Visual Fact Book
Full Year 2012

Fraport

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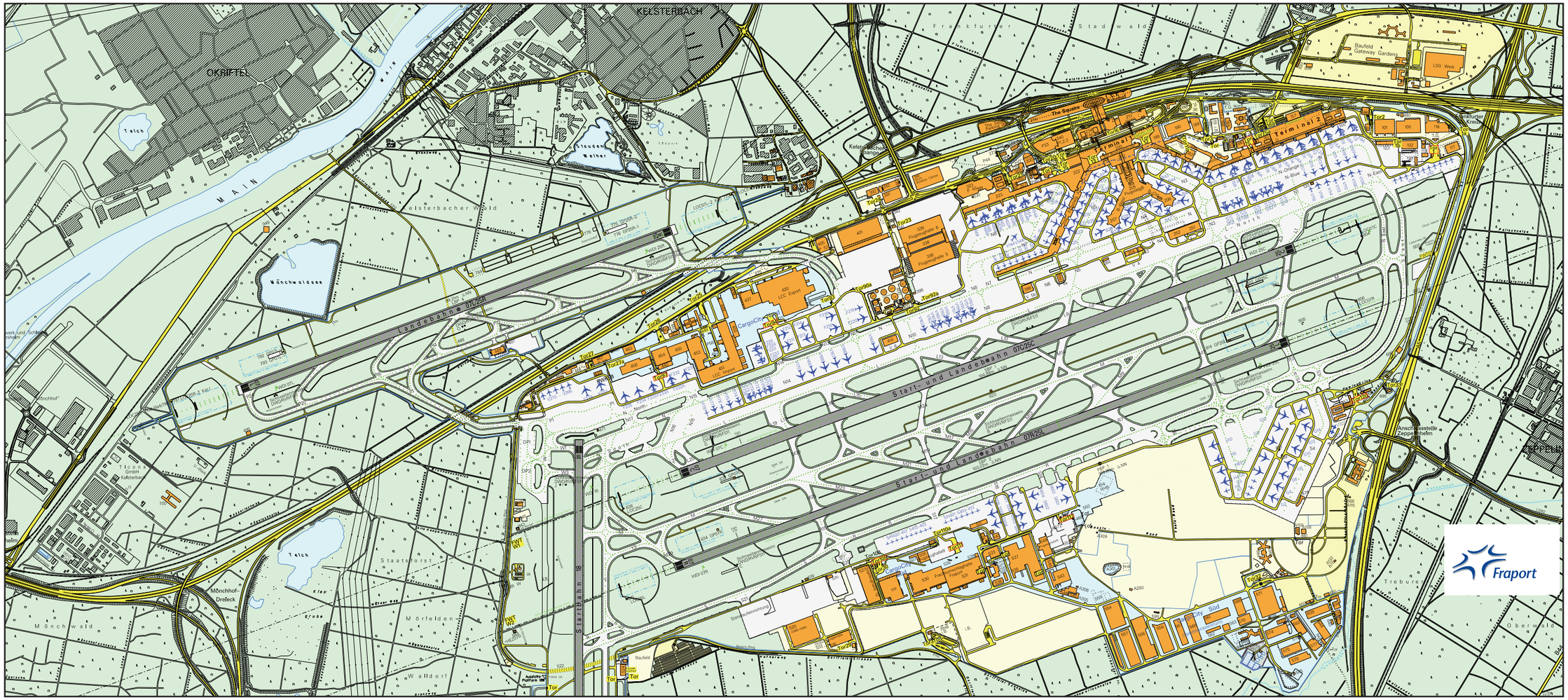
Fraport at a Glance

Overview

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



Public operational area

Non-public operational area

CargoCity North
CargoCity South

Movement area

Airport perimeter fence

Scale: approx. 1 : 26,000

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 Rebstock 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
1984	Third Runway (West) goes into service
1994	Inauguration of Terminal 2
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

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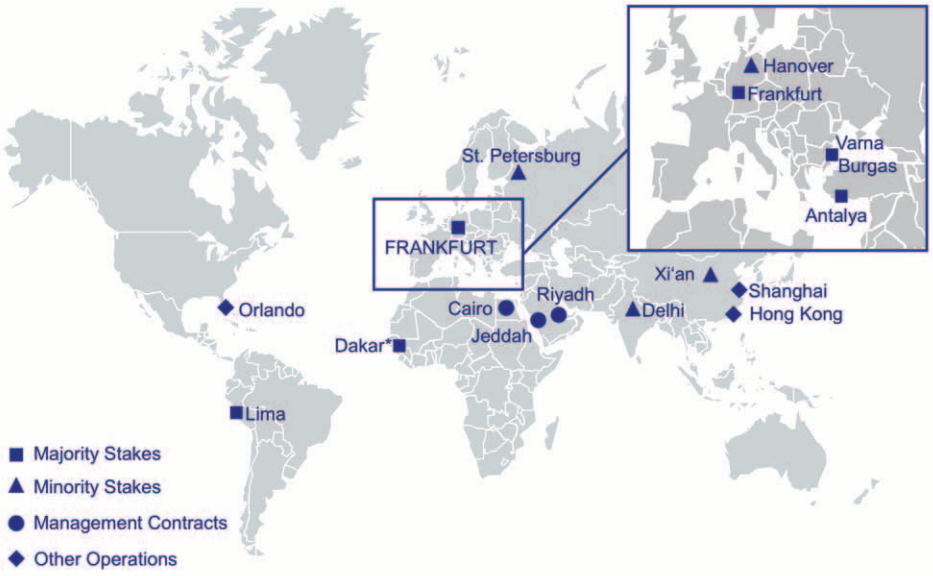
Overview
Fraport Activities Worldwide



* Concession contract of future Dakar airport

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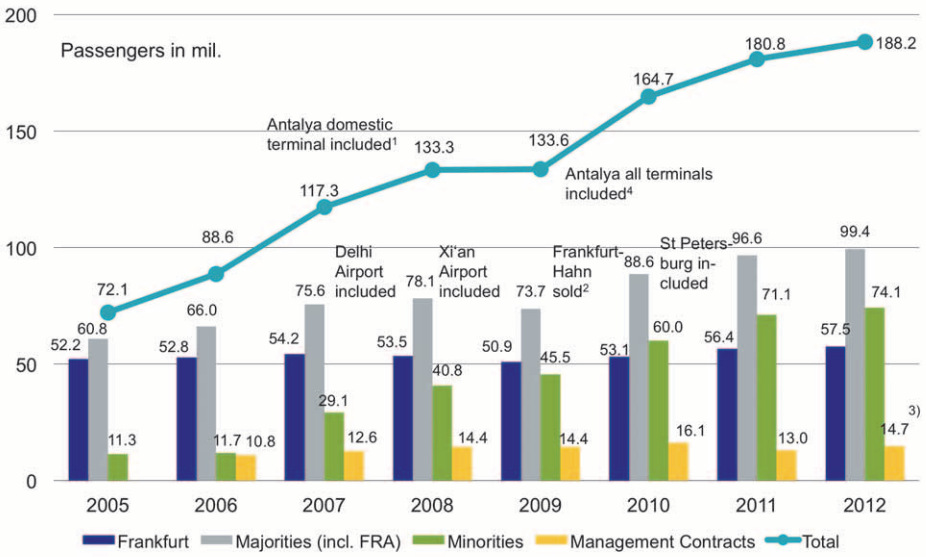
Overview
Traffic Figures of Fraport Group



1) Effect of +0.7 mil. passengers 2) Effect of –3.8 mil. Passengers 3) Riyadh and Jeddah not included 4) as of September 24, 2009

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Overview
Group Traffic Figures 2012

in 000	Share in %	Passengers	in %	Cargo	in %	Movements	in %
Frankfurt	100%	57,520	1.9	2,066	–6.7	482	–1.0
Antalya[1]	51%	24,954	0.0	n. a.	n. a.	159	–2.7
Lima	70%[2]	13,324	13.0	294	2.5	148	9.8
Burgas	60%	2,381	5.6	2	–61.9	19	–1.9
Varna	60%	1,221	3.4	< 1	–18.3	11	–4.7
St Petersburg	35.5%	11,155	16.1	n. a.	-	126	8.4
Hanover	30%	5,288	–1.0	16	–6.4	80	-0.7
Xi'an	24.5%	23,421	10.7	175	1.3	203	11.0
Delhi	10%	34,212	–2.3	560	–5.6	305	–1.8
Cairo[3]	--	14,712	13.0	279	–0.8	143	10.1
Group total[4]		188,188	4.1	3,392	–5.0	1,677	2.4

1) Equity Share 50%/Voting rights 51%; proportionate consolidation
2) 70.01%
3) Management contract
4) Management contract Saudi Arabia not included

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Overview
Group Portfolio 2012

Dr. Stefan Schulte Chief Executive Officer	Anke Giesen Executive Director Ground Handling	Michael Müller Executive Director Labor Relations	Peter Schmitz Executive Director Operations	Dr. Matthias Zieschang CFO[1]

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Revenue	€ 2,442.0 mil.	Group result	€ 251.6 mil.
EBITDA	€ 850.7 mil.	EPS	€ 2.59
EBIT	€ 498.0 mil.	Employees[2]	20,963

Aviation	Retail & Real Estate	Ground Handling	External Activities & Services
• Runway and terminal operations • Expansion • Security	• Retail management • Property management • Parking management	• Ramp services • Passenger services • Baggage handling • Cargo services	• Global investments and management • Facility management • IT • Central Infrastructure Management
Revenue € 823.4 mil.	Revenue € 452.9 mil.	Revenue € 649.3 mil.	Revenue € 516.4 mil.
EBITDA € 199.9 mil.	EBITDA € 333.9 mil.	EBITDA € 43.6 mil.	EBITDA € 273.3 mil.
EBIT € 77.6 mil.	EBIT € 251.5 mil.	EBIT € 4.7 mil.	EBIT € 164.2 mil.
Employees[2] 6,298	Employees[2] 629	Employees[2] 8,924	Employees[2] 5,112

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

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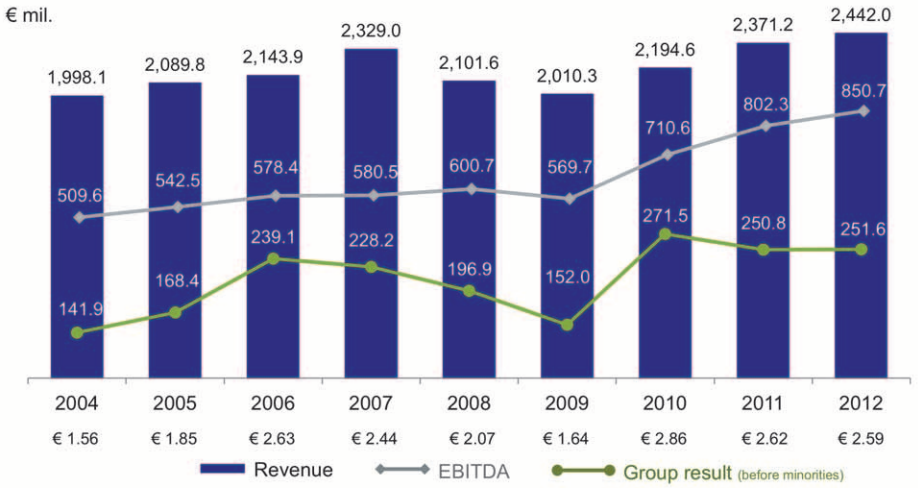
Overview
Group Financial Performance[1]



1) Figures including one-off, and consolidation effects, major effects included:
2006: Positive Group result effect from €18.0 mil. Manila payment in financial result, and €35.2 mil. tax effect
2007: €20 mil. FraSec impairment. Positive deferred tax effect of €25.4 mil.
2008: Sale of ICTS investment on April 1, revenue effect of €–245 mil. in 2008 and €–67 mil. in 2009. Total EBITDA effect of €6.5 mil., additional: €22.9 mil. impairment on Hahn investment, with €11.8 mil. negative tax effect. Financial result positively impacted by €41.9 mil. Manila payment
2008: Sale of ICTS investment on April 1, revenue effect of €–245 mil. in 2008 and €-67 mil. in 2009. Total EBITDA effect of €6.5 mil., additional: €22.9 mil. impairment on Hahn investment, with €11.8 mil. negative tax effect. Financial result positively impacted by €41.9 mil. Manila payment
2009: Sale of Hahn investment on Feb. 28, revenue effect of €39 mil., and marginal EBITDA-effect , additional : €20 mil. Impairment on Ground Handling, and positive tax effect of €20.5 mil.
2010: Release of tax provisions of about €80 mil.

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Fraport at a Glance

Corporate Strategy

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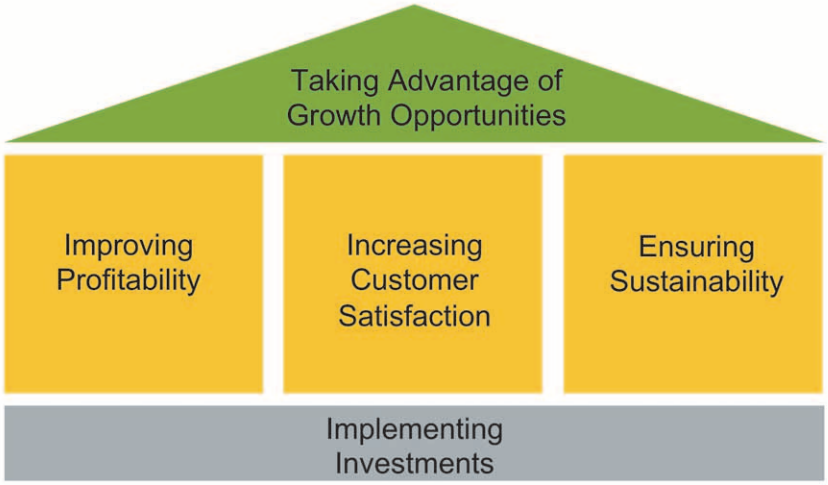
Corporate Strategy Agenda 2015



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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

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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!"

