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## GROUP FINANCIALS & SEGMENTS

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### Map of Frankfurt Airport Property

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Fraport at a Glance

Overview
Map of Frankfurt Airport incl. Terminal 3 (planned) and Northwest Runway, as of January 2013
Overview

Features of Fraport Group

- Fraport AG – Frankfurt Airport Services Worldwide – based in Frankfurt/Main, Germany
- Owns and operates Frankfurt Airport, Germany’s biggest hub airport as well as other airports around the world
- IPO in June 2001
- 188.2 million passengers at all airports of Fraport Group in 2012
  - 99.4 million passengers at majority-owned airports (with an interest of min. 50%)
  - 74.1 million passengers at minority-owned airports
  - The Fraport Group employs 20,963\(^1\) people, thereof 18,939 in Germany
- Fraport generated revenue of €2.4 bn., EBITDA of €851 million in 2012 and a Group result of €252 million\(^2\)

1) Average number of employees, excluding apprentices and employees on leave
2) Rounded figures, group result before minorities

Overview

History of Fraport Group

1924 Opening of the Airfield at the Reibstrock Site, 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 Flughafen Frankfurt/Main AG - Resumption of civil aviation services
1972 Inauguration of Terminal 1
1994 Third Runway (West) goes into service
2001 Initial Public Offering; new company name “Fraport AG”
1997 until today Focus on international activities: Acquisition of Hanover, Frankfurt-Hahn, Delhi, Antalya, Lima, Varna & Burgas, Xi’an, Saint Petersburg; Management Contracts with Riyadh & Jeddah, Cairo, Dakar
2008 Construction start of Pier A-Plus
2009 Construction start of the Runway Northwest
2011 Inauguration of the Runway Northwest
2012 Inauguration of Pier A-Plus
**Overview Group Traffic Figures 2012**

<table>
<thead>
<tr>
<th>Airport</th>
<th>Passengers (in 000)</th>
<th>Cargo (in %)</th>
<th>Movements (in %)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frankfurt</td>
<td>57,520</td>
<td>2,066</td>
<td>482</td>
</tr>
<tr>
<td>Antalya</td>
<td>24,954</td>
<td>n. a.</td>
<td>159</td>
</tr>
<tr>
<td>Lina</td>
<td>13,324</td>
<td>294</td>
<td>148</td>
</tr>
<tr>
<td>Burgas</td>
<td>2,381</td>
<td>2</td>
<td>19</td>
</tr>
<tr>
<td>Varna</td>
<td>1,221</td>
<td>&lt;1</td>
<td>11</td>
</tr>
<tr>
<td>St Petersburg</td>
<td>11,155</td>
<td>n. a.</td>
<td>126</td>
</tr>
<tr>
<td>Hanover</td>
<td>5,288</td>
<td>16</td>
<td>80</td>
</tr>
<tr>
<td>Xi'an</td>
<td>23,421</td>
<td>175</td>
<td>203</td>
</tr>
<tr>
<td>Delhi</td>
<td>34,212</td>
<td>560</td>
<td>305</td>
</tr>
<tr>
<td>Cairo</td>
<td>14,712</td>
<td>279</td>
<td>143</td>
</tr>
<tr>
<td>Group total</td>
<td>188,188</td>
<td>3,392</td>
<td>1,677</td>
</tr>
</tbody>
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1) Equity Share 50% Voting rights 51%, proportionate consolidation
2) 30.01%
3) Management contract
4) Management contract Saudi Arabia not included

---

**Overview Group Portfolio 2012**

<table>
<thead>
<tr>
<th>Division</th>
<th>Revenue (in € mil.)</th>
<th>EBITDA (in € mil.)</th>
<th>EBIT (in € mil.)</th>
<th>Employees²</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aviation</td>
<td>€ 833.4 mil.</td>
<td>€ 199.9 mil.</td>
<td>€ 77.6 mil.</td>
<td>6,208</td>
</tr>
<tr>
<td>Retail &amp; Real Estate</td>
<td>€ 452.9 mil.</td>
<td>€ 333.9 mil.</td>
<td>€ 251.5 mil.</td>
<td></td>
</tr>
<tr>
<td>Ground Handling</td>
<td>€ 649.3 mil.</td>
<td>€ 43.6 mil.</td>
<td>€ 4.7 mil.</td>
<td>8,024</td>
</tr>
<tr>
<td>External Activities &amp; Services</td>
<td>€ 156.4 mil.</td>
<td>€ 273.3 mil.</td>
<td>€ 164.2 mil.</td>
<td>5,112</td>
</tr>
</tbody>
</table>

1) Executive Director Controlling & Finance
2) Average number of employees excluding apprentices and employees on leave
Overview

Group Financial Performance

€ mil.

Revenue → EBITDA → Group result (before minorities)

2004: €1,998.1
2005: €2,089.6
2006: €2,143.9
2007: €2,329.0
2008: €2,101.6
2009: €2,010.3
2010: €2,194.6
2011: €2,371.2
2012: €2,442.0

1) Figures including one-off- and consolidation effects, major effects included:
2008: Sale of KCT investment on April 1, revenue effect of €6-345 ml. in 2008
and €6-07 ml. in 2009. Total EBITDA effect of €5-5 ml. additional: €22-0 ml. impairment on KCT investment, with €11-0 ml. negative tax effect.
Financial result positively impacted by €4-1 ml. minorities payment
2009: Sale of KCT investment on Apr. 1, revenue effect of €6-345 ml. in 2008
and €6-07 ml. in 2009. Total EBITDA effect of €5-5 ml. additional: €22-0 ml. impairment on KCT investment, with €11-0 ml. negative tax effect.
Financial result positively impacted by €4-1 ml. minorities payment
2010: Sale of KCT investment on Feb. 28, revenue effect of €39 ml., and
additional: €5 ml. impairment on Ground Handling, and positive tax effect of €22-0 ml.
2010: Release of tax provisions of about €5-8 ml.

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Fraport at a Glance

Corporate Strategy
Corporate Strategy
Agenda 2015

Taking Advantage of Growth Opportunities

Improving Profitability
Increasing Customer Satisfaction
Ensuring Sustainability

Implementing Investments

Corporate Strategy – Agenda 2015
Implementing Investments

Achievements so far

- Opening of Pier A-Plus, Terminal 1, with a terminal capacity of 6 million passengers per year
- Redevelopment of Pier B, Terminal 1
- Opening of Runway Northwest
- Long-term parking positions on future apron of planned Terminal 3

Outlook

- Continuous modernization of Terminal 1 and 2
- Development of Terminal 3
- Remodeling of Pier C

*Satisfied customers: Customers who evaluated their overall satisfaction with the grades 1 or 2 (scale 1-6, 1 being the best grade) in Fraport’s passenger survey*
Corporate Strategy – Agenda 2015
Improving Profitability

Achievements so far
- Long-term agreement on airport charges with airlines (until 2015)
- Long-term agreement with Lufthansa in ground handling (until 2018)
- Program to increase efficiency and create lean corporate structures

Outlook
- Numerous single measures and projects to further improve our efficiency and flexibility
- Focus on growth by strengthening our sales department and the three main growth generators

* See “Taking Advantage of Growth Opportunities”

Corporate Strategy – Agenda 2015
Increasing Customer Satisfaction

Achievements so far
- Continuation of the strategic service program “Great to have you here!”
- Overall customer satisfaction rises to 80% satisfied passengers in 2012 (from 77% in 2011 and 70% in 2010)
- Awarding of hallmarks of excellence (Business destinations travel awards etc.)

Outlook
- Implementation of a Service charta including agreements with partner organizations at Frankfurt Airport
- Customized services for specific groups of passenger
Corporate Strategy – Agenda 2015
Ensuring Sustainability

Achievements so far
- Active noise abatement program in cooperation with airlines, German ATC authorities and neighboring municipalities
- Earlier refunding of measures for passive noise protection for residents in affected communities
- Environmental Management System EMAS-validated since 1999
- Repeated listing in sustainability indices

Outlook
- Measure catalog to further reduce carbon dioxides emissions at FRA
- Introduction of a billing-based carbon accounting to control energy consumption
- Increasing the proportion of women in management positions and gradual expansion of performance-based salary
- Group-wide roll-out of approved codes of conducts for employees and suppliers

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Corporate Strategy – Agenda 2015
Growth Opportunities (I)

Achievements so far
Retail
- Retail revenue per passenger rises to 3.32 € in 2012
- Redesign of Pier A with enlargement of concourses including 4 marketplaces (approx. 12,000 sqm new retail space)

Outlook
Retail
- Expiring contracts offer future tender opportunities → concept changes as potential drivers for further turnover increase
- New shopping facilities in Terminal 3
Corporate Strategy – Agenda 2015
Growth Opportunities (II)

Real Estate
- Commercialization of “Moenchhof Site” (approx. 52%), “Gateway Gardens” (approx. 28%) and the expansion of “Cargo City South”
- Property management contracts for landmark buildings in Frankfurt and neighboring cities

Real Estate
- Further marketing and development of “Moenchhof Site”, “Gateway Gardens” and “Cargo City South”
- Further expansion of property management portfolio

Corporate Strategy – Agenda 2015
Growth Opportunities (III)

