000-2010)
- 15.8%

Passengers Total 2010
- 18.0 mil.
**External Activities & Services**

**Minority: Saint Petersburg, Russia**

Fraport share: 35.5%

Other shareholders:
- VTB Bank 50.0%, Russia
- Koltsbera Holding 7.5%, Cyprus
- Copelouzos Group 7.0%, Greece

Profile:
- 4th largest Russian Airport (after three Moscow airports)

Infrastructure:
- 2 parallel runways, current capacity for 28 movements/hour, potential capacity up to 100 movements/hour possible
- 2 terminals, capacity for 10 mil. passengers/year

Main Carrier:
- Rossiya Airlines

Further Carriers:
- Aeroflot, Lufthansa, Transaero, S7

Passenger CAGR (2000-2010):
- 12.6%

Passengers Total 2010:
- 8.4 mil.

---

**External Activities & Services**

**Management Contracts**

**Cairo, Egypt**

Profile:
- On the way of becoming the hub of MENA (Middle East North Africa)

Infrastructure:
- 3 parallel runways, capacity for 150+ movements/hour
- 2 passenger terminals, capacity for 19 mil. passengers/year
- 3rd terminal under construction, capacity for 8 mil. passengers/year

Main Carrier:
- Egypt Air

Further Carriers:
- Saudi Arabian Airlines, Lufthansa, Emirates, Gulf Air

Passenger CAGR (2004-2010):
- 9.4%

Passengers Total 2010:
- 16.1 mil.

**Dakar, Senegal**

Profile:
- New Airport currently under construction

Infrastructure:
- 1 runway
- 1 terminal, capacity for 3.0 mil. passengers/year

Profile old airport:
- In operation until opening of the new airport

Carriers:
- Senegal Airlines, Air France, Royal Air Maroc, Brussels Airlines, Delta

Passenger CAGR (2005-2010):
- 4.5%

Passengers Total 2010:
- 1.7 mil.

**Riyadh & Jeddah, Saudi Arabia**

**Riyadh**

Profile:
- Capital airport

Infrastructure:
- 2 runways
- 4 terminals

Main Carrier:
- Saudi Arabian Airlines

Further Carriers:
- Air India, Pakistan International Airlines

Passengers Total 2009:
- 13.2 mil.

**Jeddah**

Profile:
- Pilgrim airport, Red Sea

Infrastructure:
- 3 runways
- 3 terminals

Main Carrier:
- Saudi Arabian Airlines

Further Carriers:
- Egypt Air, Arab, Air India, Austrian Airlines, Lufthansa

Passengers Total 2009:
- 16.0 mil.

*) 2010 figures were not available at time of publication.
Fraport Share and Management

Fraport Share & Management
IR Strategy

Focus of Fraport’s Investor Relations

Reliability
“Our goal is to achieve at least as much as we have promised.”

Transparency
“We enable everyone to receive all of our communications in full, either live or with only a minimal delay.”

Interactivity
“Our Investor Relations department was created for active financial communication.”

Consistency
“Regular reports and publications are an essential prerequisite for recognizing the value of our company.”
**Fraport Share & Management**

**Share Data**

- **ISIN:** DE0005773303
- **Share symbol:** FRA GR (Bloomberg)
- **Class of share:** Ordinary bearer shares with a notional par value of € 10.00 each
- **Capital stock (acc. to IFRS):** € 918.4 million
- **Calculated par value per share:** € 10.00
- **Number of floating shares¹** on Dec. 31, 2010: 91,915,588
- **Listing:** Frankfurt Stock Exchange – official trading (Prime Standard), MDAX²
- **Sustainability Share Indices:** Dow Jones Sustainability Index, FTSE4Good Index
- **IPO:** June 11, 2001
- **Placement price:** €35.00

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¹ Total number of shares on the balance sheet date minus treasury shares
² Index of Deutsche Börse for mid caps from classic sectors

---

**Fraport Share & Management**

**Shareholder Structure (as of December 31, 2010)**

- **Unknown:** 24.55%
- **Taube Hodson:** 3.58%
- **Lufthansa:** 9.92%
- **Artio Global:** 10.33%
- **State of Hesse:** 31.50%
- **City of Frankfurt:** 20.12%

The relative ownership interest of the individual shareholders was adjusted to the current total number of shares existing as at June 30, 2010, 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.