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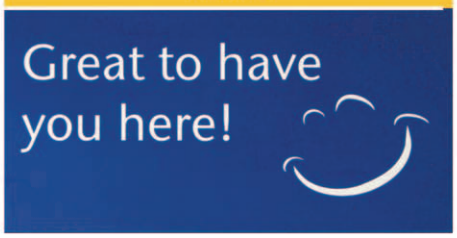
Corporate Strategy – Agenda 2015
Increasing Customer Satisfaction

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

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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 dioxide 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

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Corporate Strategy – Agenda 2015
Growth Opportunities (II)

Achievements so far

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

Outlook

Real Estate

- Further marketing and development of "Moenchhof Site", "Gateway Gardens" and "Cargo City South"
- Further expansion of property management portfolio

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Corporate Strategy – Agenda 2015
Growth Opportunities (III)

Achievements so far

External Activities

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

Outlook

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 264 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

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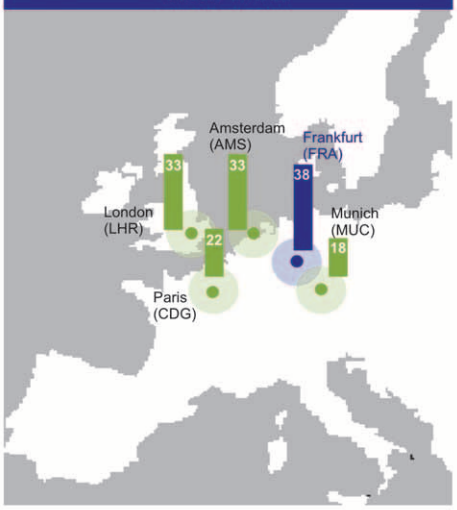
Features of Frankfurt Airport
Biggest Catchment Area of all European Hubs

Population of surrounding catchment areas in mil.



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

Source: SVP Deutschland AG, Consulting & Research, 2005

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Features of Frankfurt Airport
Largest German Companies within Catchment Area

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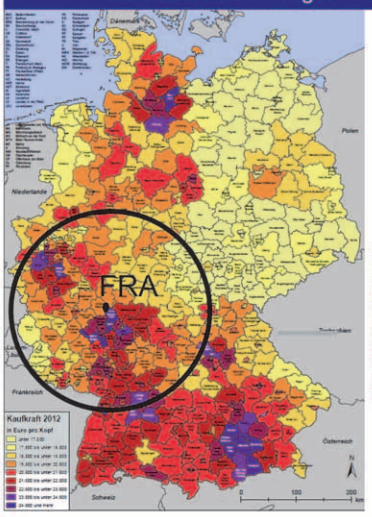
Features of Frankfurt Airport
High Purchasing Power around FRA

Purchasing power in catchment area of FRA above average



€ purchasing power per capita in 2012

- below 17,500
- 17,500 – 18,500
- 18,500 – 19,500
- 19,500 – 20,500
- 20,500 – 21,500
- 21,500 – 22,500
- 22,500 – 23,500
- 23,500 – 24,500
- 24,500 and more

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: MB-Research, 2012

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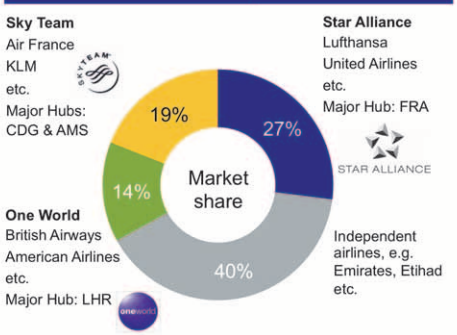
Features of Frankfurt Airport
Traffic focusing on Mega Hubs in Europe

Only three Airbus A380 bases in Europe

Airline	A380 in service (total order)	Airport	Airport Pass. (mil.)
British Airways	0 (12)	LHR	70.0
Virgin Atlantic	0 (6)	LHR	70.0
Air France	8 (12)	CDG	61.6
Lufthansa	10 (19)	FRA	57.5

Intercontinental traffic in Europe



Three strong alliances dominate 60% of market

Reference parameter: intercontinental seats ex Europe
Sources: Airbus, Sabre ADI January 2013

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Features of Frankfurt Airport
Slot Capacity of European Hub Airports

Airport	Existing runways		Slot capacity	Planned runways		Target Capacity
London-Heathrow	2	independently usable	80 mov/h	0		n.a.
Paris-Ch.d.Gaulle	4	2 doublets, each independently	115 mov/h	0		120 mov/h
Frankfurt	4	not independently usable	96–98 mov/h	0		126 mov/h
Madrid	4	independently usable	98 mov/h	0		120 mov/h
Amsterdam	6	not independently usable	110 mov/h	0		120 mov/h
Munich	2	independently usable	90 mov/h	1	July 2011: Zoning decision[1]	120 mov/h
Zurich	3	not independently usable	66 mov/h	0[2]		n.a.
Vienna	2	not independently usable	72 mov/h	1		95 mov/h
Brussels	3	not independently usable	74 mov/h	0		n.a.

1) Subject to proceedings in contentious administrative matters
2) Optimization of existing runways

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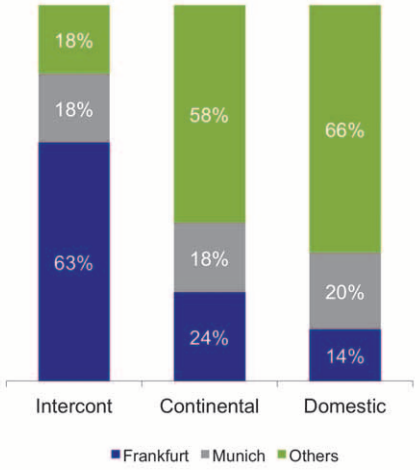
Features of Frankfurt Airport
Intercontinental Traffic is concentrated in Frankfurt

Passenger Share of German Airports 2012



- 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) *( )

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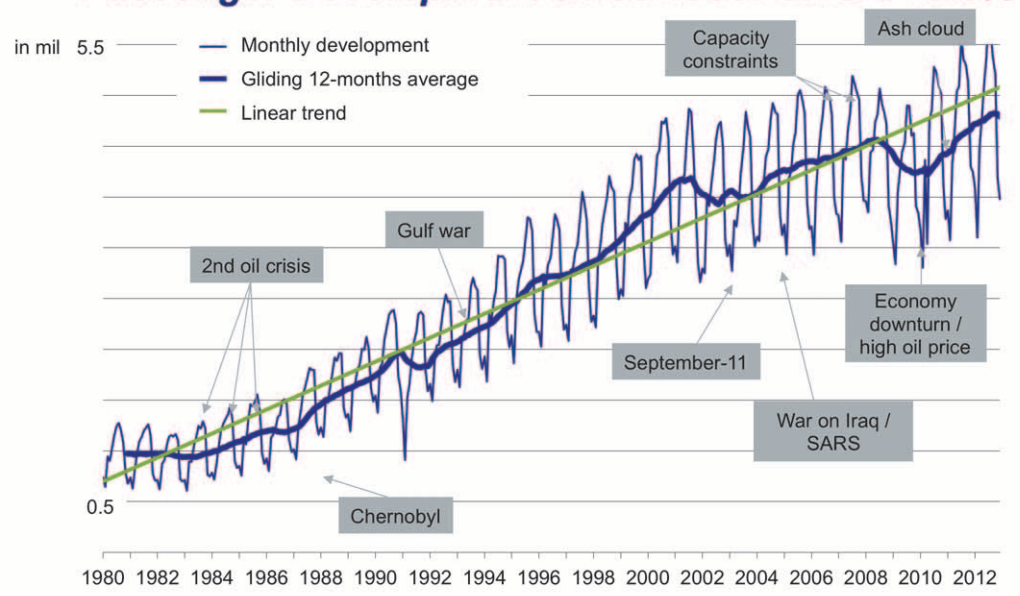
Features of Frankfurt Airport
Passenger Development since 1980: CAGR +3.8%



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Features of Frankfurt Airport
Top 30 Passenger Airports in the World*

	Airports		mil.	%		Airports		mil.	%
1	Atlanta	ATL	95.5	3.3	16	Amsterdam	AMS	51.0	2.6
2	Beijing	PEK	81.9	4.5	17	New York	JFK	49.3	3.1
3	London	LHR	70.0	0.9	18	Guangzhou	CAN	48.5	7.8
4	Tokyo	HND	67.8	8.3	19	Madrid	MAD	45.2	-9.0
5	Chicago	ORD	67.1	0.4	20	Istanbul	IST	45.0	20.2
6	Los Angeles	LAX	63.7	3.0	21	Shanghai	PVG	44.9	8.3
7	Paris	CDG	61.6	1.1	22	San Francisco	SFO	44.4	8.6
8	Dallas	DFW	58.6	1.4	23	Las Vegas	LAS	41.7	0.5
9	Jakarta	CGK	57.7	14.4	24	Charlotte	CLT	41.2	5.6
10	Dubai	DXB	57.7	13.2	25	Phoenix	PHX	40.5	-0.3
11	Frankfurt	FRA	57.5	1.9	26	Houston	IAH	40.0	-0.5
12	Hong Kong	HKG	56.1	5.2	27	Kuala Lumpur	KUL	39.9	6.6
13	Denver	DEN	53.2	0.9	28	Miami	MIA	39.5	3.0
14	Bangkok	BKK	53.0	10.6	29	Incheon	ICN	39.2	11.3
15	Singapore	SIN	51.2	10.0	30	Munich	MUC	38.4	1.6

* Total passengers enplaned and deplaned, passengers in transit counted once, ACI figures, preliminary

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Fraport

Features of Frankfurt Airport
Top 30 Cargo Airports in the World*

	Airports		Cargo (000 t)	%
1	Hong Kong	HKG	4,062	2.2
2	Memphis	MEM	4,016	2.5
3	Shanghai	PVG	2,939	–5.3
4	Incheon	ICN	2,457	–3.3
5	Anchorage	ANC	2,450	–3.7
6	Dubai	DXB	2,267	3.1
7	Louisville	SDF	2,168	–0.9
8	Paris	CDG	2,151	–6.5
9	Frankfurt	FRA	2,066	–6.7
10	Tokyo	NRT	2,006	3.1
11	Miami	MIA	1,930	4.9
12	Singapore	SIN	1,842	–3.0
13	Beijing	PEK	1,787	6.0
14	Los Angeles	LAX	1,772	3.7
15	Taipei	TPE	1,578	–3.1
16	London	LHR	1,556	–0.7
17	Chicago	ORD	1,512	–3.0
18	Amsterdam	AMS	1,512	–2.4
19	Bangkok	BKK	1,345	1.8
20	New York	JFK	1,284	–5.5
21	Guangzhou	CAN	1,246	5.6
22	Indianapolis	IND	932	2.7
23	Tokyo	HND	910	3.6
24	Shenzhen	SZX	855	3.5
25	Leipzig	LEJ	846	13.7
26	Doha	DOH	845	4.5
27	Newark	EWR	744	–7.5
28	Cologne	CGN	730	0.5
29	Osaka	KIX	723	–2.7
30	Kuala Lumpur	KUL	702	–0.1

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

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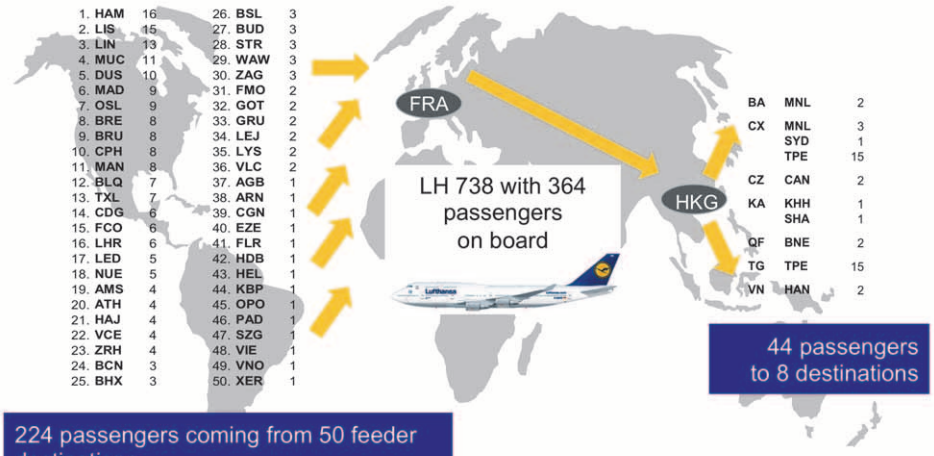
Fraport

Features of Frankfurt Airport
Hub and Spoke System

Exemplary Flight LH 738 Frankfurt to Hong Kong



224 passengers coming from 50 feeder destinations

44 passengers to 8 destinations

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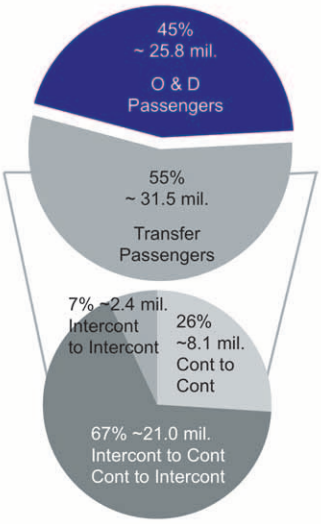
Fraport

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

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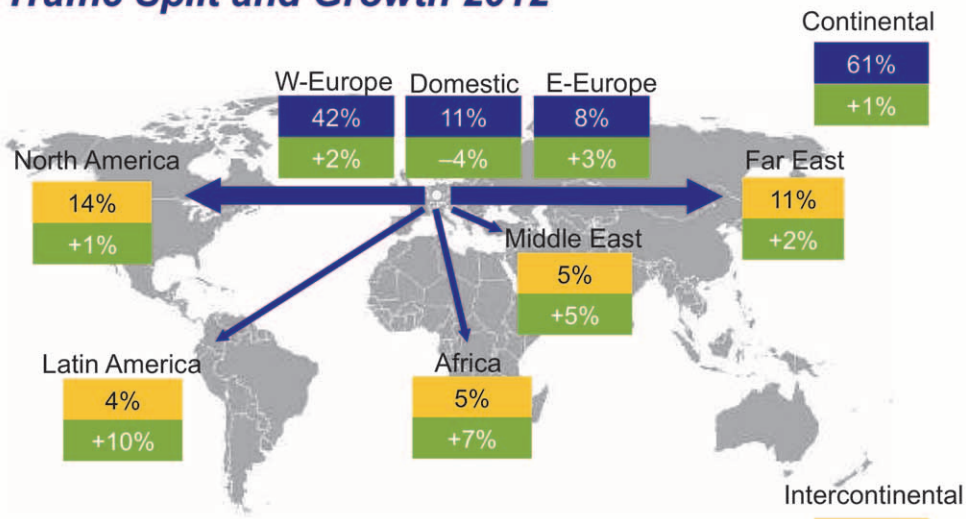
Fraport