External Activities
- Fraport AG holds shares or management contracts in 13 airports on four continents
- EBITDA share of 32% in 2012

External Activities
- Further development of international activities – interested in emerging as well as in mature infrastructures
Fraport and Market Environment

Features of Frankfurt Airport

Features of Frankfurt Airport
Market Attractiveness of FRA

Biggest passenger airport in Germany
- 57.5 mil. passengers in 2012
- 101 airlines fly to 204 destinations in 113 countries*
- Star Alliance accounts for 77% of passengers at FRA

One of the leading cargo hubs in Europe
- 2.1 mil. metric tons of freight and mail in 2012
- 28 cargo airlines flying to 85 destinations in 47 countries*
- Nearly 40% of cargo volume is transported in bellies of passengers aircraft.
- Leading cargo hub – enhances airline yields via belly freight

Europe’s largest catchment area
- 38 million people or about 43% of the German population live within a 200km radius from FRA
- 174 ICE and long-distance trains and 223 regional trains per day
- 6 mil. passengers per year use the long-distance trains to and from FRA, (~23% of originating passengers)

Frankfurt Airport – top of the hubs
- High connectivity with more than 250 destinations
- Competitive level of charges compared to other European hubs
- Superior ground handling quality
- Capacity increase of more than 50% due to fourth runway offers growth potential

* Winter flight schedule 2012/13
Features of Frankfurt Airport
Biggest Catchment Area of all European Hubs

Population of surrounding catchment areas in mil.

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

Source: SWP Deutschland AG, Consulting & Research, 2009

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Features of Frankfurt Airport
Largest German Companies within Catchment Area
Features of Frankfurt Airport
High Purchasing Power around FRA

Different kinds of customers:
Employees
- ~ 78,000 employees at FRA
Passengers with high purchasing power
- 57.5 mil. passengers in 2012, thereof:
  - 45% O&D with purchasing power above German average
  - 55% transfer with extremely high purchasing power, e.g. from the USA, China, Russia or the Middle East

Source: MHI Research, 2012

Features of Frankfurt Airport
Traffic focusing on Mega Hubs in Europe

Only three Airbus A380 bases in Europe

<table>
<thead>
<tr>
<th>Airline</th>
<th>A380s in Europe</th>
<th>Airport</th>
<th>Airport Pass. (mil.)</th>
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<tbody>
<tr>
<td>British Airways</td>
<td>0 (12)</td>
<td>LHR</td>
<td>70.0</td>
</tr>
<tr>
<td>Virgin Atlantic</td>
<td>0 (6)</td>
<td>LHR</td>
<td>70.0</td>
</tr>
<tr>
<td>Air France</td>
<td>8 (12)</td>
<td>CDG</td>
<td>61.6</td>
</tr>
<tr>
<td>Lufthansa</td>
<td>10 (19)</td>
<td>FRA</td>
<td>57.5</td>
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Intercontinental traffic in Europe

<table>
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<tr>
<th>Alliance</th>
<th>Market Share</th>
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<tr>
<td>Sky Team</td>
<td>19%</td>
</tr>
<tr>
<td>Star Alliance</td>
<td>27%</td>
</tr>
<tr>
<td>One World W/ British Airways</td>
<td>14%</td>
</tr>
<tr>
<td>United Airlines etc.</td>
<td>14%</td>
</tr>
<tr>
<td>Independent airlines etc.</td>
<td>40%</td>
</tr>
<tr>
<td>Major Hub: LHR</td>
<td></td>
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</tbody>
</table>

Three strong alliances dominate 60% of market

Reference parameter: intercontinental traffic in Europe
Sources: Airbus, Sabre ADI January 2013
**Features of Frankfurt Airport**

**Slot Capacity of European Hub Airports**

<table>
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<tr>
<th>Airport</th>
<th>Existing runways</th>
<th>Slot capacity</th>
<th>Planned runways</th>
<th>Target Capacity</th>
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<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-Charles de Gaulle</td>
<td>4 doublets, each independently</td>
<td>115 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
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<tr>
<td>Frankfurt</td>
<td>4 not independently usable</td>
<td>96–98 mov/h</td>
<td>0</td>
<td>126 mov/h</td>
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<tr>
<td>Madrid</td>
<td>4 independently usable</td>
<td>98 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
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<tr>
<td>Amsterdam</td>
<td>6 not independently usable</td>
<td>110 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
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<tr>
<td>Munich</td>
<td>2 independently usable</td>
<td>90 mov/h</td>
<td>1 July 2011: Zoning decision</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Zurich</td>
<td>3 not independently usable</td>
<td>66 mov/h</td>
<td>0*</td>
<td>n.a.</td>
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<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>Brussels</td>
<td>3 not independently usable</td>
<td>74 mov/h</td>
<td>0</td>
<td>n.a.</td>
</tr>
</tbody>
</table>

---

**Features of Frankfurt Airport**

**Intercontinental Traffic is concentrated in Frankfurt**

- Frankfurt is No. 1 airport in European catchment area and intermodality
- Frankfurt is No. 1 airport in Germany, No. 3 in Europe and No. 11 worldwide
- Frankfurt is the intercontinental airport in Germany and No. 1 Star Alliance hub in Europe
- Wide body share*
  - Frankfurt: 24%
  - Munich: 8%
  - Düsseldorf: 5%
  - Hamburg: 3%

Source: Statistisches Bundesamt (Federal Statistical Office), only commercial traffic.

*Only Commercial Traffic; rankings related to Passengers, wide body share related to Passengers and Cargo (rounded figures) (*).
Features of Frankfurt Airport

Passenger Development since 1980: CAGR +3.8%

- Monthly development
- Gliding 12-months average
- Linear trend

- Capacity constraints
- Ash cloud
- Gulf war
- 2nd oil crisis
- Economy downturn / high oil price
- September-11
- War on Iraq / SARS
- Chernobyl

Features of Frankfurt Airport

Top 30 Passenger Airports in the World*

<table>
<thead>
<tr>
<th>Airports</th>
<th>mil.</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Atlanta</td>
<td>95.5</td>
<td>3.3</td>
</tr>
<tr>
<td>2 Beijing</td>
<td>81.9</td>
<td>4.5</td>
</tr>
<tr>
<td>3 London</td>
<td>70.3</td>
<td>0.9</td>
</tr>
<tr>
<td>4 Tokyo</td>
<td>67.8</td>
<td>8.3</td>
</tr>
<tr>
<td>5 Chicago</td>
<td>67.1</td>
<td>0.4</td>
</tr>
<tr>
<td>6 Los Angeles</td>
<td>63.7</td>
<td>3.0</td>
</tr>
<tr>
<td>7 Paris</td>
<td>61.6</td>
<td>1.1</td>
</tr>
<tr>
<td>8 Dallas</td>
<td>50.8</td>
<td>1.4</td>
</tr>
<tr>
<td>9 Jakarta</td>
<td>57.7</td>
<td>14.4</td>
</tr>
<tr>
<td>10 Dubai</td>
<td>57.7</td>
<td>13.2</td>
</tr>
<tr>
<td>11 Frankfurt</td>
<td>57.5</td>
<td>1.9</td>
</tr>
<tr>
<td>12 Hong Kong</td>
<td>56.1</td>
<td>5.2</td>
</tr>
<tr>
<td>13 Denver</td>
<td>53.2</td>
<td>0.9</td>
</tr>
<tr>
<td>14 Bangkok</td>
<td>53.0</td>
<td>10.8</td>
</tr>
<tr>
<td>15 Singapore</td>
<td>51.2</td>
<td>10.0</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Airports</th>
<th>mil.</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>16 Ammsterdam</td>
<td>51.0</td>
<td>2.6</td>
</tr>
<tr>
<td>17 New York</td>
<td>49.3</td>
<td>3.1</td>
</tr>
<tr>
<td>18 Guangzhou</td>
<td>48.5</td>
<td>7.8</td>
</tr>
<tr>
<td>19 Madrid</td>
<td>45.2</td>
<td>-9.0</td>
</tr>
<tr>
<td>20 Istanbul</td>
<td>45.0</td>
<td>20.2</td>
</tr>
<tr>
<td>21 Shanghai</td>
<td>44.9</td>
<td>8.3</td>
</tr>
<tr>
<td>22 San Francisco</td>
<td>44.4</td>
<td>8.6</td>
</tr>
<tr>
<td>23 Las Vegas</td>
<td>41.7</td>
<td>0.5</td>
</tr>
<tr>
<td>24 Charlotte</td>
<td>41.2</td>
<td>5.6</td>
</tr>
<tr>
<td>25 Phoenix</td>
<td>40.6</td>
<td>-0.3</td>
</tr>
<tr>
<td>26 Houston</td>
<td>40.0</td>
<td>-0.5</td>
</tr>
<tr>
<td>27 Kuala Lumpur</td>
<td>39.9</td>
<td>6.6</td>
</tr>
<tr>
<td>28 Miami</td>
<td>39.5</td>
<td>3.0</td>
</tr>
<tr>
<td>29 Incheon</td>
<td>39.2</td>
<td>11.3</td>
</tr>
<tr>
<td>30 Munchen</td>
<td>38.4</td>
<td>1.6</td>
</tr>
</tbody>
</table>