Source: State of Hesse, City of Frankfurt, Deutsche Lufthansa, Fraport.
Fraport Share & Management
Geographical Split

Total Geographical Split of Share

- Germany: 62.5%
- USA: 20.2%
- Rest of Europe: 11.9%
- Australia: 4.4%
- UK: 4.2%
- Asia: 1.6%

Geographical Split of Free Float

- Germany: 52.6%
- USA: 13.6%
- Rest of Europe: 11.9%
- Australia: 8.8%
- UK: 10.9%
- Asia: 2.6%
- Unknown: 2.5%
- Others: 1.1%

1) Excluding Haase, Fraport and Lufthansa, for unknown shareholding, own estimates

Fraport Share & Management
Key Figures of the Fraport Share

<table>
<thead>
<tr>
<th></th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-end price</td>
<td>€ 31.39</td>
<td>€ 44.90</td>
<td>€ 54.02</td>
<td>€ 53.87</td>
<td>€ 30.91</td>
<td>€ 36.28</td>
<td>€ 47.16</td>
</tr>
<tr>
<td>Highest price</td>
<td>€ 31.39</td>
<td>€ 44.90</td>
<td>€ 66.77</td>
<td>€ 64.65</td>
<td>€ 54.34</td>
<td>€ 38.90</td>
<td>€ 48.78</td>
</tr>
<tr>
<td>Lowest price</td>
<td>€ 22.20</td>
<td>€ 29.59</td>
<td>€ 44.90</td>
<td>€ 45.63</td>
<td>€ 23.67</td>
<td>€ 22.46</td>
<td>€ 34.40</td>
</tr>
<tr>
<td>Annual performance</td>
<td>% -40.3</td>
<td>% 45.4</td>
<td>% 22.3</td>
<td>% 1.9</td>
<td>% -40.4</td>
<td>% 21.1</td>
<td>% 33.2</td>
</tr>
<tr>
<td>Earnings per share</td>
<td>€ 1.55</td>
<td>€ 1.85</td>
<td>€ 2.63</td>
<td>€ 2.44</td>
<td>€ 2.07</td>
<td>€ 1.90</td>
<td>€ 2.86</td>
</tr>
<tr>
<td>Dividend per share</td>
<td>€ 0.75</td>
<td>€ 0.90</td>
<td>€ 1.15</td>
<td>€ 1.15</td>
<td>€ 1.15</td>
<td>€ 1.15</td>
<td>€ 1.25</td>
</tr>
<tr>
<td>Dividend yield at Dec. 31</td>
<td>% 2.4</td>
<td>% 2.0</td>
<td>% 2.1</td>
<td>% 2.1</td>
<td>% 3.7</td>
<td>% 3.2</td>
<td>% 2.7</td>
</tr>
<tr>
<td>Payout ratio</td>
<td>% 48.3</td>
<td>% 49.8</td>
<td>% 43.9</td>
<td>% 47.2</td>
<td>% 55.7</td>
<td>% 70.8</td>
<td>% 44.0</td>
</tr>
<tr>
<td>Price-earnings ratio</td>
<td>20.1</td>
<td>24.3</td>
<td>26.5</td>
<td>22.1</td>
<td>14.8</td>
<td>22.7</td>
<td>16.5</td>
</tr>
<tr>
<td>Average trading volume per day</td>
<td>102,563</td>
<td>106,898</td>
<td>209,183</td>
<td>202,132</td>
<td>296,704</td>
<td>163,070</td>
<td>160,634</td>
</tr>
<tr>
<td>Market capitalization at Dec. 31</td>
<td>€ million 2,841</td>
<td>€ 4,689</td>
<td>€ 4,936</td>
<td>€ 4,932</td>
<td>€ 2,836</td>
<td>€ 3,333</td>
<td>€ 4,336</td>
</tr>
<tr>
<td>Total number of shares at Dec. 31</td>
<td>million 90.6</td>
<td>91.2</td>
<td>91.5</td>
<td>91.6</td>
<td>91.7</td>
<td>91.9</td>
<td>91.9</td>
</tr>
<tr>
<td>Number of floating shares at Dec. 31</td>
<td>million 90.5</td>
<td>91.1</td>
<td>91.4</td>
<td>91.5</td>
<td>91.6</td>
<td>91.8</td>
<td>91.8</td>
</tr>
</tbody>
</table>
Fraptor Share & Management
Stock Performance since IPO

June 11, 2001  December 31, 2010

1) For comparison reason the index of Fraport share performance was calculated by adding the dividend per share to the stock price.