Features of Frankfurt Airport
Transfer Share Development

Slide 33 Visual Fact Book Full Year 2012

Fraport

Features of Frankfurt Airport Traffic Split and Growth 2012



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

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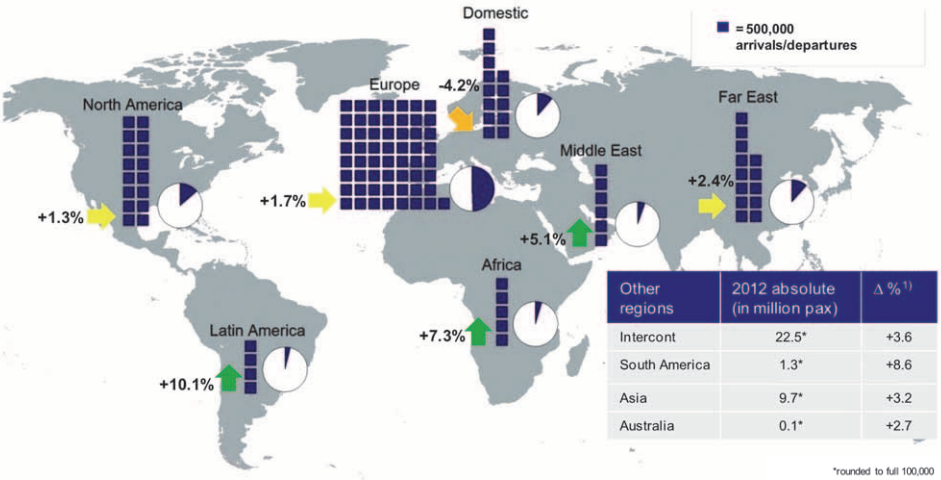
Fraport

Features of Frankfurt Airport Passenger Development by Regions



Other regions	2012 absolute (in million pax)	Δ % [1]
Intercont	22.5*	+3.6
South America	1.3*	+8.6
Asia	9.7*	+3.2
Australia	0.1*	+2.7

*rounded to full 100,000

Europe excl. domestic traffic
Source: Opal evaluation of routes, all traffic types passengers arr + dep

[1] Δ % =Rate of change against previous year Discrepancies due to rounding possible

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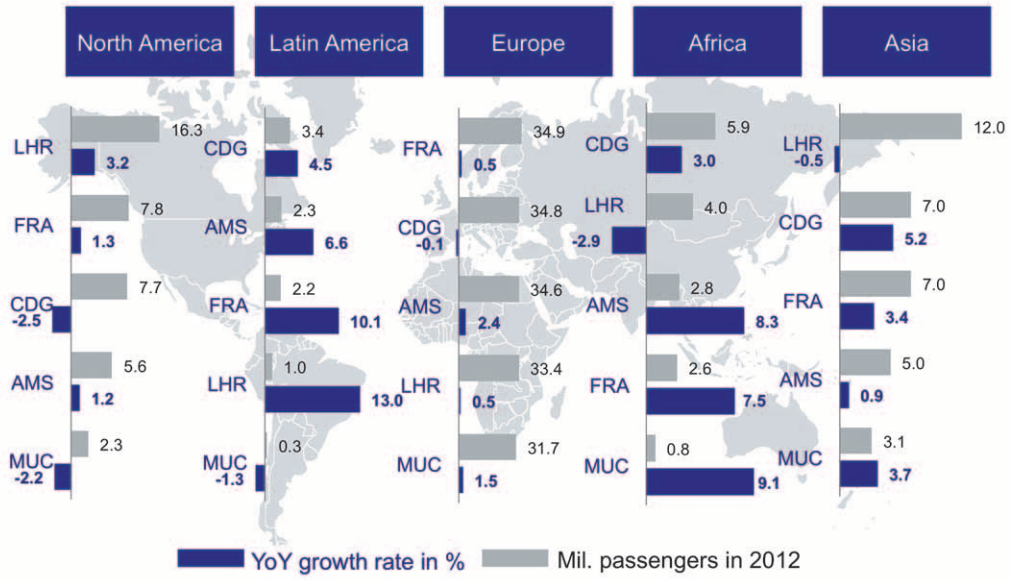
Fraport

Features of Frankfurt Airport
FRA improving in Latin America & Africa



Source: Airports Rapid Data Exchange

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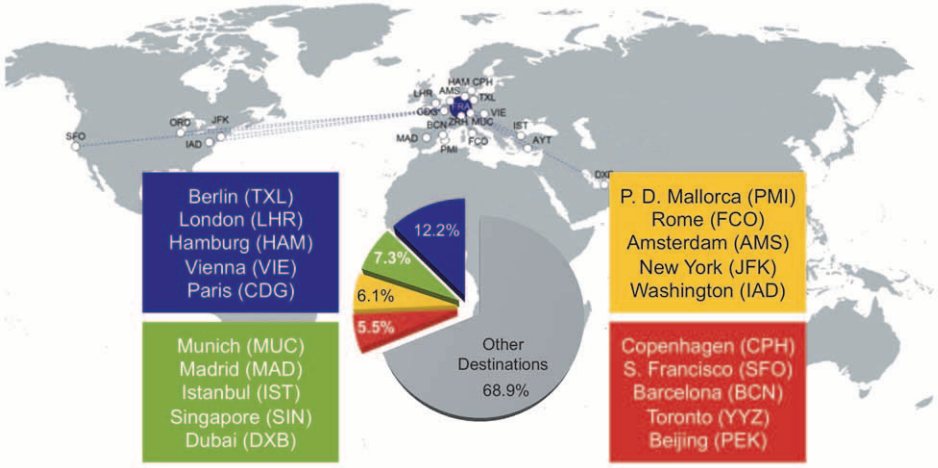
Fraport

Features of Frankfurt Airport
Passengers by Region 2012*



Source: Opal Evaluation of routes. All traffic types, Passengers arr+dep
*Discrepancies due to rounding possible

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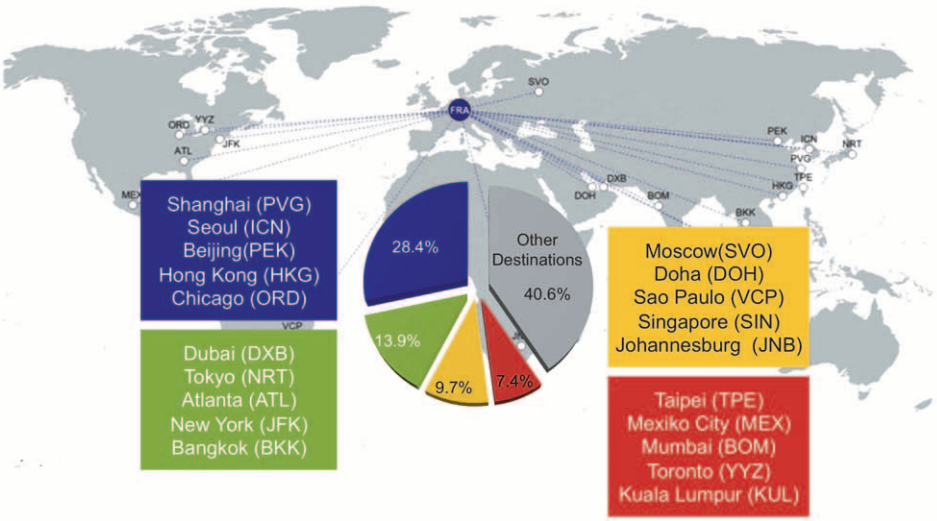
Fraport

Features of Frankfurt Airport
Cargo by Region 2012*



Source: Opal Evaluation of routes. All traffic types, Cargo arr+dep
*Discrepancies due to rounding possible

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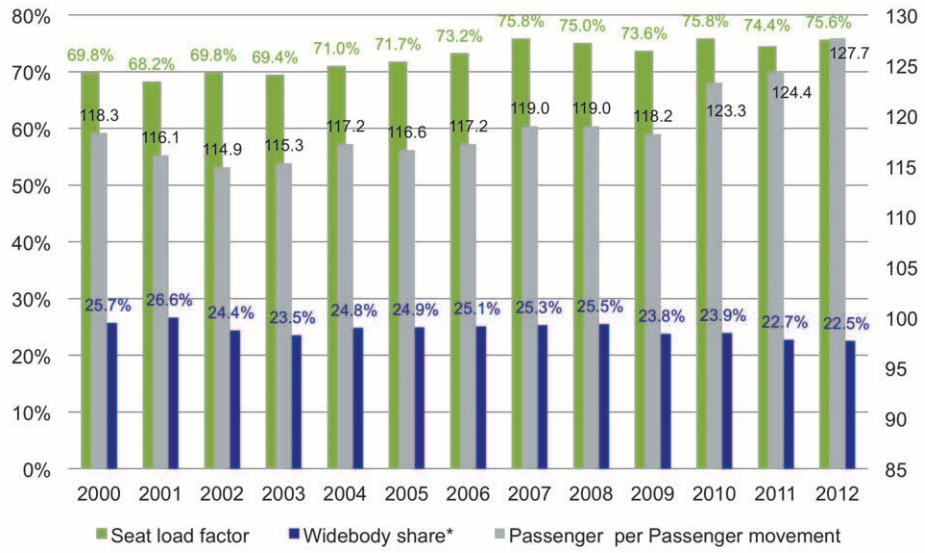
Fraport

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



*Excluding Cargo

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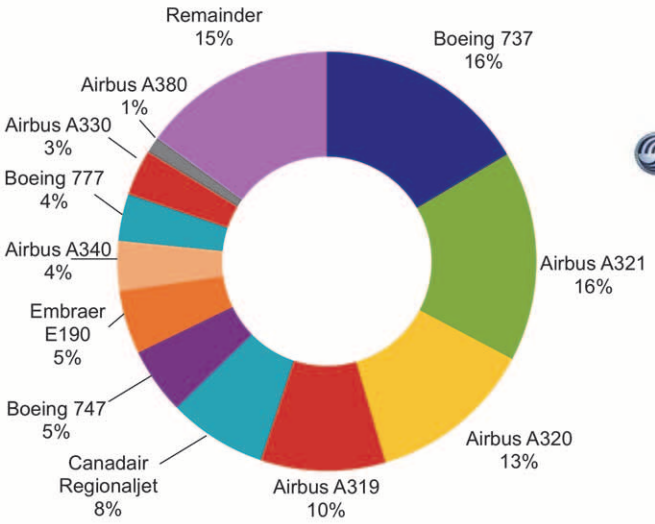
Fraport

Features of Frankfurt Airport
Shares of Aircraft Types by Movements 2012



AIRBUS

BOEING

BOMBARDIER AEROSPACE

EMBRAER

ATR

...and other manufacturers

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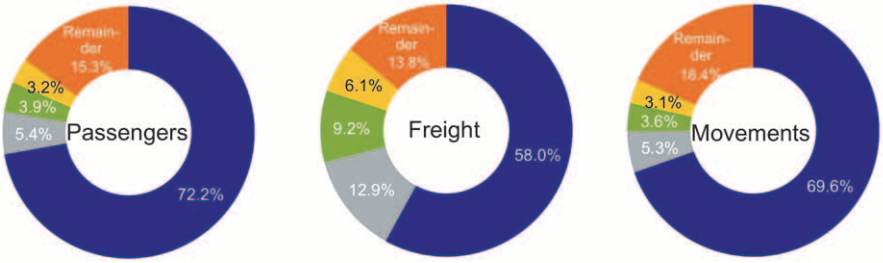
Fraport

Features of Frankfurt Airport
Traffic Shares by Airline Groupings 2012



Lufthansa, Condor, United, Air Berlin, Air Canada	Lufthansa, Air China, Aerologic, Emirates, Air Bridge Cargo	Lufthansa, Condor, British Airways, SAS, LOT
TuiFly, SAS, Singapore Airlines, Emirates, British Airways	Korean, Cathay, Asiana, ChinaSouthern, Air Cargo Germany	United, Air Berlin, TuiFly, Air France, KLM
US Airways, Turkish Airlines, Air China, Delta, Thai Airways	British Airways, Qatar, United, European Airtransport, Thai Airways	Turkish Airlines, Air Canada, Croatia Airlines, Austrian, Swiss
Austrian, Sunexpress Germany, LOT, Air France, Croatia Airlines	Air Canada, Saudi Arabian Airlines, Malaysian, ANA, Singapore Airlines	Emirates, Adria Airways, Luxair, Aeroflot, Air China

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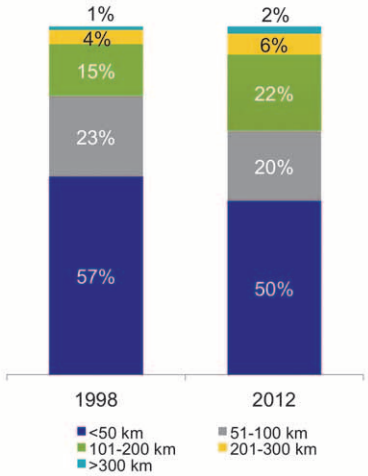
Fraport

Features of Frankfurt Airport
Originating Passenger Split

Share of Originating* Passengers at FRA 2012



- 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

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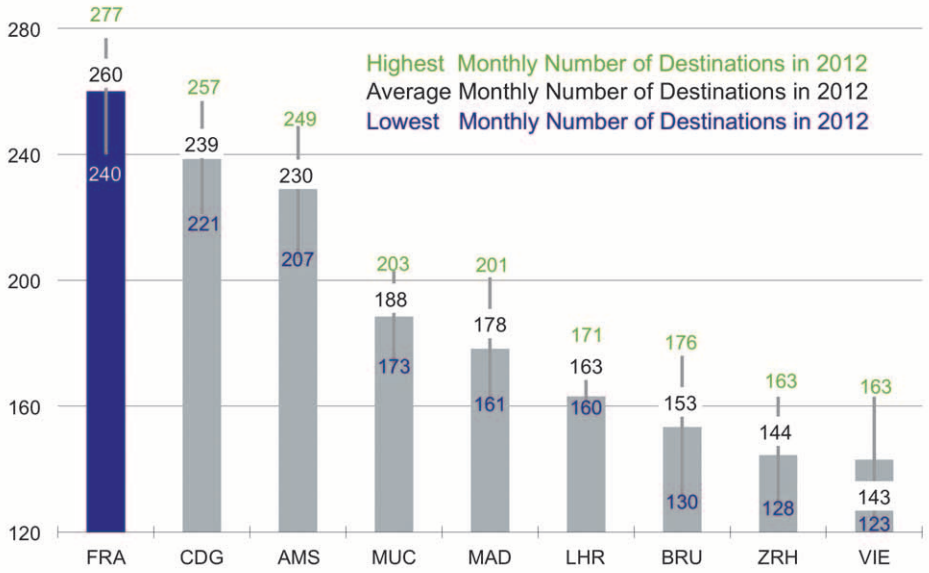
Fraport