* Total passengers flown and disembarked, passengers in transit counted once; ACI figures, preliminary
Slide 29

**Features of Frankfurt Airport**

Top 30 Cargo Airports in the World*

<table>
<thead>
<tr>
<th>Airports</th>
<th>Cargo (000 t)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Hong Kong</td>
<td>4,062</td>
<td>2.2</td>
</tr>
<tr>
<td>2 Memphis</td>
<td>4,016</td>
<td>2.5</td>
</tr>
<tr>
<td>3 Shanghai</td>
<td>2,934</td>
<td>-3.3</td>
</tr>
<tr>
<td>4 Incheon</td>
<td>2,457</td>
<td>-3.7</td>
</tr>
<tr>
<td>5 Anchorage</td>
<td>2,400</td>
<td>-3.7</td>
</tr>
<tr>
<td>6 Dubai</td>
<td>2,267</td>
<td>3.1</td>
</tr>
<tr>
<td>7 Louisville</td>
<td>2,168</td>
<td>-0.9</td>
</tr>
<tr>
<td>8 Paris</td>
<td>2,151</td>
<td>-6.5</td>
</tr>
<tr>
<td>9 Frankfurt</td>
<td>2,066</td>
<td>-0.7</td>
</tr>
<tr>
<td>10 Tokyo</td>
<td>2,008</td>
<td>3.1</td>
</tr>
<tr>
<td>11 Miami</td>
<td>1,930</td>
<td>4.9</td>
</tr>
<tr>
<td>12 Singapore</td>
<td>1,842</td>
<td>-3.9</td>
</tr>
<tr>
<td>13 Beijing</td>
<td>1,787</td>
<td>6.9</td>
</tr>
<tr>
<td>14 Los Angeles</td>
<td>1,772</td>
<td>3.7</td>
</tr>
<tr>
<td>15 Taipei</td>
<td>1,578</td>
<td>-3.1</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Airports</th>
<th>Cargo (000 t)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>16 London</td>
<td>1,556</td>
<td>-0.7</td>
</tr>
<tr>
<td>17 Chicago</td>
<td>1,512</td>
<td>-3.0</td>
</tr>
<tr>
<td>18 Amsterdam</td>
<td>1,512</td>
<td>-2.4</td>
</tr>
<tr>
<td>19 Bangkok</td>
<td>1,345</td>
<td>1.8</td>
</tr>
<tr>
<td>20 New York</td>
<td>1,284</td>
<td>-5.5</td>
</tr>
<tr>
<td>21 Guangzhou</td>
<td>1,246</td>
<td>5.6</td>
</tr>
<tr>
<td>22 Indianapolis</td>
<td>932</td>
<td>2.7</td>
</tr>
<tr>
<td>23 Tokyo</td>
<td>910</td>
<td>3.6</td>
</tr>
<tr>
<td>24 Shenzhen</td>
<td>855</td>
<td>3.5</td>
</tr>
<tr>
<td>25 Leipzig</td>
<td>846</td>
<td>13.7</td>
</tr>
<tr>
<td>26 Doha</td>
<td>845</td>
<td>4.5</td>
</tr>
<tr>
<td>27 Newark</td>
<td>744</td>
<td>-7.5</td>
</tr>
<tr>
<td>28 Cologne</td>
<td>730</td>
<td>0.5</td>
</tr>
<tr>
<td>29 Osaka</td>
<td>723</td>
<td>-2.7</td>
</tr>
<tr>
<td>30 Kuala Lumpur</td>
<td>702</td>
<td>-0.1</td>
</tr>
</tbody>
</table>

* Loaded and unloaded freight and mail, ACI figures, preliminary

Slide 30

**Features of Frankfurt Airport**

Hub and Spoke System

Exemplary Flight LH 738 Frankfurt to Hong Kong

224 passengers coming from 50 feeder destinations
Features of Frankfurt Airport

FRA has the highest Transfer Rate in Europe

- Total Passengers FRA: 57.3 Million*
- With 55%, 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, 67% are intercont-cont passengers and 7% intercont-intercont.
- Intercont traffic has direct impact on charges (higher MTOW) and retail revenue (better spending behaviour).

*0.2 mil. transit passengers excluded

Features of Frankfurt Airport

Transfer Share Development

Transfer share growing for two decades

55%
43%
45%
50%
55%

Features of Frankfurt Airport Traffic Split and Growth 2012

- W-Europe: 42% (61% +1%)
- Domestic: 11% (-4%)
- E-Europe: 8% (+3%)
- North America: 14% (+1%)
- Far East: 11% (+2%)
- Middle East: 5% (+5%)
- Latin America: 4% (+10%)
- Africa: 5% (+7%)
- Intercontinental: 39% (4%)

Traffic Share in Frankfurt (Passengers) 12M 12
Change 12M 12 vs. 12M 12

Features of Frankfurt Airport Passenger Development by Regions

- Europe: -4.2% (+1.7%)
- Domestic: +5.1%
- North America: +1.3% (+10.1%)
- Latin America: +7.3%
- Middle East: +2.4%
- Far East: -0.3%

Other regions:
- 2012 absolute (in millions): %
- Intercont: 12.8 (+3.6)
- South America: 1.3 (+8.6)
- Asia: 9.7 (+3.2)
- Australia: 0.1 (+2.7)

*Source: Customer evaluation of routes, all traffic types, passengers are + dep

Note: % = Rate of change against previous year, Discrepancies due to rounding possible.
Features of Frankfurt Airport
FRA improving in Latin America & Africa

North America | Latin America | Europe | Africa | Asia
---|---|---|---|---
LHR | 3.2 | 4.5 | 34.5 | 12.0
CDG | 7.8 | 2.3 | 6.6 | 5.9
AMS | 2.2 | 2.2 | 8.3 | 3.4
MUC | 2.3 | 0.3 | 0.8 | 3.1

YoY growth rate in % | Mil. passengers in 2012
---|---

Source: Airports Rapid Data Exchange

---

Features of Frankfurt Airport
Passengers by Region 2012*

Berlin (TXL), London (LHR), Hamburg (HAM), Vienna (VIE), Paris (CDG), Munich (MUC), Madrid (MAD), Istanbul (IST), Singapore (SIN), Dubai (DXB), Copenhagen (CPH), S. Francisco (SFO), Barcelona (BCN), Toronto (YYZ), Beijing (PEK)

P. D. Mallorca (PMI), Rome (FCO), Amsterdam (AMS), New York (JFK), Washington (IAD)

Source: Otopi Evaluation of routes. All traffic types, Passengers arr-dep. *Discrepancies due to rounding possible
Features of Frankfurt Airport Cargo by Region 2012*

- Shanghai (PVG)
- Seoul (ICN)
- Beijing (PEK)
- Hong Kong (HKG)
- Chicago (ORD)
- Dubai (DXB)
- Tokyo (NRT)
- Atlanta (ATL)
- New York (JFK)
- Bangkok (BKK)

Moscow (SVO)
- Doha (DOH)
- Sao Paulo (VCP)
- Singapore (SIN)
- Johannesburg (JNB)
- Taipei (TPE)
- Mexico City (MEX)
- Mumbai (BOM)
- Toronto (YYZ)
- Kuala Lumpur (KUL)

Source: Opus Evaluation of routes. All traffic types. Cargo am=dep.
*Discrepancies due to rounding possible.

Features of Frankfurt Airport Growth due to efficient Use of existing Infrastructure

- Seat load factor
- Widebody share*
- Passenger per Passenger movement

*Existing Cargo
**Features of Frankfurt Airport**

**Shares of Aircraft Types by Movements 2012**

- **Boeing 737**: 16%
- **Airbus A321**: 16%
- **Airbus A320**: 13%
- **Airbus A319**: 10%
- **Canadair RegionalJet**: 8%
- **Embraer E190**: 5%
- **Embraer**: 5%
- **Boeing 747**: 5%
- **Airbus A340**: 4%
- **Boeing 777**: 4%
- **Airbus A330**: 3%
- **Airbus A380**: 1%
- **Remainder**: 15%

**Features of Frankfurt Airport**

**Traffic Shares by Airline Groupings 2012**

- **Passengers**
  - Lufthansa, Condor, United, Air Berlin, Air Canada: 72.2%
  - Turkish Airlines, Turkish Airlines Cargo, Emirates, Air China Cargo, British Airways: 18.3%
  - Remainder: 5%

- **Freight**
  - Lufthansa, Air China Cargo, Emirates, Air Bridge Cargo: 58.0%
  - United, Air Berlin, Latam, Air France Cargo, KLM: 18.3%
  - Remainder: 5%

- ** Movements**
  - Lufthansa, Condor, British Airways, SAS, LOT: 69.6%
  - United, Air Berlin, Turkish Airlines, Air France, KLM: 18.3%
  - Remainder: 5%
Features of Frankfurt Airport

Originating Passenger Split

- Large catchment area due to huge population around FRA
- Autobahn and high-speed train connection
- FRA’s catchment area contains important German areas: Rhine-Ruhr, Rhine-Main, Rhine-Neckar, Stuttgart
- Population grows above average and most German industry is located around FRA
- 30% of passengers travel to FRA from a distance of >100 km (growth of 10PP since 1998)

*Originating passengers starting by car, bus, train, taxi, etc

Features of Frankfurt Airport

FRA has the most Destinations*

Source: Saze ADI
* nonstop only
Features of Frankfurt Airport
Passengers per Passenger Flights*

Peer average 118 Passengers/Movement

Source: Fraport, company information
*Passenger flights: considering only passenger flights – pure cargo flights and non-commercial flights not included
Expansion at FRA
Air Traffic grows stronger than World Economy

Until 2031
world air traffic will more than double

4.1% p.a.
Boeing
Airbus
World Economy

Expected air traffic growth
Expected growth of world economy

Sources: 1) ACI, Global Traffic Forecast 2012–2031; Data Base: Passenger Volumes;
2) Boeing, Current Market Outlook 2013–2031; Data Base: RPK;
3) Airbus, Global Market Forecast 2012–2031; Data Base: RPK;
4) ACI, Global Traffic Forecast 2012–2031; Data Base: GDP*

Expansion at FRA
Focus on intercontinental Routes in Europe

Air traffic growth 2011–2031

North America
Latin America
Europe (without CIS)
Asia/Pacific
Middle East
Africa

2.2% 3.6% 3.5% 7.0%
3.8% 5.7%
4.6% 5.1%
6.5% 6.2%
global average 5.0% p.a.