Fraptor Share & Management
CEO: Dr. Stefan Schulte

Fraport AG's CEO since September 2009
Responsible for:
- Traffic and Terminal Management, Airport Expansion, Corporate Safety and Security
- Internal Auditing
- Legal Affairs
- Corporate Development
- Corporate Communications

Brief biography:
- April 2007 – August 2009: Vice Chairman and COO
- 2003 – April 2007: CFO of Fraport AG
- 2001 – 2003: Executive board member (CFO) of Deutz AG, responsible for finance and human resources
- CFO at Infostrada 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 Share & Management
CFO: Dr. Matthias Zieschang

Fraport AG’s CFO since April 2007

Responsible for:
- Information and Telecommunication
- Global Investment and Management (External Activities)
- Controlling
- Finance and Investor Relations
- Accounting
- Central Purchasing, Construction Constructs

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

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Fraport Share & Management
Executive Director Labor Relations: Herbert Mai

Fraport AG’s Executive Director Labor Relations since 2001

Responsible for:
- Retail and Real Estate
- Human Resources
- Sustainability Management and Corporate Compliance

Brief biography:
- 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
Map of Frankfurt Airport incl. Terminal 3 (planned) and Northwest Runway, as of January 2011
Fraport Share & Management
COO: Peter Schmitz

Fraport AG’s COO since September 2009
Responsible for:
- Airport Security Management
- Ground Services (Ground Handling)
- Facility Management
- Corporate Infrastructure Management
- Passenger Experience

Brief biography:
- 2001 – 2009: Senior Executive VP Ground Services Fraport AG
- 1996 – 2001: Head of Logistics at Headquarters Allied Air Forces Central Europe, Ramstein, Germany
- 1984 – 1996: Different German Air Force appointments

Glossary I

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

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

CAAGR
Acronym for Compound Annual Growth Rate

CUTE
Common Use Terminal Equipment

DLH
Acronym for Deutsche Lufthansa

EPS
Acronym for Earnings per Share

EIB
Acronym for European Investment Bank

External Activities & Services
One of the Fraport Group’s business segments. The External Activities 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
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.

O & D
Origin and Destination

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

Retail & Real Estate
One of the Fraport Group's business segments. The Retail & Real Estate segment encompasses the letting of shops, offices, the management of parking facilities and real estate marketing.

ROFRA
Abbraviation for Return on Fraport Assets = EBIT divided by Fraport assets

RPK
Acronym for Revenue Passenger KIломetrs: number of paying passengers multiplied with number of kilometers they traveled

Star Alliance
The world's largest strategic alliance of airlines, which also includes Lufthansa German Airlines

WiBAnk
Bank for Infrastructure in State of Hesse: Wirtschafts- und Infrastrukturbank Hessen (WiBAnk) [before: Landeszentralbank Hessen (LTH) Bank für Infrastruktur]

Investor Relations
IR Contact – meet IR

Fraport AG
Frankfurt Airport Services Worldwide
60547 Frankfurt am Main
Phone +49 69 690-74842
Fax +49 69 690-74843
Email investor.relations@fraport.de

Stefan J. Rüter
Head of Finance & IR
Phone +49 69 690-74840
s.rueter@fraport.de

Svenja Knaul
Senior Assistant IR
Phone: +49 69 690-74842
s.knaul@fraport.de

Marc Poeschmann
Manager IR
Phone: +49 69 690-74845
m.poeschmann@fraport.de

Florian Fuchs
Manager IR/Reporting
Phone: +49 69 690-74844/Phone: +49 69 690-74846
f.fuchs@fraport.de

Tanja Nagel
Reporting
Phone: +49 69 690-74848
t.nagel@fraport.de
**Investor Relations**  
**IR Service – meet IR**

<table>
<thead>
<tr>
<th>Financial Calendar 2011</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>3-month interim report 2011</td>
<td>Thursday, May 12</td>
</tr>
<tr>
<td>Annual General Meeting</td>
<td>Wednesday, June 1</td>
</tr>
<tr>
<td>6-month interim report 2011</td>
<td>Thursday, August 4</td>
</tr>
<tr>
<td>9-month interim report 2011</td>
<td>Thursday, November 10</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Traffic Calendar 2011</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>March 2011</td>
<td>Tue., April 12, 2011</td>
</tr>
<tr>
<td>April 2011</td>
<td>Thu., May 12, 2011</td>
</tr>
<tr>
<td>June 2011</td>
<td>Tue., July 12, 2011</td>
</tr>
<tr>
<td>August 2011</td>
<td>Mon., September 12, 2011</td>
</tr>
<tr>
<td>September 2011</td>
<td>Thu., October 13, 2011</td>
</tr>
<tr>
<td>October 2011</td>
<td>Thu., November 10, 2011</td>
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<tr>
<td>November 2011</td>
<td>Mon., December 12, 2011</td>
</tr>
</tbody>
</table>

**The latest IR Information**

For all information about our investor relations activities and to get in touch with us, please go to:

[www.meet-ir.com](http://www.meet-ir.com)

Here you find e.g. the dates of roadshows and conferences as well as downloads of the latest data and presentations.