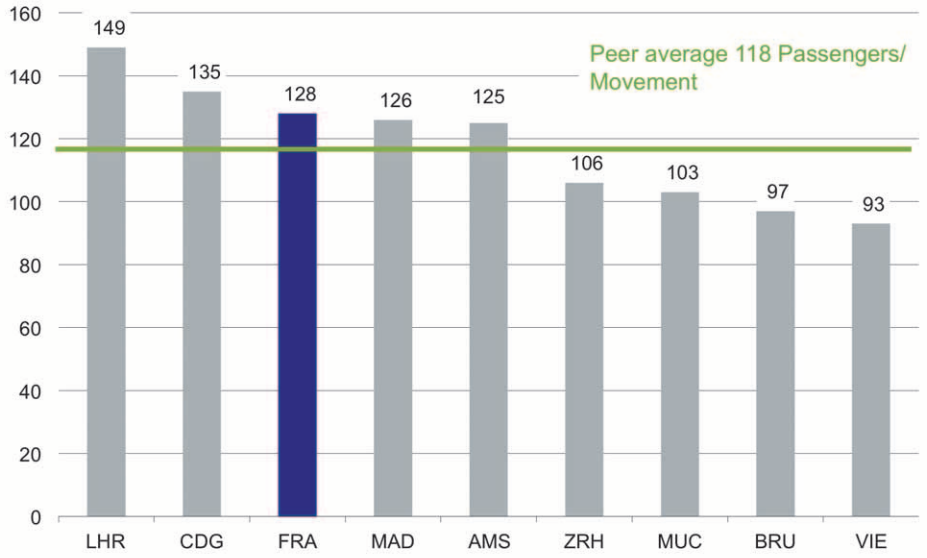
Features of Frankfurt Airport
FRA has the most Destinations*



Source: Sabre ADI
* nonstop only

Fraport

Features of Frankfurt Airport Passengers per Passenger Flights*



Source: Fraport, company information
*Passenger flights: considering only passenger flights – pure cargo flights and non-commercial flights not included

Fraport

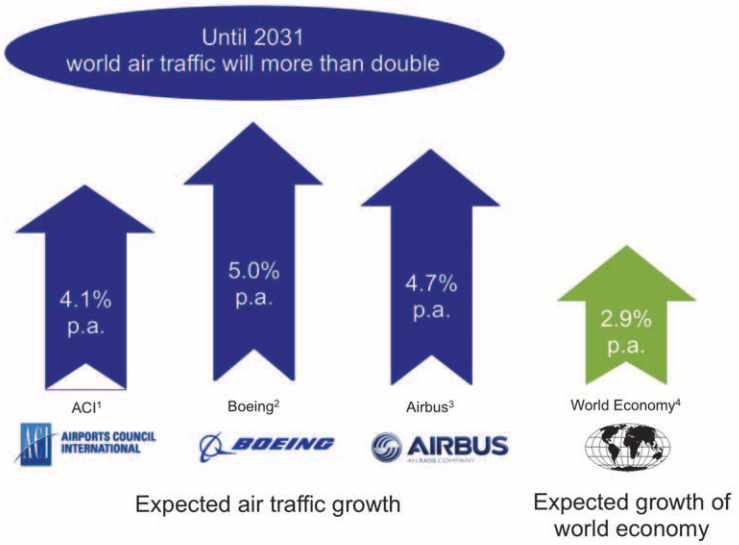
Fraport and Market Environment

Expansion at FRA

Slide 45 Visual Fact Book Full Year 2012

Fraport

Expansion at FRA
Air Traffic grows stronger than World Economy



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

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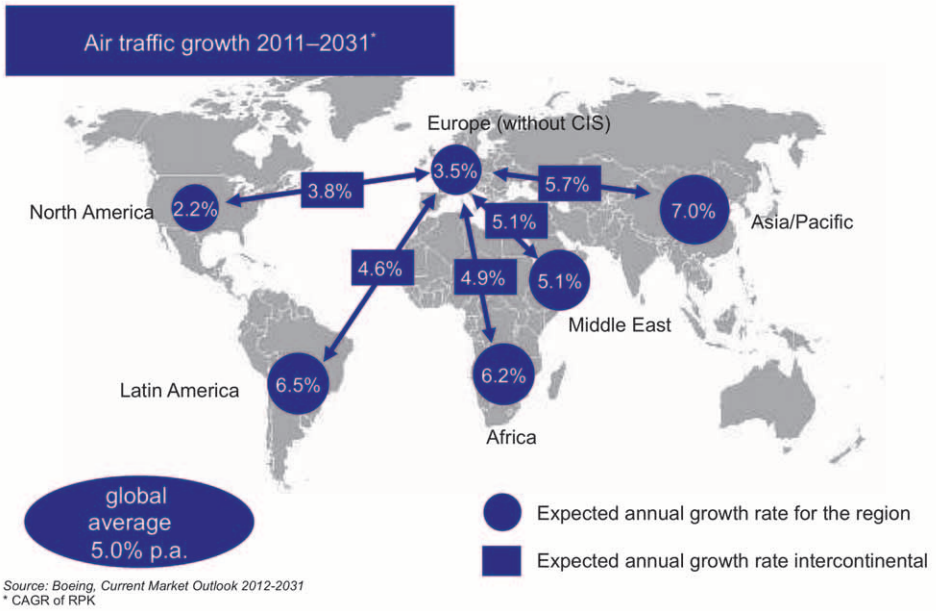
Fraport

Expansion at FRA
Focus on intercontinental Routes in Europe



Source: Boeing, Current Market Outlook 2012-2031
* CAGR of RPK

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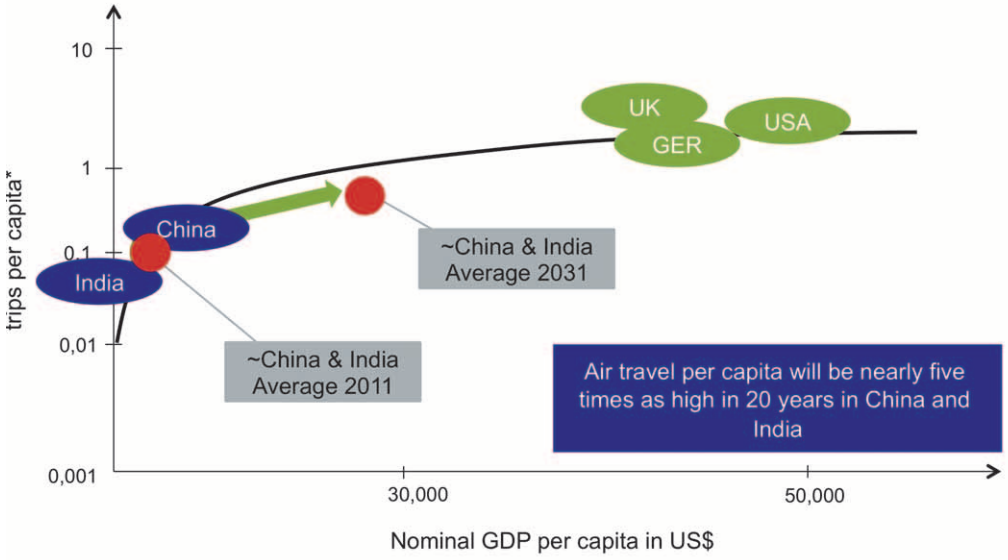
Fraport

Expansion at FRA
Air Traffic will boost especially in BRIC Countries



Source: Airbus, UBM Aviation (2009), IWF(2012), PWC(2011)
*originating from country

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Fraport

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

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

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Fraport

Expansion at FRA
Five Challenges for existing Terminals

Passenger Capacity	EU Security Regulation	Strict Fire Protection Regulations	New Aircraft Generation: A380	High Demand for Retail Space
Number of passengers will increase before the completion of the first construction phase of the new Terminal 3	Separation of arriving passengers ("unclean" from non-Schengen) and departing ("clean") passengers required	Germany has the strictest fire protection regulations in the world, terminal buildings from 1972 require substantial modification	A380 requires boarding on two levels via 3 passenger bridges and lounge capacity for up to 600 passengers	Retail business has high margins compared to other European hubs Frankfurt Airport has shortage of retail space especially on airside

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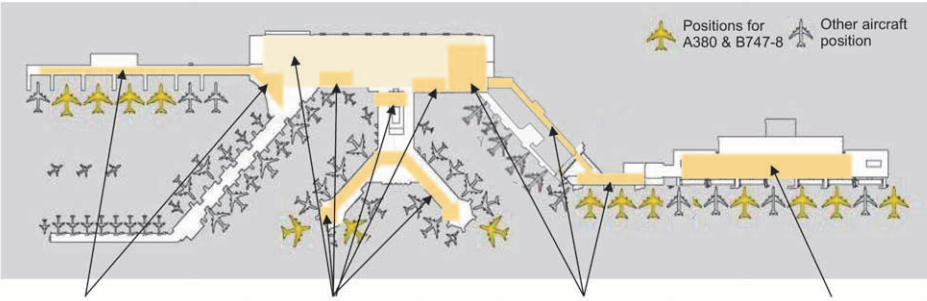
Fraport

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 380

Terminal 2
Main drivers:
- A 380
- Retail space

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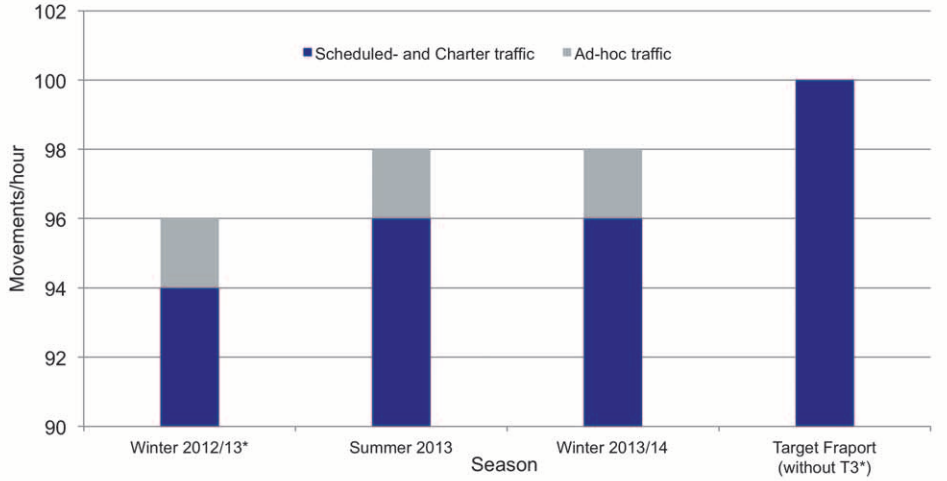
Fraport

Expansion at FRA
Expected Capacity Development until ~2015

Until ~2015 step by step increase to up to: ~100 movements/hour



* Target capacity incl. T3 = 126 mov./h

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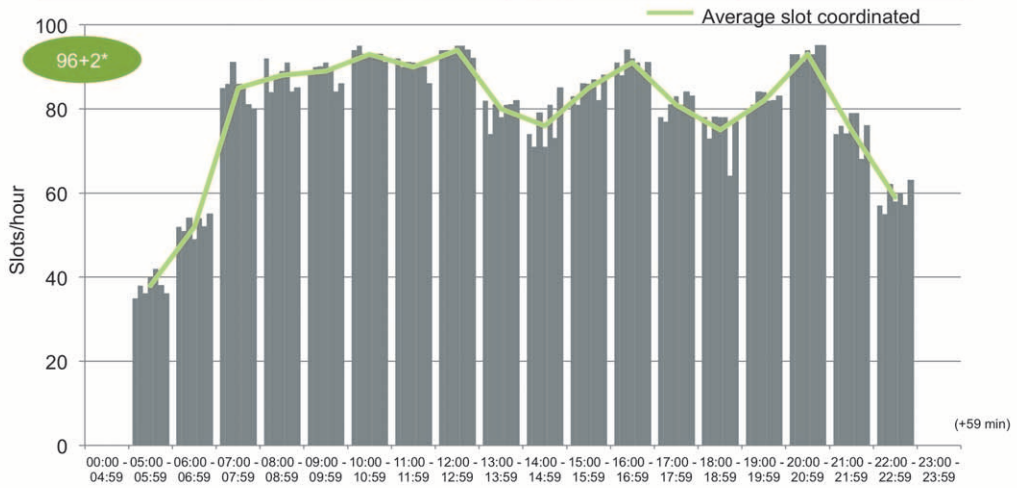
Fraport

Expansion at FRA
Slot Allocation in Summer Schedule 2013

Summer Schedule 2013 with 96 coordinated movements/hour
plus 2 for ad-hoc traffic (e.g.: general aviation)*