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

Source: Boeing, Current Market Outlook 2012–2031
*CAGR of RPK
Expansion at FRA

Air Traffic will boost especially in BRIC Countries

Nominal GDP per capita in US$

Air travel per capita will be nearly five times as high in 20 years in China and India.

Source: Airbus, UBM Aviation (2009), WEF (2012), WBG (2011)

*originating from country

---

Expansion at FRA

Construction Areas - Capex 2007 to 2015 ~ €7bn.

Others

Capacity / FRA North

1. Mönchhof Areal
2. Ticona
3. Runway North-West (Expansion)
4. Pier A+ (FRA North)
5. The Squire
6. Gateway Gardens
7. CD – Link (FRA North)
8. A380 Maintenance Hangar
9. Terminal 3 (Expansion)
**Expansion at FRA**

**Five Challenges for existing Terminals**

- **Passenger Capacity:** Number of passengers will increase before the completion of the first construction phase of the new Terminal 3.

- **EU Security Regulation:** Separation of arriving passengers ("unclean" 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 has high margins compared to other European hubs. Frankfurt Airport has shortage of retail space especially on airside.

---

**Expansion at FRA**

**Main Projects deal with five Challenges**

- **Passenger Capacity**
- **EU Security Regulation**
- **Strict Fire Protection Regulations**
- **New Aircraft Generation: A380**
- **High Demand for Retail Space**

**Pier A-Plus Main drivers:**
- Passenger capacity: 6 mil.
- Retail space

**Concourse B, Gaps AB, BC Main driver:**
- Fire protection Terminal 1

**Hall C, CD-Pier Main drivers:**
- Passenger capacity: 4 mil.
- A 360

**Terminal 2 Main drivers:**
- A 360
- Retail space
Expansión en FRA
Desarrollo de la capacidad esperada hasta ~2015

Hasta ~2015, se incrementa paso a paso hasta un máximo de ~100 movimientos/hora.

<table>
<thead>
<tr>
<th>Estación</th>
<th>Movimientos/hora</th>
</tr>
</thead>
<tbody>
<tr>
<td>Invierno 2012/13</td>
<td>90</td>
</tr>
<tr>
<td>Verano 2013</td>
<td>92</td>
</tr>
<tr>
<td>Verano 2013/14</td>
<td>94</td>
</tr>
<tr>
<td>Fraport (sin T3)</td>
<td>100</td>
</tr>
</tbody>
</table>

* Capacidad objetivo: T3 = 126.6 msv/h

---

Expansión en FRA
Asignación de loturas en horario de verano 2013

Horario de verano 2013 con 96 loturas coordinadas/hora más 2 para tráfico ad-hoc (e.g. aviones generales) *

<table>
<thead>
<tr>
<th>Horas</th>
<th>Loturas/hora</th>
</tr>
</thead>
<tbody>
<tr>
<td>00:00 - 05:00</td>
<td>0</td>
</tr>
<tr>
<td>05:00 - 06:00</td>
<td>60</td>
</tr>
<tr>
<td>06:00 - 07:00</td>
<td>60</td>
</tr>
<tr>
<td>...</td>
<td>...</td>
</tr>
<tr>
<td>23:00 - 23:59</td>
<td>40</td>
</tr>
</tbody>
</table>

* 96 loturas/hora +2 para tráfico ad-hoc (e.g. aviones generales)

---

* Entre 6am y 10pm; entre 10pm y 6am
** Promedio de 133 loturas/noche

---

* entre 6am y 10pm; entre 10pm y 6am
** 96 loturas/hora +2 para tráfico ad-hoc (e.g. aviones generales)
Night flight ban between 10pm and 5am
Expansion at FRA
The new Pier A-Plus Impressions

Expansion at FRA
The new Pier A-Plus Features

- Expansion and remodeling of existing Pier A
- Inauguration in October 2012
- Length of 790 m for up to 6 million passenger capacity
- Total floor space: 185,400 m²
- 27 new gates including 5 busgates
- 7 contact positions (4 suitable for A380/ 747-8)
- Around 12,000 sqm new Retail space
- Morning hours:
  Focus on North American traffic
- Afternoon hours:
  Focus on North American and Asian traffic
- Evening hours:
  Focus on Asian traffic
Expansion at FRA
Terminal 3 Terminal Layout

Expansion at FRA
Terminal 3 Features

- Additional terminal capacity in south-east area
- First phase (two piers out of four) with a designed capacity of 15 million passengers
- One Schengen, one Non-Schengen pier
- Total retail space: more than 10,000 sqm mostly on airside
- Cost-optimized modular construction:
  Additional 2 piers with 10 million designed passenger capacity in final construction phase
- Construction of apron areas and additional parking positions on Terminal 3 area will proceed in 2013
- Bid invitation and construction of terminal will be flexible in timing in a range of 5–7 years to meet demand as exactly as possible
Group Financials & Segments

Group Financials Key Figures*

€ mil.

* Figures including special and consolidation effects
Financial Position
Maturity Profile & Cash Position (as of December 31, 2012)

Fraport debt conditions on average
~ 4% interest rate
~ 7 years maturity

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>EBIT</td>
<td>498.0</td>
<td>496.6</td>
<td>77.8</td>
<td>96.1</td>
<td>251.5</td>
<td>232.1</td>
<td>4.7</td>
<td>20.3</td>
<td>174.7</td>
<td>158.1</td>
</tr>
<tr>
<td>Fraport assets</td>
<td>5,152.3</td>
<td>4,447.3</td>
<td>2,045.4</td>
<td>1,576.7</td>
<td>1,636.2</td>
<td>1,470.3</td>
<td>549.0</td>
<td>508.5</td>
<td>1,118.6</td>
<td>1,087.4</td>
</tr>
<tr>
<td>Costs of capital before tax</td>
<td>489.5</td>
<td>422.5</td>
<td>194.3</td>
<td>149.8</td>
<td>155.4</td>
<td>139.7</td>
<td>52.2</td>
<td>48.3</td>
<td>100.8</td>
<td>103.3</td>
</tr>
<tr>
<td>Fraport value Added before tax</td>
<td>8.5</td>
<td>74.1</td>
<td>116.7</td>
<td>216.7</td>
<td>6.1</td>
<td>15.4</td>
<td>15.4</td>
<td>0.9</td>
<td>4.0</td>
<td>15.9</td>
</tr>
</tbody>
</table>

* 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

Airside and Terminal Management, Corporate Safety and Security
Dr. Pierre Dominique Prümm, Senior Executive VP

Sales & Customer Relations
Airside Infrastructure
Airside Operations
Landside Operations
Capacity Management
Airport Fire Safety
Medical Services
Airport Charges & Licensing
Division Controlling

Airport Security Management
Claudia Uhe, Senior Executive VP

Airport Security Services
Aviation Security Services
Commercial Affairs
**Aviation Key Figures**

€ mil.

- 2009: 685.1 (17.1%)
- 2010: 693.9 (19.0%)
- 2011: 774.9 (24.2%)
- 2012: 823.4 (24.3%)

*Figures including special and consolidation effects

**Aviation Airport Charges growing to support Expansion**

*More than 25% price increase 2010–2015

- **Airport Charges**:
  - 2009: 70%
  - 2010: 70%
  - 2011: 70%
  - 2012: 70%
  - 2013: 70%
  - 2014: 70%
  - 2015: 70%

- **Increase**:
  - April: +3.0%
  - July: +3.0%
  - Oct: +2.5%

*1/3 of the plan deviation in the years 2012–2015 will be taken as a cash-in / cash-out in the following year.
**Aviation Segment Revenue Split 2012**

- **Passenger Charges**: 443.8 € mil.
- **Landing and Take-off Charges**: 148.0 € mil.
- **Security Charges**: 38.8 € mil.
- **Aircraft Parking Charges**: 42.9 € mil.
- **Other Revenues**: 98.3 € mil.

Segment Revenue: 823.4 € mil.