* between 6am and 10pm: between 10pm and 6am

96 Movements/ hour (+2 for ad-hoc traffic e.g. general aviation)
in Average: 133 Movements/night

Night flight ban between 11pm and 5am

A-PLUS | TERMINAL 1
FRANKFURT AIRPORT

Fraport

Expansion at FRA
The new Pier A-Plus Impressions

A-PLUS | TERMINAL
FRANKFURT AIRPOR

Fraport

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

Fraport

Expansion at FRA
Terminal 3 Terminal Layout

Fraport

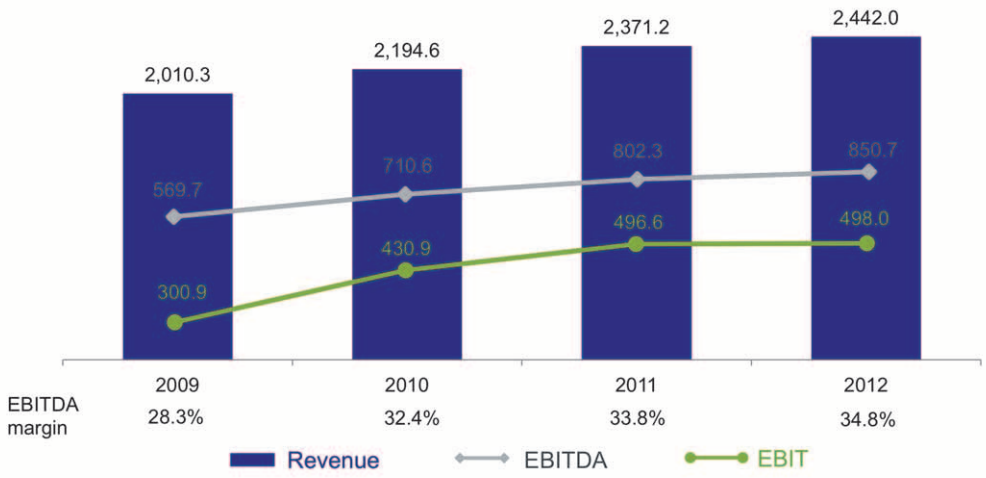
Expansion at FRA
Terminal 3 Features

- 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

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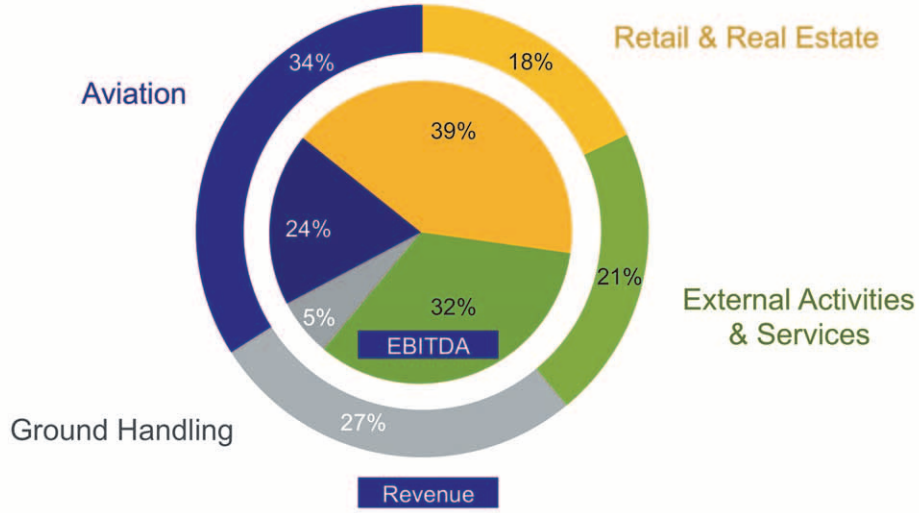
Fraport

Group Financials
Segment Split of Revenue and EBITDA FY 2012

Group EBITDA
€ 850.7 mil.

Group Revenue
€ 2.44 bn.



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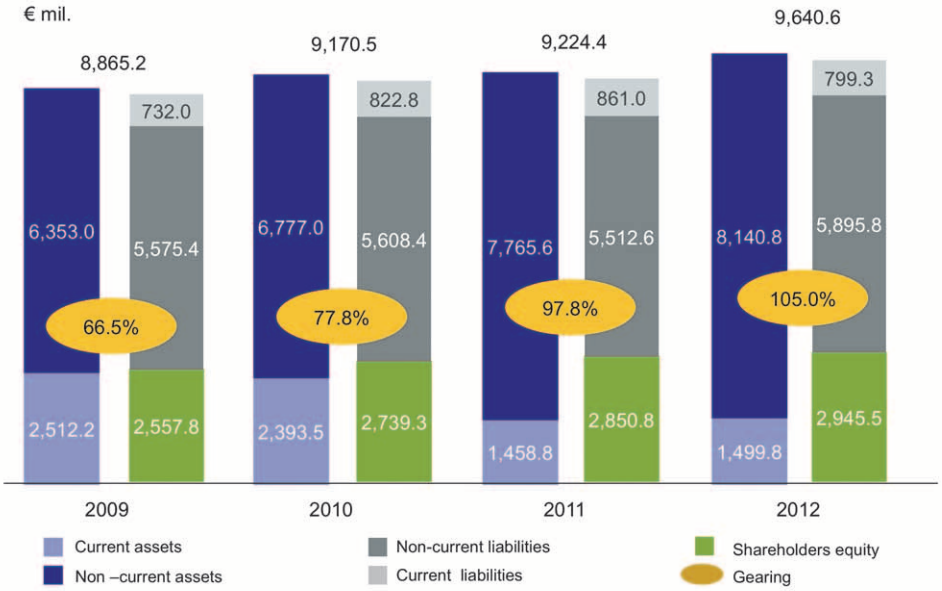
Fraport

Group Financials
Balance Sheet



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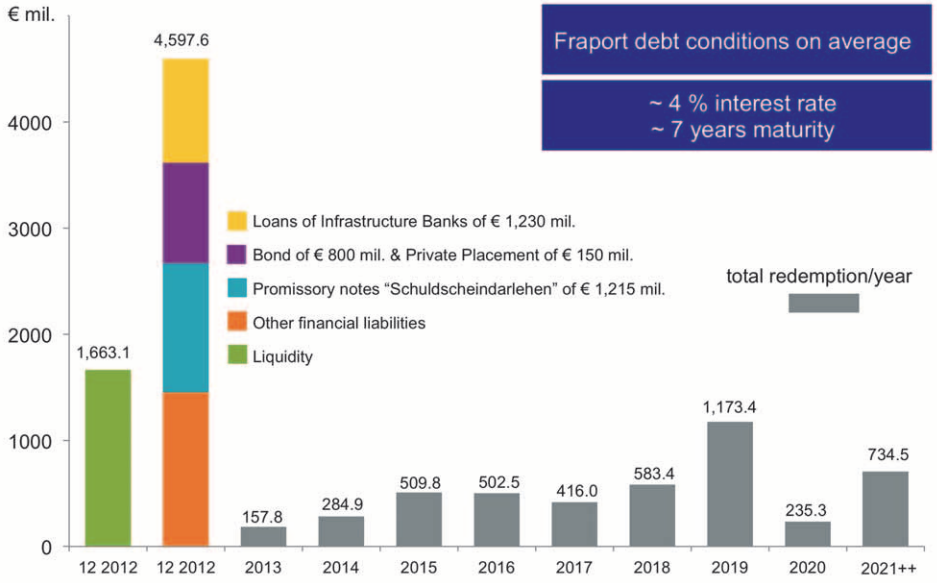
Financial Position
Maturity Profile & Cash Position *(as of December 31, 2012)*



Fraport debt conditions on average

~ 4 % interest rate
~ 7 years maturity

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Group Financials
Fraport Value Management

€ mil.	Fraport Group		Aviation		Retail & Real Estate		Ground Handling		External Activities & Services*	
	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011
EBIT	498.0	496.6	77.6	96.1	251.5	232.1	4.7	20.3	174.7	158.1
Fraport assets	5,152.3	4,447.3	2,045.4	1,576.7	1,636.2	1,470.3	549.0	508.5	1,118.6	1,087.4
Costs of capital before tax	489.5	422.5	194.3	149.8	155.4	139.7	52.2	48.3	106.3	103.3
Fraport value Added before tax	8.5	74.1	–116.7	–53.7	96.1	92.4	–47.5	–28.0	68.4	54.8
ROFRA	9.7%	11.2%	3.8%	6.1%	15.4%	15.8%	0.9%	4.0%	15.6%	14.5%

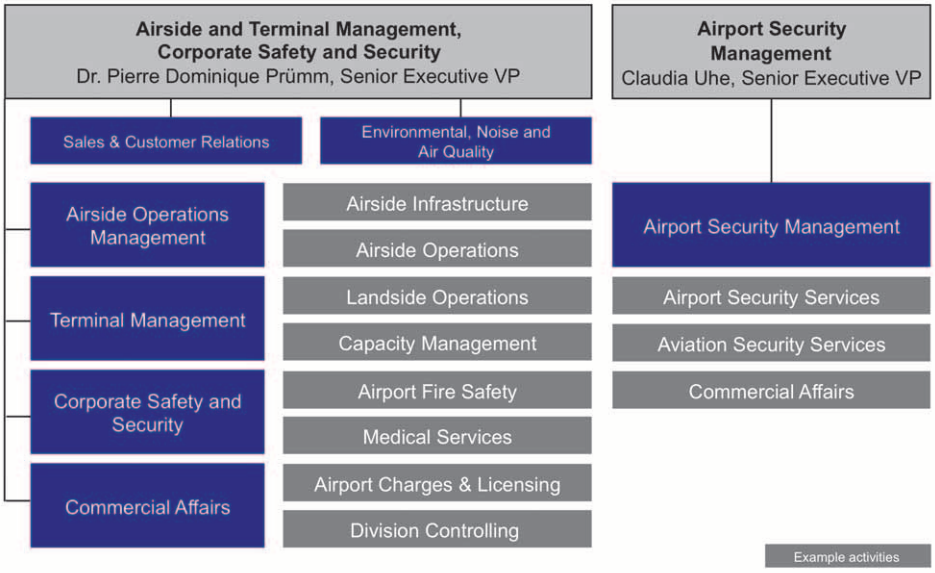
$$\text{ROFRA (Return on Fraport assets)} = \frac{\text{EBIT}}{\text{Fraport assets}}$$

* 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



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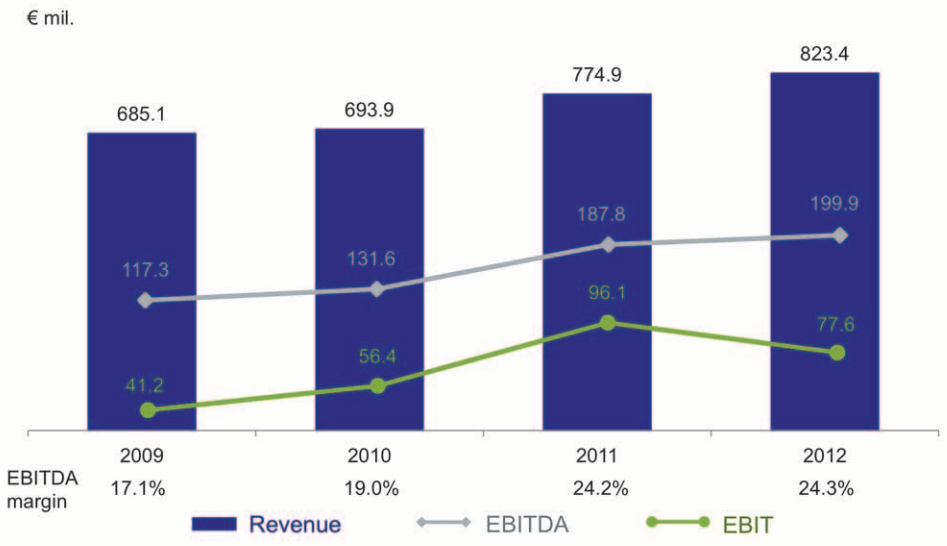
Fraport

Aviation
Key Figures*



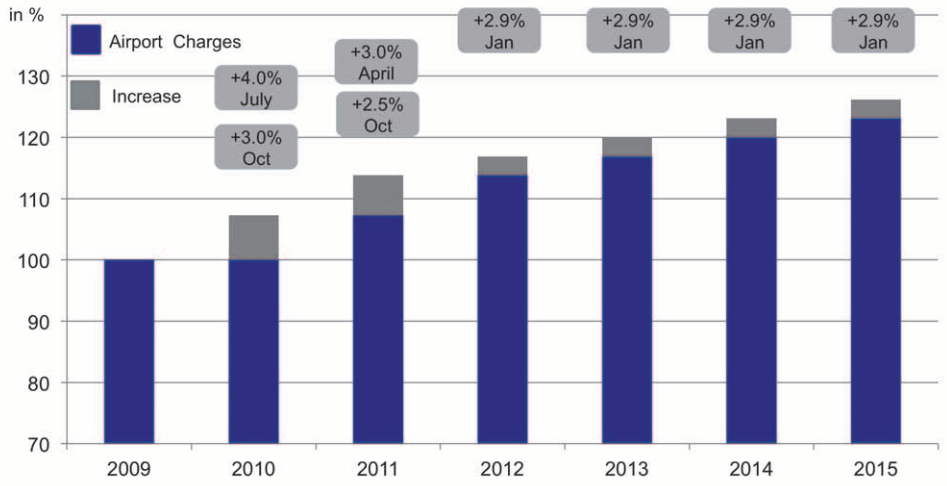
* Figures including special and consolidation effects

Slide 66 Visual Fact Book Full Year 2012

Fraport

Aviation
Airport Charges growing to support Expansion*

More than 25% price increase 2010–2015

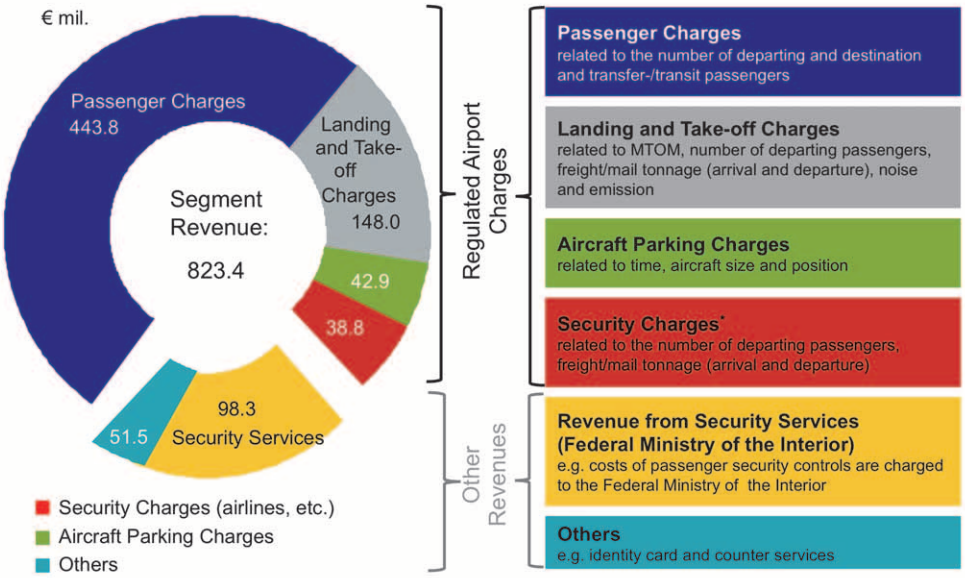


*1/3 of the plan deviation in the years 2012–2015 will be taken as a cash-in / cash-out in the following year

Slide 67 Visual Fact Book Full Year 2012

Fraport

Aviation
Segment Revenue Split 2012



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

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Fraport

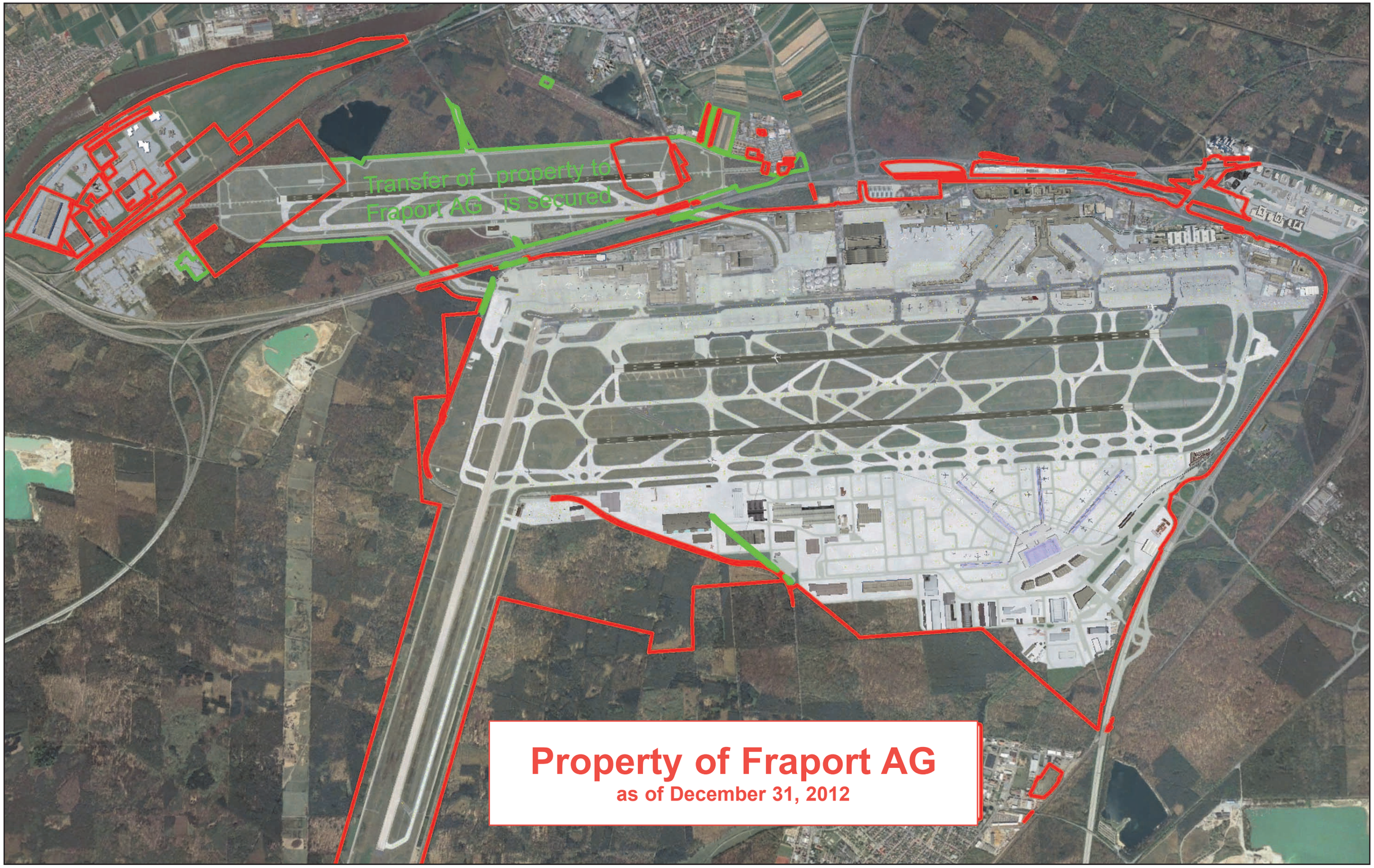
Aviation
Components of regulated Airport Charges 2012

Passenger Charges (443.8 € mil.)	Landing and Take-off Charges (148.0 € mil.)	Aircraft Parking Charges (42.9 € mil.)	Security Charges (38.8 € mil.)
Passenger-related charges (only take-off) • Depending on destination (EU, Non-EU continental, or intercontinental) • Discount for transfer passengers • Defined Cap	• Mass-related charges based on MTOM • Passenger (only take-off)/ freight/ mail- related charges (variable charges) • Noise-related charges • Emission-related charges	• 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	• Passenger-related charges (only take-off) • Charges related to freight or mail tonnage transported, per 100 kg or fraction thereof aboard the aircraft
approx. €7,600*	approx. €2,400*	approx. €550*	approx. €650*

* Example airport charges 2012 for one A380 landing-take-off-cycle at FRA approx. €11,200
Use of assumptions: Daytime flight; 440 Passengers; Transfer rate 50%

Visual Fact Book Full Year 2012

Map of Frankfurt Airport/Property of Fraport AG incl. Terminal 3 (planned) and Northwest Runway



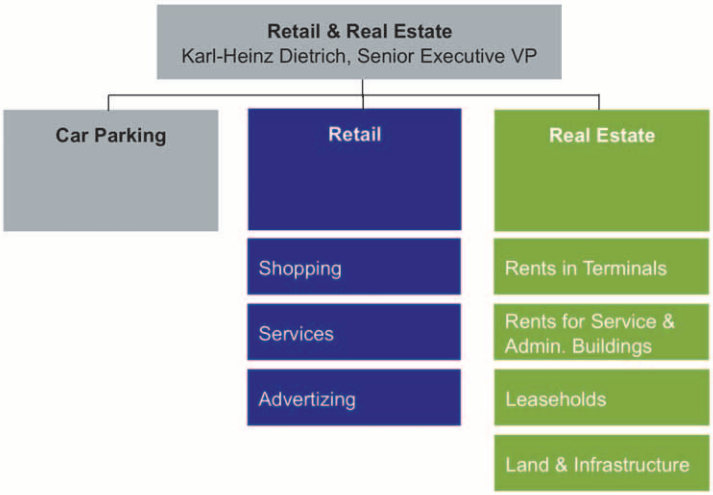
Fraport

Group Financials & Segments

Retail & Real Estate

Fraport

Retail & Real Estate Segment Structure

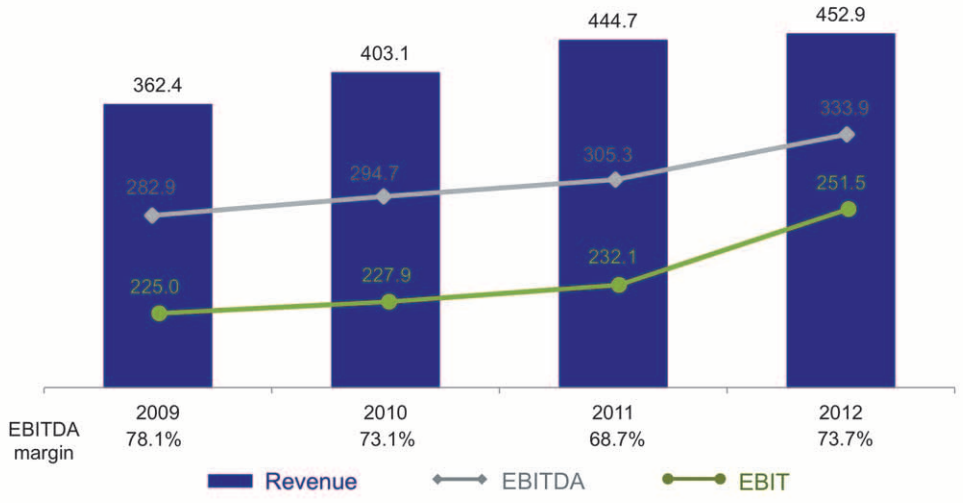


Slide 71 Visual Fact Book Full Year 2012

Fraport

Retail & Real Estate Key Figures*

€ mil.



* Figures including special and consolidation effects

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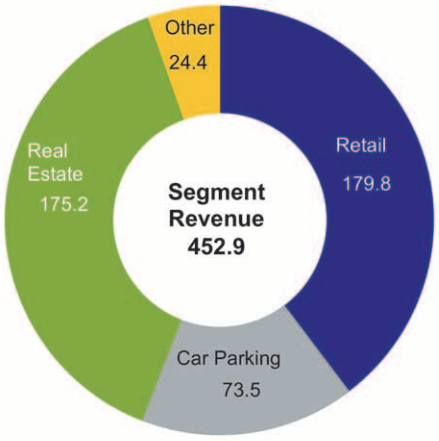
Fraport

Retail & Real Estate Segment Revenue Split 2012

€ mil.



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

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Fraport

Retail & Real Estate
Retail Revenue Split 2012

€ mil.

Retail Segments	Outlets[2]
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

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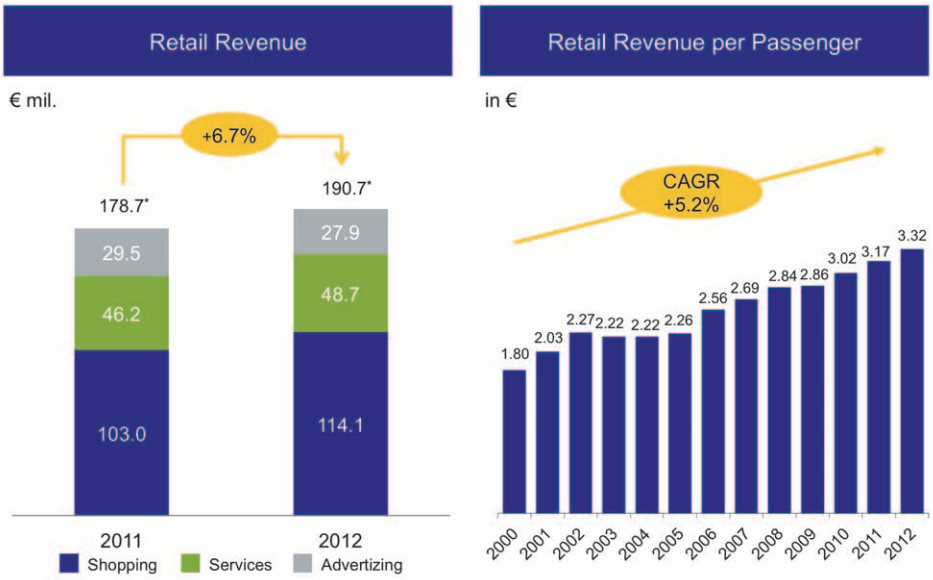
Fraport

Retail & Real Estate
Increasing Retail Revenue per Passenger at FRA



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

Fraport

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

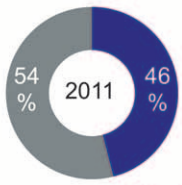
x 4.9 | x 4.2 | x 2.6 | x 2.9 | x 2.1

Average = 1.0

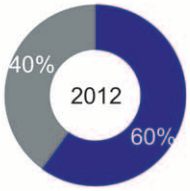
Fraport

Retail & Real Estate
Growing profitable Retail Space at FRA

Space ratio improvement

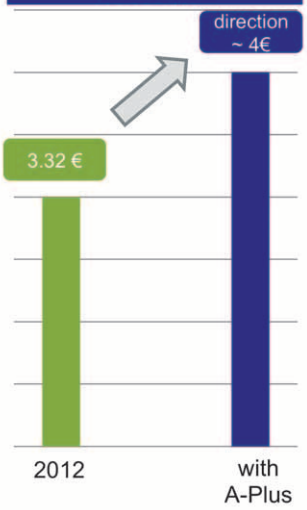


Landside Airside



Shop impressions

Retail revenue per passenger



Fraport

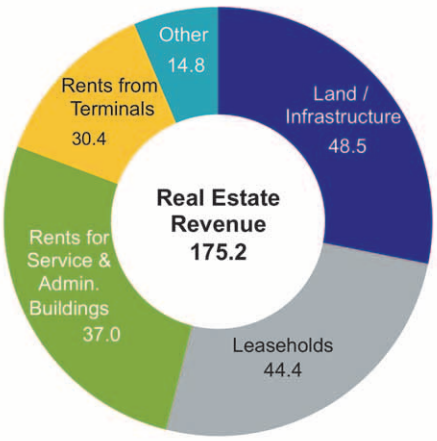
Retail & Real Estate
Milestones in 2012: The Redesigned Piers A and Z

- 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

Fraport

Retail & Real Estate
Real Estate Revenue Split 2012

€ mil.