*Security Charges (airlines, etc.)*
*Aircraft Parking Charges*
*Others*

*e.g. critical parts, additional security measures and passenger segregation, insurance, etc.*

**Aviation Components of regulated Airport Charges 2012**

- **Passenger Charges**: (443.8 € mil.)
  - Passenger-related charges (only take-off)
    - Depending on destination (EU, Non-EU continental, or intercontinental)
    - Discount for transfer passengers
    - Defined Cap
  - approx. €7,600*

- **Landing and Take-off Charges**: (148.0 € mil.)
  - Mass-related charges based on MTOM
  - Passenger (only take-off) freight/ mail-related charges (variable charges)
  - Noise-related charges
  - Emission-related charges
  - approx. €2,400*

- **Aircraft Parking Charges**: (42.9 € mil.)
  - 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
  - approx. €550*

- **Security Charges**: (38.8 € mil.)
  - Passenger-related charges (only take-off)
  - Charges related to freight or mail tonnage transported, per 100 kg or fraction thereof aboard the aircraft
  - approx. €650*

*Example airport charges: 2012 for one A330 landing-take-off cycle at FRA approx. €11,293*

Use of assumptions: Daytime flight, 440 passengers; Transfer rate 50%
Map of Frankfurt Airport/Property of Fraport AG incl. Terminal 3 (planned) and Northwest Runway

Property of Fraport AG
as of December 31, 2012
Retail & Real Estate Key Figures* 
€ mil.

<table>
<thead>
<tr>
<th>EBITDA margin</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>362.4</td>
<td>403.1</td>
<td>444.7</td>
<td>452.9</td>
</tr>
<tr>
<td>2009</td>
<td>225.0</td>
<td>227.9</td>
<td>232.1</td>
<td>251.8</td>
</tr>
<tr>
<td>2010</td>
<td>222.9</td>
<td>254.7</td>
<td>305.3</td>
<td>333.9</td>
</tr>
<tr>
<td>2011</td>
<td>76.1%</td>
<td>73.1%</td>
<td>68.7%</td>
<td>73.7%</td>
</tr>
</tbody>
</table>

* Figures including special and consolidation effects

Retail & Real Estate Segment Revenue Split 2012
€ mil.

- **Retail**
  - Rents in terminals for shops, restaurants, service units, etc.
  - 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 452.9

Real Estate 175.2

Car Parking 73.5

Other 24.4
Retail & Real Estate
Retail Revenue Split 2012

Retail Revenue 1
190.7

Retail Segments
- Duty Free & Travel Value: 26
- Specialty Shops: 139
- Food & Beverages: 70
- Other Services, e.g. Car Rental: 60

1) Revenue according to old/comparable segment structure, difference due to IT services
2) As of 31/12/2012

---

Retail & Real Estate
Increasing Retail Revenue per Passenger at FRA

Retail Revenue

Retail Revenue per Passenger

2011
- Shopping: 103.0
- Services: 46.2
- Advertising: 29.5

2012
- Shopping: 114.1
- Services: 48.7
- Advertising: 27.9

*Revenue according to old/comparable segment structure, difference due to IT services for passengers
Retail & Real Estate
Taking Advantage of the Passenger Mix

Unique passenger structure...
High 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

...with high spending power
Top 5 destinations in spending power compared to total average Duty Free spendings of passengers in 2012

Average x 1.0

Retail & Real Estate
Growing profitable Retail Space at FRA

Space ratio improvement

<table>
<thead>
<tr>
<th>Year</th>
<th>Landside</th>
<th>Airside</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>54%</td>
<td>46%</td>
</tr>
<tr>
<td>2012</td>
<td>40%</td>
<td>60%</td>
</tr>
</tbody>
</table>

Shop impressions

Retail revenue per passenger

2012 with A-Plus
**Retail & Real Estate**

**Milestones in 2012: The Redesigned Piers A and Z**

- New marketplaces with extensive retail offerings
- Approx. 12,000 sqm new retail space
- Focus on widebody gates
- Features two big walk-through Duty Free / Travel Value shops right after security check

**Retail & Real Estate**

**Real Estate Revenue Split 2012**

$\text{€ mil.}$

- **Real Estate Revenue**: $175.2$
- **Rents for Service & Admin. Buildings**: $37.0$
- **Rents from Terminals**: $30.4$
- **Leaseholds**: $44.4$
- **Land / Infrastructure**: $48.5$
- **Other**: $14.8$

**Land / Infrastructure**
- Energy supply (supply & infrastructure)

**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 from Terminals**
- Offices, lounges, storage mainly rented to airlines
Retail & Real Estate
Areas included in Frankfurt Airport City

Frabor Ownership  100% Subsidiary  In Cooperation with Partners

Retail & Real Estate
Split of Space on Fraport Property 2012

22 sqkm

- Aviation infrastructure
- Leaseholds, e.g. CCN/CCS
- Areas already developed, e.g. Terminal Area
- Areas to develop, e.g. Mönchhof Site
- Not available for usage
### Retail & Real Estate

#### Rentable Areas 2012

<table>
<thead>
<tr>
<th>Property</th>
<th>Sqm²</th>
<th>Office space in sqm²</th>
<th>Storage in sqm</th>
<th>Others in sqm</th>
<th>Average rents/sqm/month²</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rents in Terminals</td>
<td>288,600</td>
<td>112,300</td>
<td>66,500</td>
<td>109,800</td>
<td>€27</td>
</tr>
<tr>
<td>Rents in Service &amp; Admin. Buildings</td>
<td>615,200</td>
<td>222,000</td>
<td>218,000</td>
<td>175,200</td>
<td>€18</td>
</tr>
<tr>
<td>DLH Base²</td>
<td>473,200</td>
<td>75,000</td>
<td>165,000</td>
<td>233,200</td>
<td>n.a.</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. lobbies
4) Plus service charges and auxiliary charges
5) Estimated figures for DLH Base, 2011 figures

---

### Retail & Real Estate

#### Integrated Part of the Group’s Growth Strategy

- **Further development of the integrated business model**
  - Leveraging strong position in Aviation and Ground Handling
  - Extend hub competence to strengthen 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
  - 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
  - Acquire airport management and service contracts
  - → Portfolio management
Retail & Real Estate
Terminals and surrounding Areas

Size and Features 2012
- Locations:
  - ~32% of gross floor space at Terminals
  - ~68% of gross floor space service & administration buildings
Utilization split:
- ~32% offices/lounges
- ~31% storage
- ~8% operations
- ~29% other utilization
Ownership
- 100% Fraport
Clients
- DLH
- Other airlines
- Fraport
- Government agencies

904,000 sqm of total gross floor space
Mixed utilization
- Offices/Lounges
- Storage
- Operations

Retail & Real Estate
CargoCity North and South (CCN/CCS)

Size and Features 2012
- 1,480,000 sqm
- 11,500 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
  - Panatina-uhnke & Nagel
  - Dachser
  - DHL Danzas
  - Yusen
  - Lufthansa Cargo
  - Agility
  - Nippon Express
  - WFS
  - DB Schenker
  - Lufthansa Cargo
  - different Airlines like e.g.
  - Air China Cargo, Emirates Cargo, Japan Airlines,
  - Korean Air Cargo, Asiana,
  - Air Bridge Cargo

1,490,000 sqm existing area land plus
270,000 sqm for further development
Logistics utilization
- Tailor-made facilities for major logistics companies
- Express services, forwarders
Retail & Real Estate
Home Base of Deutsche Lufthansa (DLH)

Size and Features 2012
- 780,000 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

Retail & Real Estate
Mönchhof Site

Size and Features 2012
- 1,100,000 sqm of gross building land to sell and develop
  - For 725,000 sqm net building land zoning plans are in place on the largest contiguous industrial area under construction of the Rhine-Main region
- Approx. 360,000 sqm have been marketed already

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

Clients/Sales Contracts of approx. 275,000 sqm:
- Logiureal Airport Film GmbH with, among others, lessees like "Dress for less", "Heinemann", "Hasenkamp"
- Zoth (equipment manufacturer)
- DoKaSch (maintenance for airfreight containers)
- Ontour / Ontour II (freight forwarder)
- Würth AG (tools supplier)
- DHL / Harder Partner
- Multi Park / Multi Park II / Multi Park III (logistics/technology)
- Via Mat and My Logistica (logistics)
- WPG (project developer) / Rewo (distribution center perishables)
- Angelis II Angelis (casino)
- Weichinger Anka Red (resold by Harder&Partner)
- Simon Hegel (Logistics) / Aramex International GmbH (Logistics)
- Sovereign Speed GmbH (Networkprovider for Logistics)
Retail & Real Estate
THE SQUAIRE

Size and Features 2012
- 200,000 sqm of gross floor space on 0 floors (rentable area 143,000 sqm)
- 666 meters long and 65 meters wide
- Start of construction 1st of March 2007
- Opening in several steps during 2011
- Multi-storey car park SQUAIRE Parking with additional 2,500 parking spaces and 600 nearby the building
- 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.