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

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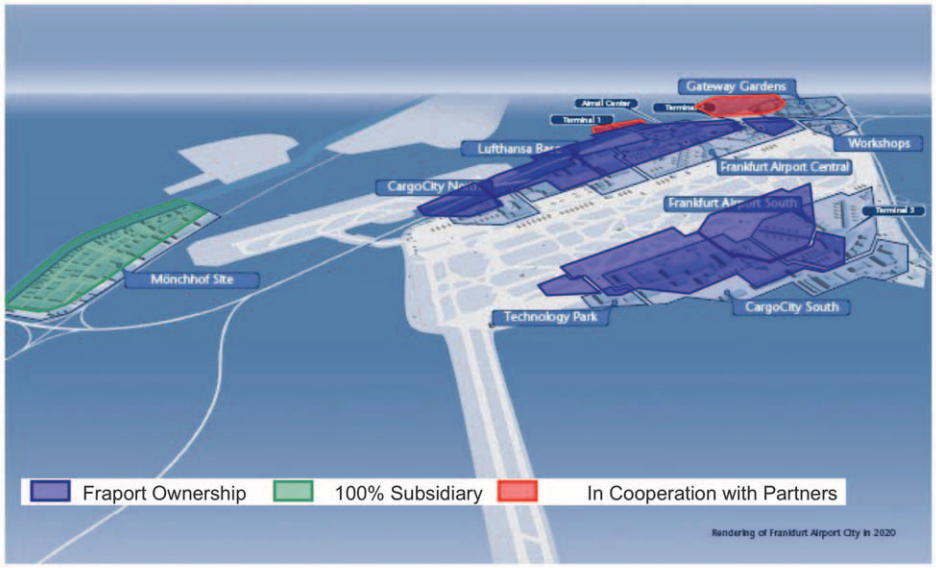
Fraport

Retail & Real Estate
Areas included in Frankfurt Airport City



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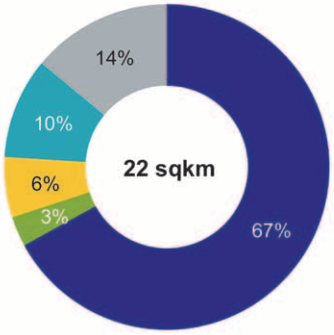
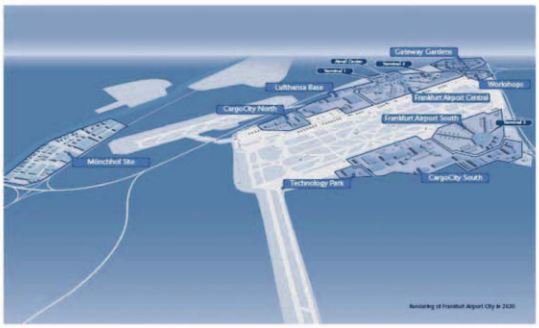
Retail & Real Estate
Split of Space on Fraport Property 2012





- 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

Fraport

Retail & Real Estate
Rentable Areas 2012[1]

Property	Sqm[2]	Office space in sqm[3]	Storage in sqm	Others in sqm	Average rents/ sqm/month[4]
Rents in Terminals	288,600	112,300	66,500	109,800	€27
Rents in Service & Admin. Buildings	615,200	222,000	218,000	175,200	€18
DLH Base[5]	473,200	75,000	165,000	233,200	n.a.

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, 2011 figures

Fraport

Retail & Real Estate
Integrated Part of the Group's Growth Strategy

Further development of the integrated business model	Growth at Frankfurt Airport	External growth
Leveraging strong position in Aviation and Ground Handling Extend hub competence to strengthen business relationships with key customers Optimize productivity and efficiency	Extend capacities to secure medium-term growth and our competitive position Expand and modernize retail space Accelerate property development/expansion of the Airport City	Utilize Fraport's expertise outside the Frankfurt site Acquire and operate airports and terminals Acquire airport management and service contracts
→ Asset management	→ Site development	→ Portfolio management

Fraport

Retail & Real Estate
Terminals and surrounding Areas

904,000 sqm of total gross floor space

Mixed utilization
- Offices /Lounges
- Storage
- Operations

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

Fraport

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

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

Size and Features 2012
- 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- Kühne & Nagel
  - Dachser
  - DHL Danzas
  - Yusen
  - LUG
  - 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

Fraport

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

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

Mixed utilization
- Offices
- Operational area

Size and Features 2012
- 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 Technik Maintenance International base

Client
- DLH

Fraport

Retail & Real Estate
Mönchhof Site

1,100,000 sqm of gross building land to sell and develop

Mixed utilization
- Logistics and distribution centers
- Retail facilities (small sized)
- Airport-related operations
- Offices, hotels and restaurants

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 → largest contiguous industrial area under construction of the Rhine-Main region
- Approx. 360,000 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:
- Logicreal Airport Ffm GmbH with, among others, lessees like "Dress for less", "Heinemann", "Hasenkamp"
- Zoth (equipment manufacturer)
- DoKaSch (maintenance for airfreigth 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 Logistics (logistics)
- WPG (project developer) / Rewe (distribution center perishables)
- Angelis I/ Angelis II (casino)
- Weichinger /Infra Red (resold by Harder&Partner)
- Simon Hegele (Logistics) / Aramex International GmbH (Logistics)
- Souvereign Speed Gmbh (Networkprovider for Logistics)

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Fraport

Part of Airport City - not Fraport property

Retail & Real Estate THE SQUAIRE

140,000 sqm of net floor space

- Office: 94,500 sqm
  incl. a business/ conference center 3,200 sqm
- Hotel: 34,500 sqm
- Retail/gastronomy: 5,900 sqm
- 600 parking spaces in-house
- 2500 parking spaces Squaire parking

Size and Features 2012

- 200,000 sqm of gross floor space on 9 floors (rentable area 143.000 sqm)
- 660 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 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 (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

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Fraport

Part of Airport City - not Fraport property

Retail & Real Estate Gateway Gardens

350,000 sqm of gross building land; resp. 700,000 sqm gross floor space

Mixed utilization

- Offices
- Hotels & gastronomy
- Congress center, trade center
- Research and science

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

Ground Handling
Martin Bien, Senior Executive VP

Ramp & Passenger Services	Central Infrastructure (incl. Baggage Service)	Cargo Services (FCS GmbH*)
• 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	• Baggage conveyor system (~80 km) • Baggage security • Passenger bridges • Baggage Reconciliation System (BRS) • 400 Hz ground power supply • Toilet/water facilities	• Palletization • Warehousing • Documentation

*Fraport Cargo Services GmbH, 100% subsidiary of Fraport AG

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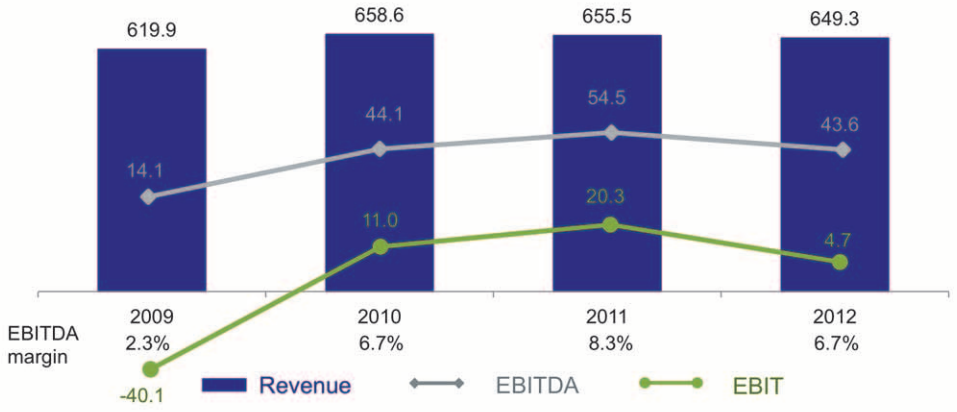
Fraport

Ground Handling Key Figures*

€ mil.



*Figures including special and consolidation effects

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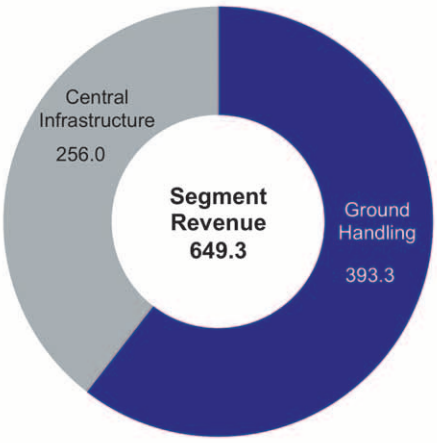
Fraport

Ground Handling Segment Revenue Split 2012

€ mil.



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

Fraport

Ground Handling
Heterogeneous Markets

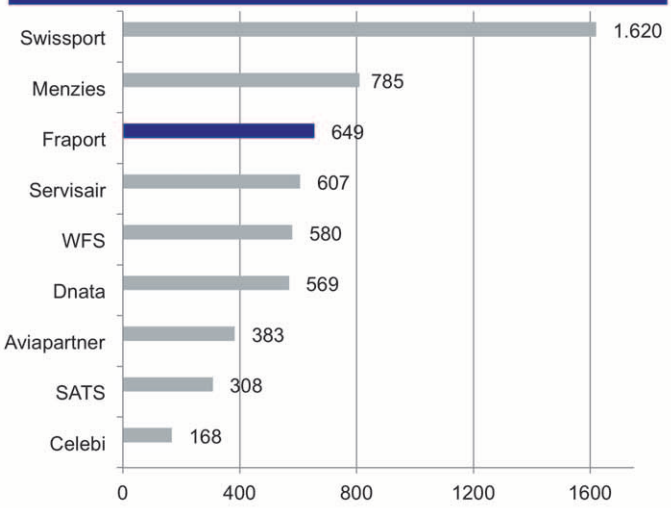
Market volume € 55 bn.*

Europe	North America	Asia
• Heterogeneous market situation: monopolies, duopolies and fully liberalized markets • Airports, airlines, independent ground handling provider • Revision of EU directive	• Fully liberalized market • Self-handling by airlines at hubs • Independent ground handling provider • Airport authorities do not offer any ground handling services	• Regulated market • Self- and third-party handling by hub airlines • Mostly one independent ground handling provider • "Regulated duopolies"

*Global in 2010
Source: Corfina AG 2010

Fraport

Ground Handling
Fraport among leading Worldwide GH companies



Stations	Countries
177	36
131	29
1	1
121	30
121	20
18	8
32	6
19	5
29	4

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

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Fraport

Ground Handling
Business Activities: Who does what?

* 52% subsidiary of Fraport AG

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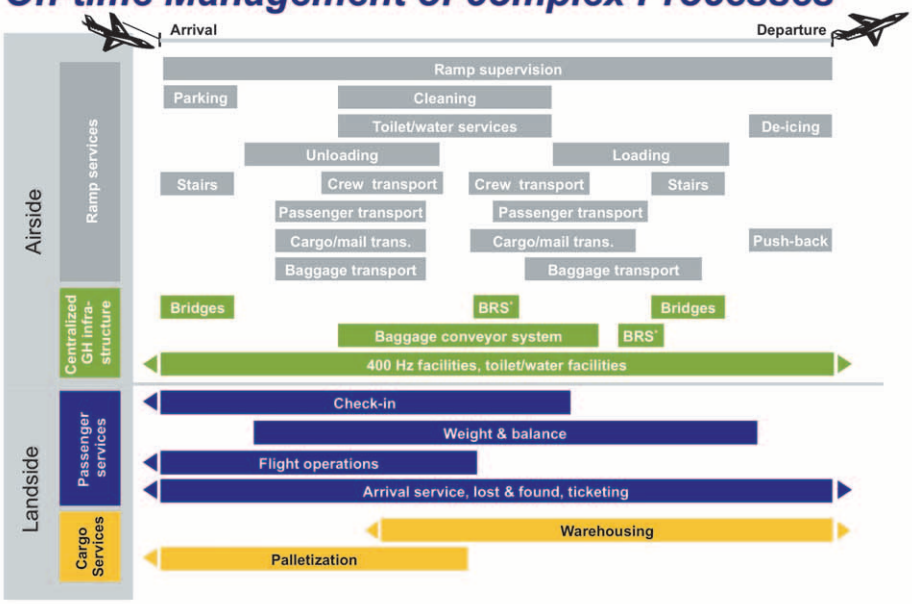
Fraport

Ground Handling
On-time Management of complex Processes

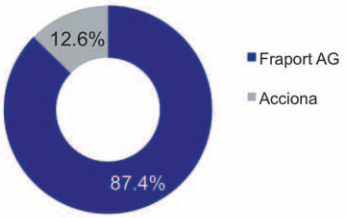


* BRS = Baggage Reconciliation System

Ground Handling
Core Business Area: Ramp Services 2012

Ramp Services	Activities
• 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	• 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*

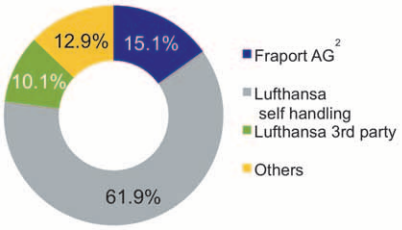


*Base: MTOW 2012

Ground Handling
Core Business Area: Passenger Services 2012

Passenger Services	Activities
• Open market: third-party handlers (e.g., Acciona) and self-handling (e.g., Lufthansa) • ~22,900 aircraft handled in 2012	• 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[1]



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

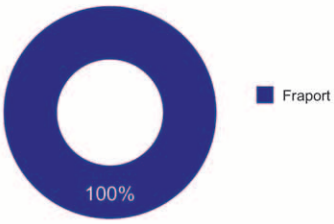
1) Base: Passengers 2012 for Check-In and Gating; Source: Fraport AG 2) FPS included

Fraport

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‰ misconnected baggage • ~ 28.5 mil. pieces of baggage (2012)

Market Share



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

Fraport

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 misconnected baggage per 1.000 items* in FRA – top performance of our Fraport Ground Services

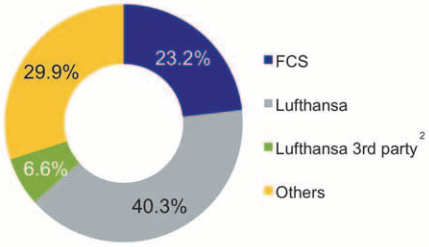
*Related to all checked and transferred baggage

Fraport

Ground Handling
Core Business Area: Cargo Services 2012

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

Market Share[1]



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

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

Fraport

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, www.bvl.de

Fraport

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.