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

Clients
- Hilton Worldwide Group, 34,500 sqm of space with Hilton (248 rooms) and Hilton Garden Inn (334 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 2012
- 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 33.3% shares of the development company (the other 33.3% owned by Groß & Partner and OFB GmbH)

Clients
- LSG Sky Chefs use 55,000 sqm for Europe’s most modern catering services, completed in 2008
- Park Inn Hotel opened in July 2010
- Condor, completed new headquarters /flight operation center in 2012
- Meininger Hotel, opened in January 2012
- Imtech, technical equipment supplier for buildings, completed new main office in April 2012
- House of Logistics and Mobility (HOLM), research and education institution, start of construction in April 2012, completion expected in 2013
- Alpha Rotex: Start of construction 2012, completion expected 2013
- Elements Frankfurt Airport Hotel, start of construction in 2013, completion expected in 2014
Group Financials & Segments

Ground Handling

Ground Handling
Segment Structure

Ramp & Passenger Services
- Aircraft acceptance
- Supply handling equipment
- Loading & unloading 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 (~80 km)
- Baggage security
- Passenger bridges
- Baggage Reconciliation System (BRS)
- 400 Hz ground power supply
- Toilet/water facilities

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

*Fraport Cargo Services GmbH, 100% subsidiary of Fraport AG
**Ground Handling Key Figures**

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>619.9</td>
<td>14.1</td>
<td>-40.1</td>
</tr>
<tr>
<td>2010</td>
<td>658.6</td>
<td>44.1</td>
<td>11.0</td>
</tr>
<tr>
<td>2011</td>
<td>655.5</td>
<td>54.5</td>
<td>20.3</td>
</tr>
<tr>
<td>2012</td>
<td>649.3</td>
<td>43.6</td>
<td>11.7</td>
</tr>
</tbody>
</table>

*Figures including special and consolidation effects

**Ground Handling Segment Revenue Split 2012**

€ mil.

Segment Revenue 649.3

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

Europe
- Heterogeneous market situation: monopolies, duopolies and fully liberalized markets
- Airports, airlines, independent ground handling provider
- Revision of EU directive

North America
- Fully liberalized market
- Self-handling by airlines at hubs
- Independent ground handling provider
- Airport authorities do not offer any ground handling services

Asia
- Regulated market
- Self- and third-party handling by hub airlines
- Mostly one independent ground handling provider
- “Regulated duopolies”

*Global in 2010
Source: Confire AG 2010

---

Ground Handling
Fraport among leading Worldwide GH companies

<table>
<thead>
<tr>
<th>Company</th>
<th>Revenue (mil. €)</th>
<th>Stations</th>
<th>Countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Swissport</td>
<td>1,620</td>
<td>177</td>
<td>36</td>
</tr>
<tr>
<td>Menzies</td>
<td>785</td>
<td>131</td>
<td>29</td>
</tr>
<tr>
<td>Fraport</td>
<td>649</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Servisair</td>
<td>607</td>
<td>121</td>
<td>30</td>
</tr>
<tr>
<td>WFS</td>
<td>580</td>
<td>121</td>
<td>20</td>
</tr>
<tr>
<td>Dnata</td>
<td>569</td>
<td>18</td>
<td>8</td>
</tr>
<tr>
<td>Aviapartner</td>
<td>383</td>
<td>32</td>
<td>6</td>
</tr>
<tr>
<td>SATS</td>
<td>308</td>
<td>19</td>
<td>5</td>
</tr>
<tr>
<td>Celebi</td>
<td>168</td>
<td>29</td>
<td>4</td>
</tr>
</tbody>
</table>

Source: company data, Fraport, year of reported revenue can vary
Ground Handling

Business Activities: Who does what?

- Loading bridges: Fraport
- Push-back: Fraport
- Catering: LSG
- De-icing: Fraport (NICE)
- Fueling: FJS Frankfurt Jet Services
- FFS Frankfurt Fuelling Services
- Skytanking
- Transportation: Baggage/cargo/mail: Fraport
- High loaders & transporters: Fraport
- Loading/unloading: Baggage/cargo/mail: Fraport
- Toilet service: Fraport
- Cabin cleaning: Fraport / ASG
- Crew transportation: Fraport or airline
- Passenger stairs & passenger transportation: Fraport
- Water service: Fraport

* 52% subsidiary of Fraport AG

Ground Handling

On-time Management of complex Processes

Arrival
- Ramp supervision
- Parking
- Cleaning
- Toilet/water services
- De-icing
- Unloading
- Crew transport
- Passenger transport
- Cargo/mail trans.
- Baggage transport
- Bridges

Departure
- Loading
- Baggage conveyor system
- Baggage Reconciliation System
- Check-in
- Weight & balance
- Flight operations
- Arrivals, lost & found, ticketing
- Palletization
- Warehouse

* BRS = Baggage Reconciliation System
Ground Handling
Core Business Area: Ramp Services 2012

**Ramp Services**
- Regulated market: one third-party handler, Acciona
- Main customers of Fraport: Lufthansa and Star Alliance partners
- ~200,800 aircraft handled in 2012
- ~ 25.3 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*:
- Fraport AG: 12.6%
- Acciona: 87.4%

*Base: MTOW 2012

---

Ground Handling
Core Business Area: Passenger Services 2012

**Passenger Services**
- Open market: third-party handlers (e.g., Acciona) and self-handling (e.g., Lufthansa)
- ~22,900 aircraft handled in 2012

**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

**Market Share**: 61.9%
- Fraport AG
- Lufthansa self-handling
- Lufthansa 3rd party
- Others

1) Base: Passengers 2012 for Check-in and Gatling; Source: Fraport AG 2) FPS included

Fraport handles around 40% of the „free market“ (excluding Lufthansa self-handling)
**Ground Handling**

**Core Business Area: Central Infrastructure 2012**

- **Central Infrastructure**
  - Sole provider
  - Provision of infrastructure, incl. Baggage conveyor system (>80 km)
  - Baggage performance in 2012: 1.31% of misplaced baggage
  - ~28.5 million pieces of baggage (2012)

- **Activities**
  - 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**

100%

---

**Slide 100**

**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 EU hubs.

**Baggage facilities and conveyor system**

- More than 80 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: 114,455 baggage items a day
- System reliability rate: 99.5%
- Transport speed: 2.5 m/sec; max. speed 5 m/sec
- Only 1.31% of misplaced baggage per 1,000 items handled in FRA – top performance of our Fraport Ground Services

*Related to all checked and transferred baggage*
Ground Handling
Core Business Area: Cargo Services 2012

Cargo Services
- Open market; third-party handlers (e.g., LUG, Aviapartner) & self-handlers (LH)
- Fraport Cargo Services (FCS), wholly owned subsidiary (100%)
- ~460,000 metric tons of cargo
- ~45,000 metric tons at Airport Hahn

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 around 40% of the „free market“ (excluding Lufthansa self handling)

Market Share:
- FCS: 23.2%
- Lufthansa: 40.3%
- Lufthansa 3rd party: 29.9%
- Others: 6.6%

1) Basis: Cargo Tonneage 2012; Source: FCS 2) Several handlers with 1-5% market share each

Ground Handling
Revision of Ground Handling Directive 96/67/EC

2011
Announcement of the Regulation Proposal by the European Commission of Transport and Mobility dated December 1st

2012
Rejection of the Regulation Proposal to the Committee on Transport and Tourism by the European Parliament dated December 11th

2013
Revision of the Regulation Proposal by the Committee on Transport and Tourism and submission to the European Parliament to the formal voting

Source: Fraport, wwwifu.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
External Activities & Segments
Fraport Activities worldwide

- Majority Stakes
- Minority Stakes
- Management Contracts
- Other Operations

* Concession contract for future Dakar airport
**External Activities & Services Key Figures**

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA margin</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>45.3%</td>
<td>342.9</td>
<td>155.4</td>
<td>74.8</td>
</tr>
<tr>
<td>2010</td>
<td>54.7%</td>
<td>439.0</td>
<td>240.2</td>
<td>135.6</td>
</tr>
<tr>
<td>2011</td>
<td>51.3%</td>
<td>496.1</td>
<td>254.7</td>
<td>148.1</td>
</tr>
<tr>
<td>2012</td>
<td>52.9%</td>
<td>516.4</td>
<td>273.3</td>
<td>264.2</td>
</tr>
</tbody>
</table>

*Figures including special and consolidation effects*

---

**External Activities & Services Segment Revenue Split 2012**

€ mil.

- **Segment Revenue 516.4**
  - **Others 111.3**
  - **Antalya 150.5**
  - **Varna & Burgas 63.3**
  - **Lima 191.3**

**Others** are generated by majority held subsidiaries/management contracts, such as:
- Air IT Systems, Hanover
- Fraport Saudi Arabia, Riyadh
- Air Transport IT, Orlando, USA
- Medical Airport Services, Kelsterbach

and service units at Frankfurt, such as:
- Facility management
- Information and telecommunication
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>Xi'an 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: 6Y</td>
</tr>
<tr>
<td>57.5 mil. passengers</td>
<td>23.4 mil. passengers</td>
<td>25.0 mil. passengers</td>
<td>14.7 mil. passengers</td>
</tr>
<tr>
<td>Lima Airport</td>
<td>Hanover Airport</td>
<td>Burgas Airport</td>
<td>Riyadh Airport</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>13.3 mil. passengers</td>
<td>5.3 mil. passengers</td>
<td>2.4 mil. passengers</td>
<td>17.7 mil. passengers*</td>
</tr>
<tr>
<td>Delhi Airport</td>
<td>Pulkovo Airport</td>
<td>Varna Airport</td>
<td>Jeddah Airport</td>
</tr>
<tr>
<td>Share: 10.0%</td>
<td>Share: 35.5%</td>
<td>Share: 60.0%</td>
<td>Duration: 6Y</td>
</tr>
<tr>
<td>34.2 mil. passengers</td>
<td>11.2 mil. passengers</td>
<td>1.2 mil. passengers</td>
<td>22.9 mil. passengers*</td>
</tr>
<tr>
<td>Dakar Airport</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Duration: 2Y</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.8 mil. Passengers*</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* 2011 figures; 2012 figures not available at time of publication.

External Activities & Services
History of Fraport’s Airports

- Management contracts
- Minority holdings
- Majority holdings

1) Until 2012 management contract
2) Extension option
3) No concession, shares
4) Frankfurt-Hahn sold to the State of Rhineland-Palatinate in Jan. 2006

St. Petersburg (LED) 2010-2040
Cairo (CAI) 2005
Xi’an (XYI) 2008
Delhi (DEL) 2006
Hanover (HAJ) 2006
Varna & Burgas (VAR & BOJ) 2004
Lima (LIM) 2001
Frankfurt-Hahn (HHN) 2009
Saarbrücken (SCN) 2008
Manila (MNL) 2007
Saudi Arabia (RUH & JED) 2006

1997-2012
**External Activities & Services**
**Antalya Airport at a Glance I**

**Profile**
- 2nd largest airport in Turkey 2012
- Tourist gateway to Turkish Riviera
- #1 Mediterranean touristic Airport

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

**Main Carriers**
- SunExpress, Sky Airlines

**Further Carriers**
- Pegasus, Onur Air, Condor

- 9.1%

---

**External Activities & Services**
**Antalya Airport at a Glance II**

**2012 review**
- Refurbishment and modernization of retail areas in Terminal 2 completed
- Main growing origin markets are Germany and Russia
- Domestic growth due to cheap ticket prices and emergence of Low Cost Carrier
- ACI Airport Carbon Accreditation Level 3
- BID International Gold Star Award

**2013 onwards**
- Sustainable demand from Russia and Western Europe expected in 2013
- Sufficient capacity to handle traffic growth
External Activities & Services
Antalya Airport Financials

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers (in ml.)</td>
<td>25.0</td>
<td>25.0</td>
</tr>
<tr>
<td>Movements (in 000)</td>
<td>159.2</td>
<td>163.6</td>
</tr>
<tr>
<td>Revenue</td>
<td>301.1</td>
<td>293.9</td>
</tr>
<tr>
<td>EBITDA</td>
<td>259.6</td>
<td>254.2</td>
</tr>
<tr>
<td>EBIT</td>
<td>161.7</td>
<td>158.0</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>86.2%</td>
<td>86.5%</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. 2002

Other Shareholders
- IC İctas Insaat Sanayi ve Ticaret A.S. (48.99%)
- Fraport İctas Havaalanları İşletme Anonim Sirketi (0.01%)

Fraport History
- 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 2006 takeover of Terminal 2
- From 23rd Sep. 2009 till 2024 Fraport operates all 3 terminals together with Turkish IC Holding

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

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, Delta, United, Air Canada, Iberia, KLM, Air France, Air Europa, TACA, Copa, TAM, Sky Airlines

Passenger CAGR (2002-2012)
- 11.2%
External Activities & Services
Lima Airport at a Glance II

2012 review
- Traffic growth primarily driven by domestic passenger (+16.4%) due to better economic situation for the middle class in Peru
- >90% of Peruvian international traffic handled in Lima
- Winner:
  - Skytrax’s Airport of the Year South America: No. 1 in 2009, 2010, 2011 and 2012

2013 outlook
- Further passenger growth expected
- Apron expansion, implementation of additional remote gates, additional check in counters

---

External Activities & Services
Lima Airport Financials

<table>
<thead>
<tr>
<th></th>
<th>€ mil. 2012</th>
<th>€ mil. 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers (in mil.)</td>
<td>13.3</td>
<td>11.8</td>
</tr>
<tr>
<td>Movements (in ’000)</td>
<td>148.3</td>
<td>135.1</td>
</tr>
<tr>
<td>Revenue</td>
<td>191.3</td>
<td>159.3</td>
</tr>
<tr>
<td>EBITDA</td>
<td>65.5</td>
<td>53.2</td>
</tr>
<tr>
<td>EBIT</td>
<td>52.5</td>
<td>42.7</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>34.2%</td>
<td>33.4%</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%)
- AG Capitales SAFI S.A. (10.00%)

Fraport history
- 2001 – 2007 Fraport held 42.75%
- 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 till

Capex
- Until 2012 total CAPEX: USD 305.6 MM
- Upcoming: new terminal, 2nd runway

* Figures before consolidation / Figures refer to IFRS accounting, local GAAP figures may differ
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 1.8 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
- Bulgarian Air Charter

- 6.6%

External Activities & Services
Varna and Burgas Airports at a Glance II

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

Burgas
- Terminal construction on track
- Inauguration: 2013
- New capacity for 2.7 mil. passengers/year
**External Activities & Services**

**Varna and Burgas Airports Financials**

<table>
<thead>
<tr>
<th>Twin Star Airports</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue in € mil.</td>
<td>63.3</td>
<td>62.8</td>
</tr>
<tr>
<td>EBITDA in € mil.</td>
<td>25.9</td>
<td>23.8</td>
</tr>
<tr>
<td>EBIT in € mil.</td>
<td>18.8</td>
<td>17.2</td>
</tr>
<tr>
<td>EBITDA margin*</td>
<td>40.9%*</td>
<td>37.9%*</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>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Varna</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>1.2</td>
<td>1.2</td>
</tr>
<tr>
<td>Movements in '000</td>
<td>10.7</td>
<td>11.3</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Burgas</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>2.4</td>
<td>2.3</td>
</tr>
<tr>
<td>Movements in '000</td>
<td>18.9</td>
<td>19.2</td>
</tr>
</tbody>
</table>

* Influenced by IFRIC 12: real EBITDA margin 2012: 56.4%; 2011: 54.9%

**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

**Capex (Obligation)**
- € 54 mil. until 2011
- 2 new terminals until 2013
- Further investments subject to traffic growth

**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**
- Air Berlin, Lufthansa

**Further Carriers**
- TUIfly, Germanwings, Swiss, Condor, Turkish Airlines

- 1.1%

**Passengers Total 2012**
- 5.3 mil.
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, SpiceJet

- 14.6%

Passengers Total 2012
- 34.2 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 Nat.Airaviation Corporation Airport Inv., Ltd.
- 0.1% CWAG Aviation Logistics (Xi’an) Co. Ltd.

Profile
- 8th biggest airport in China
- Center of the Chinese aerospace and aviation industry
- Known for its world-famous Terracotta Army

Infrastructure
- 2 runways, mid term capacity for ~65 movements/hour
- 2 terminals, capacity for ~40 mil. passengers/year
- Former T1 used as pier of T2 after opening of T3

Main Carrier
- China Eastern Group

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

- 18.1%

Passengers Total 2012
- 23.4 mil.
External Activities & Services

Minority: Saint Petersburg, Russia

Fraport share: 35.5%

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

Profile
- 3rd largest Russian Airport (after Moscow-DME and Moscow-SVO)

Infrastructure
- 2 parallel runways, current capacity for 28, potential capacity up to 100 movements/hour possible
- 2 terminals, capacity for 11 mil. passengers/year

Main Carrier
- Rossiya Airlines

Further Carriers
- Aeroflot, Lufthansa, Transaero, S7

- 13.4%

Passengers Total 2012
- 11.2 mil.

---

External Activities & Services

Management Contracts & Others

Cairo, Egypt

Profile
- On the way of becoming the hub of MENA (Middle East North Africa)
- 3 parallel runways, capacity for 100+ 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 (2004–2012)
- 6.6%

Passengers Total 2012
- 14.7 mil.

Dakar, Senegal

Profile
- New Airport currently under construction
- Fraport has a concession contract for the future airport (50%)

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, Iberia Airlines

Passengers Total 2012
- 14.7 mil.

Riyadh & Jeddah, Saudi Arabia

Riyadh

Profile
- Capital airport

Infrastructure Riyadh
- 2 runways
- 4 terminals

Main Carrier
- Saudi Arabian Airlines

Further Carriers
- Emirates, Air India, Pakistan International Airlines, Lufthansa

Passengers Total 2012
- 17.7 mil.

Jeddah

Profile
- Pilgrim airport, Red Sea

Infrastructure Jeddah
- 3 runways
- 3 terminals

Main Carrier
- Saudi Arabian Airlines

Further Carriers
- NAS, Air Egypt, Air India, Lufthansa

Passengers Total 2011
- 22.9 mil.*

* 2011 figures; 2012 figures not available at time of publication
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)  
FRAG.DE (Reuters)

Class of share: Ordinary bearer shares with a nominal par value of € 10.00 each

Capital stock (acc. to IFRS): € 922.1 million

Calculated par value per share: € 10.00

Number of floating shares\(^1\) on Dec. 31, 2012: 92,134,391

Listing: Frankfurt Stock Exchange – official trading (Prime Standard), MDAX\(^2\)

Sustainability Share Indices: Dow Jones Sustainability World Index (DJSI World),  
FTSE4Good-Index, Carbon Disclosure Leadership Index (CDLI)

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, 2012)*

- **State of Hesse**: 31.40%
- **Lufthansa**: 20.05%
- **RARE**: 16.16%
- **City of Frankfurt**: 3.08%
- **Unknown**: 33.87%
- **Lazard**: 8.46%
Fraport Share & Management Geographical Split

Total Geographical Split of Share

- Germany 62.3%
- USA 7.2%
- Canada 10.0%
- Norway 1.0%
- Denmark 1.1%
- Remainder 17.6%

Geographical Split of Free Float

- Australia 17.9%
- USA 17.9%
- France 1.5%
- Denmark 2.7%
- UK 2.5%
- Remainder 43.9%

Source: own estimate
* Free float without the shares of State of Hesse, Stadtwerke Frankfurt am Main Holding GmbH and Deutsche Lufthansa AG

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Fraport Share & Management Key Figures of the Fraport Share

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-end closing price</td>
<td>€ 54.02</td>
<td>€ 53.87</td>
<td>€ 50.91</td>
<td>€ 56.28</td>
<td>€ 47.16</td>
<td>€ 38.00</td>
<td>€ 43.94</td>
</tr>
<tr>
<td>Highest price</td>
<td>€ 66.77</td>
<td>€ 64.65</td>
<td>€ 54.34</td>
<td>€ 58.80</td>
<td>€ 48.76</td>
<td>€ 58.10</td>
<td>€ 49.37</td>
</tr>
<tr>
<td>Lowest price</td>
<td>€ 44.90</td>
<td>€ 45.53</td>
<td>€ 23.67</td>
<td>€ 22.46</td>
<td>€ 34.40</td>
<td>€ 37.60</td>
<td>€ 38.41</td>
</tr>
<tr>
<td>Annual performance (including dividend)</td>
<td>% 22.3</td>
<td>1.9</td>
<td>-40.4</td>
<td>21.1</td>
<td>33.2</td>
<td>-16.8</td>
<td>18.9</td>
</tr>
<tr>
<td>Earnings per share (basic)</td>
<td>€ 2.63</td>
<td>2.44</td>
<td>2.07</td>
<td>1.60</td>
<td>2.86</td>
<td>2.62</td>
<td>2.59</td>
</tr>
<tr>
<td>Dividend per share¹</td>
<td>€ 1.15</td>
<td>1.15</td>
<td>1.15</td>
<td>1.15</td>
<td>1.25</td>
<td>1.25</td>
<td>1.25</td>
</tr>
<tr>
<td>Dividend yield on Dec. 31</td>
<td>% 2.1</td>
<td>2.1</td>
<td>3.7</td>
<td>3.2</td>
<td>2.7</td>
<td>3.3</td>
<td>2.8³</td>
</tr>
<tr>
<td>Payout ratio</td>
<td>% 43.9</td>
<td>47.2</td>
<td>55.7</td>
<td>70.8</td>
<td>44.0</td>
<td>48.0</td>
<td>48.5</td>
</tr>
<tr>
<td>Price-earnings ratio</td>
<td>20.5</td>
<td>22.1</td>
<td>14.9</td>
<td>22.7</td>
<td>16.5</td>
<td>14.5</td>
<td>17.0</td>
</tr>
<tr>
<td>Average trading volume per day (XETRA)</td>
<td>number</td>
<td>209,183</td>
<td>262,132</td>
<td>299,704</td>
<td>163,070</td>
<td>160,634</td>
<td>190,671</td>
</tr>
<tr>
<td>Market capitalization on Dec. 31</td>
<td>€ million</td>
<td>4,338</td>
<td>4,932</td>
<td>2,835</td>
<td>3,333</td>
<td>4,335</td>
<td>3,494</td>
</tr>
<tr>
<td>Total number of shares on Dec. 31</td>
<td>million</td>
<td>91.5</td>
<td>91.6</td>
<td>91.7</td>
<td>91.9</td>
<td>91.9</td>
<td>92.0</td>
</tr>
<tr>
<td>Number of floating shares on Dec. 31</td>
<td>million</td>
<td>91.4</td>
<td>91.5</td>
<td>91.6</td>
<td>91.8</td>
<td>91.8</td>
<td>91.9</td>
</tr>
</tbody>
</table>

* Proposed dividend for fiscal year 2012
Fraport Share & Management
Stock Performance 2012

in %

140

130

120

110

100

90

80

January, 1 2012

December 31, 2012

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

Fraport Share & Management
CEO: Dr. Stefan Schulte

Fraport AG’s CEO since September 2009
Responsible for:
- Corporate Compliance, Risk and Values Management
- Legal Affairs
- Internal Auditing
- Corporate Development and Sustainability Management
- 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 Infostrade 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**

**Executive Director Ground Handling: Anke Giesen**

Fraport AG’s Executive Director Ground Handling since January 2013

Responsible for:
- Retail and Properties
- Ground Services
- HR Top Executives

**Brief biography:**
- 2009 – 2012: Director Labor Relations and Member of the Executive Board at Douglas Holding AG
- 2004 – 2009: Head of Human Resources and Member of the Management Board at Pfeiderer AG
- 2001 – 2004: Several management positions at Pfeiderer AG
- Studied Law

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**Fraport Share & Management**

**Executive Director Labor Relations: Michael Müller**

Fraport AG’s Executive Director Labor Relations since October 2012

Responsible for:
- Airport Security Management
- Human Resources
- Central Purchasing, Construction Contracts

**Brief biography:**
- 2009 – 2012: Senior Executive VP Ground Handling Fraport AG
- 1997 – 2009: Senior Vice President Human Resources Fraport AG
- 1993 – 1997: Several management positions in the Human Resources department of FAG (former name of Fraport AG)
- 1984 – 1993: Staff function reporting to the company’s Executive Board Member responsible for labor relations at Flughafen Frankfurt/Main AG
- Studied Economics
**Fraport Share & Management**

**Executive Director Operations: Peter Schmitz**

Fraport AG’s COO since September 2009

Responsible for:
- Airside and Terminal Management, Corporate Safety and Security
- Real Estate and Facility Management
- Information and Telecommunications
- Passenger Experience

Brief biography:
- 2001–2009: Senior Executive VP Ground Services Fraport AG
- 1998–2001: Head of Logistics at Headquarters Allied Air Forces Central Europe, Ramstein, Germany
- 1984–1996: Different German Air Force appointments

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**Fraport Share & Management**

**CFO: Dr. Matthias Zieschang**

Fraport AG’s CFO since April 2007

Responsible for:
- Corporate Infrastructure Management
- Global Investments and Management (External Activities)
- Controlling
- Finance and Investor Relations
- Accounting

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
Glossary

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

**Aviation**
Fraport business segments. The segment is responsible for Runway and terminal operations, security & expansion

**BOT**
Acronym for Build Operate Transfer

**CAGR**
Acronym for Compound Annual Growth Rate

**CUTE**
Common Use Terminal Equipment

**EIB**
Acronym for European Investment Bank

**External Activities & Services**
Fraport business segments. The segment encompasses all holdings and activities not located at Frankfurt

**Ground Handling**
Fraport business segments. The segment encompasses all 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

**MTOW**
Acronym for maximum takeoff weight for which an aircraft is certified. The MTOW is the 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**
Fraport business segments. The segment encompasses the letting of shops & offices, management of parking facilities and real estate

**ROFRA**
Abbrivation for Return on Fraport Assets = EBIT divided by Fraport assets

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

**WIBank**
Bank for Infrastructure in the State of Hesse

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**Investor Relations**

**IR Contact – meet IR**

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# Investor Relations

## IR Service – meet IR

### Financial Calendar

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
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</thead>
<tbody>
<tr>
<td>3-months interim report 2013</td>
<td>Wednesday, May 8</td>
</tr>
<tr>
<td>Annual General Meeting</td>
<td>Friday, May 31</td>
</tr>
<tr>
<td>6-months interim report 2013</td>
<td>Wednesday, August 7</td>
</tr>
<tr>
<td>9-months interim report 2013</td>
<td>Wednesday, November 6</td>
</tr>
</tbody>
</table>

### Traffic Calendar

<table>
<thead>
<tr>
<th>Month</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>March 2013</td>
<td>Thursday, April 11</td>
</tr>
<tr>
<td>April 2013</td>
<td>Tuesday, May 14</td>
</tr>
<tr>
<td>May 2013</td>
<td>Wednesday, June 12</td>
</tr>
<tr>
<td>June 2013</td>
<td>Wednesday, July 10</td>
</tr>
<tr>
<td>July 2013</td>
<td>Monday, August 12</td>
</tr>
<tr>
<td>August 2013</td>
<td>Wednesday, September 11</td>
</tr>
<tr>
<td>September 2013</td>
<td>Friday, October 11</td>
</tr>
<tr>
<td>October 2013</td>
<td>Tuesday, November 12</td>
</tr>
<tr>
<td>November 2013</td>
<td>Wednesday, December 11</td>
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</tbody>
</table>

For 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 additional information, dates of roadshows and conferences and downloads of the latest presentations.