Fraport

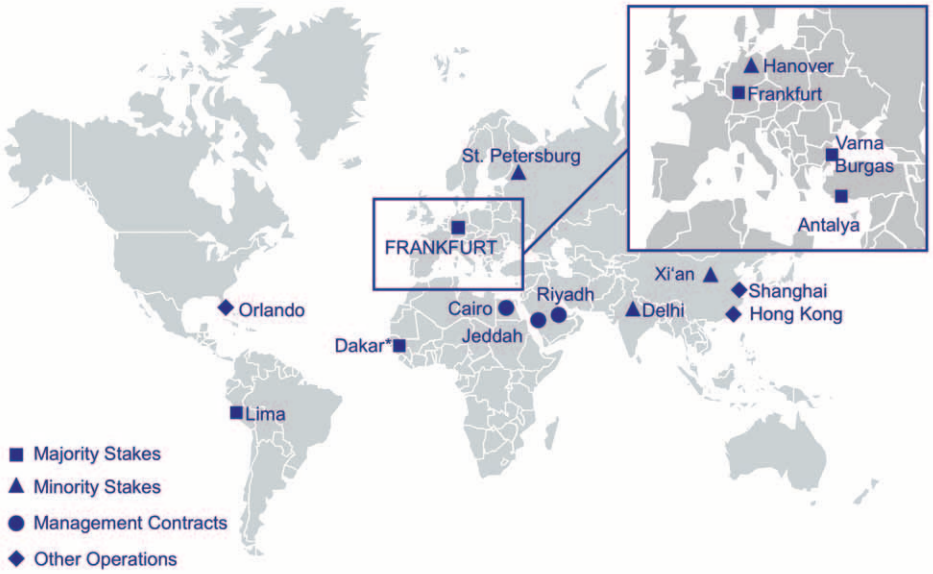
Group Financials & Segments

External Activities & Services

Slide 105 Visual Fact Book Full Year 2012

Fraport

External Activities & Segments
Fraport Activities worldwide



* Concession contract of future Dakar airport

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Fraport

External Activities & Services
Segment Structure

External Activities & Services
Alexander Zinell, Senior VP

Airports Majority Holdings	Airports Minority Holdings	Airports Management Contracts	Service Providers	Services
Antalya International Airport (AYT), 51%	Hanover Airport (HAJ), 30%	Cairo International Airport (CAI), Egypt	Air Transport IT., Orlando, Florida, 100%	Facility Management
Jorge Chavez Int.'l Airport Lima (LIM), 70.01%	Indira Gandhi International Airport (DEL), Delhi, 10%	King Khaled International (RUH), Saudi Arabia	Tradeport Hong Kong (Logistics), 18.75%	Information and Telecommunication
Varna Airport (VAR) & Burgas Airport (BOJ), 60%	Xi'an Xianyang International Airport (XIY), 24.5%	King Abdulaziz International (JED), Saudi Arabia		Corporate Infrastructure Mgmt.
Dakar - Aéroport International Blaise Diagne DKR), Senegal*, 60%	Pulkovo Airport (LED), St. Petersburg, 35.5%			

* Concession contract of future Dakar airport

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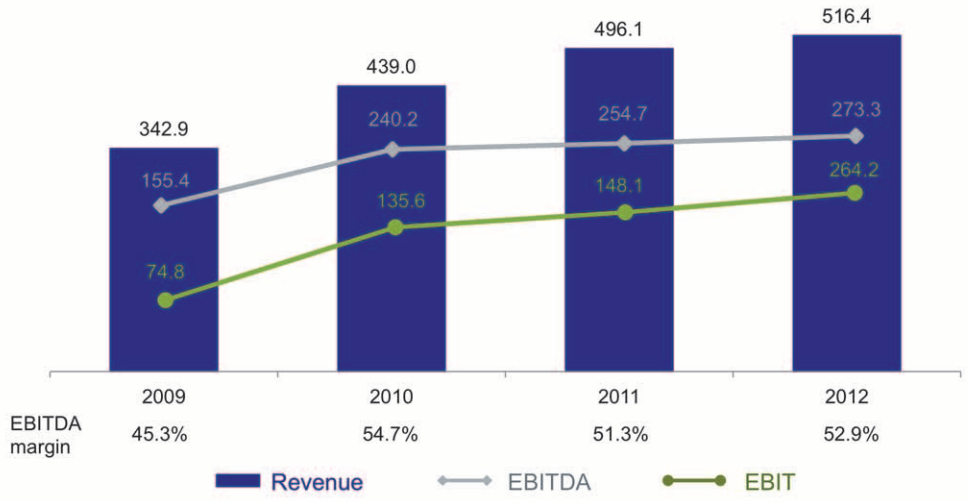
Fraport

External Activities & Services Key Figures*

€ mil.



* Figures including special and consolidation effects

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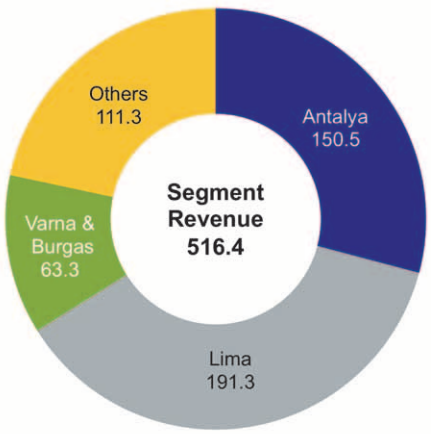
Fraport

External Activities & Services Segment Revenue Split 2012

€ mil.



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

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Fraport

External Activities & Services
Fraport manages a Variety of Airports

Hubs	Regional Airports	Tourist Airports	Management Contracts
Frankfurt Main Share: 100% 57.5 mil. passengers	Xi'an Airport Share: 24.5% 23.4 mil. passengers	Antalya Airport Share: 51.0% 25.0 mil. passengers	Cairo Airport Duration: 8Y 14.7 mil. passengers
Lima Airport Share: 70.01% 13.3 mil. passengers	Hanover Airport Share: 30.0% 5.3 mil. passengers	Burgas Airport Share: 60.0% 2.4 mil. passengers	Riyadh Duration: 6Y 17.7 mil. Passengers
Delhi Airport Share: 10.0% 34.2 mil. passengers	Pulkovo Airport Share: 35.5% 11.2 mil. passengers	Varna Airport Share: 60.0% 1.2 mil. passengers	Jeddah Duration: 6Y 22.9 mil. Passengers*
	Dakar Airport Duration: 22Y 1.8 mil. Passengers*		

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

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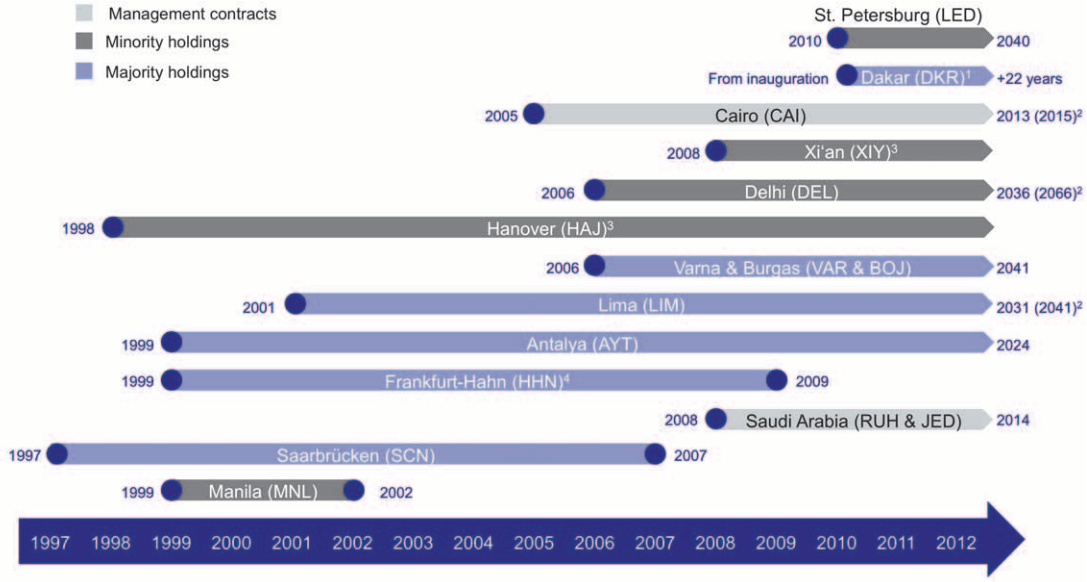
Fraport

External Activities & Services
History of Fraport's Airports



1) Until 2012 management contract 2) Extension option 3) No concession, shares 4) Frankfurt-Hahn sold to the State of Rhineland Palatinate in Jan. 2009

Fraport

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

Passenger CAGR (2002–2012)
- 9.1%

Fraport

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

€ mil.	2012	2011
Passengers in mil.	25.0	25.0
Movements in '000	159.2	163.6
Revenue*	301.1	293.9
EBITDA*	259.6	254.2
EBIT*	161.7	158.0
EBITDA margin	86.2%	86.5%
Fraport share	51%	51%
Consolidation	50%	50%

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

Other shareholders
- IC Ictas Insaat Sanayi ve Ticaret A.S. (48.99%)
- Fraport IC Ictas Havalimani Isletme 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 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 terminal0

*IFRS figures before consolidation

External Activities & Services
Lima Airport at a Glance I

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%

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Fraport

External Activities & Services
Lima Airport at a Glance II

LIMA AIRPORT PARTNERS

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
  - World Travel Awards Leading Airport South America 2009, 2010, 2011 and 2012

2013 outlook

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

Jorge Cháves: Mejor Aeropuerto de Sudamérica 2009, 2010, 2011 y 2012

Aeropuerto Líder en Sudamérica 2009, 2010, 2011 y 2012

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Fraport

External Activities & Services
Lima Airport Financials

€ mil.	2012	2011
Passengers in mil.	13.3	11.8
Movements in '000	148.3	135.1
Revenue*	191.3	159.3
EBITDA*	65.5	53.2
EBIT*	52.5	42.7
EBITDA margin*	34.2%	33.4%
Fraport share	70.01%	70.01%
Consolidation	full	full

Fraport share: 70.01%

Other shareholders:

- International Finance Corporation (IFC) (19.99%)
- AC 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

Fraport

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

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

Passenger CAGR (2002–2012)
- 6.8%

Fraport

ACI 2012 Traffic Forecast for Bulgaria: Annually **5.1%** until 2031

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

Fraport

External Activities & Services
Varna and Burgas Airports Financials

Twin Star Airports	2012	2011
Revenue in € mil.	63.3	62.8
EBITDA in € mil.	25.9	23.8
EBIT in € mil.	18.8	17.2
EBITDA margin*	40.9%*	37.9%*
Fraport share	60%	60%
Consolidation	full	full
Varna	**2012**	**2011**
Passengers in mil.	1.2	1.2
Movements in '000	10.7	11.3
Burgas	**2012**	**2011**
Passengers in mil.	2.4	2.3
Movements in '000	18.9	19.2

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

* influenced by IFRIC 12: real EBITDA margin 2012: 56.4% 2011: 54.5%

Fraport

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

Passenger CAGR (2002–2012)
- 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

Passenger CAGR (2002–2012)
- 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.Aviation 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

Passenger CAGR (2002–2012)
- 18.1%

Passengers Total 2012
- 23.4 mil.

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Fraport

External Activities & Services
Minority: Saint Petersburg, Russia

Fraport share: 35.5%

Other shareholders
- VTB Bank 50.0%, Russia
- Koltsera 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

Passenger CAGR (2002–2012)
- 13.4%

Passengers Total 2012
- 11.2 mil.

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Fraport

External Activities & Services
Management Contracts & Others

Cairo, Egypt

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

Infrastructure
- 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)
- 5.6 %

Passengers Total 2012
- 14.7 mil.

Dakar, Senegal

Profile
- New Airport currently under construction
- Fraport has a concession contract for the future airport (60%)

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 2011
- 1.8 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

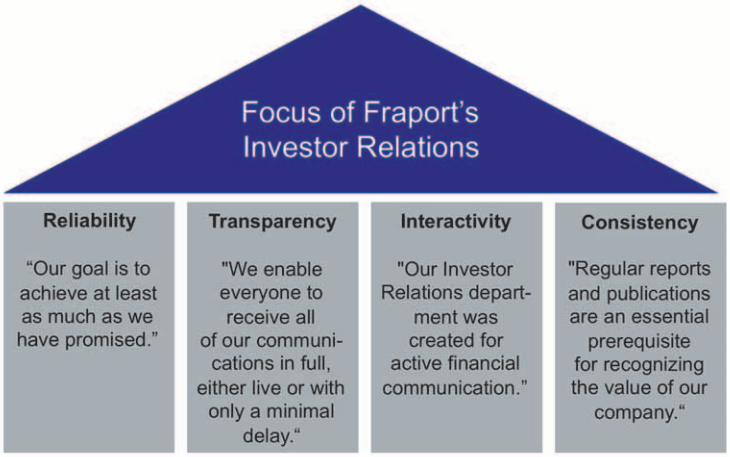
Further Carriers
- NAS Air, Egypt Air, Air India, Lufthansa

Passengers Total 2011
- 22.9 mil.*

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

Fraport Share & Management

Fraport Share & Management IR Strategy

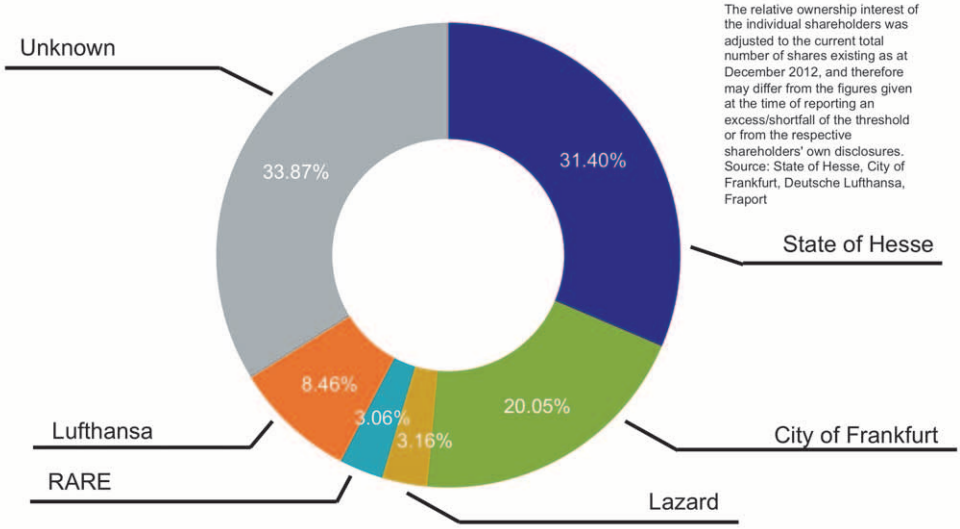


Fraport Share & Management
Share Data

ISIN:	DE0005773303
Share symbol:	FRA GR (Bloomberg) FRAG.DE (Reuters)
Class of share:	Ordinary bearer shares with a notional par value of € 10.00 each
Capital stock (acc. to IFRS):	€ 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

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)



The relative ownership interest of the individual shareholders was adjusted to the current total number of shares existing as at December 2012, 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

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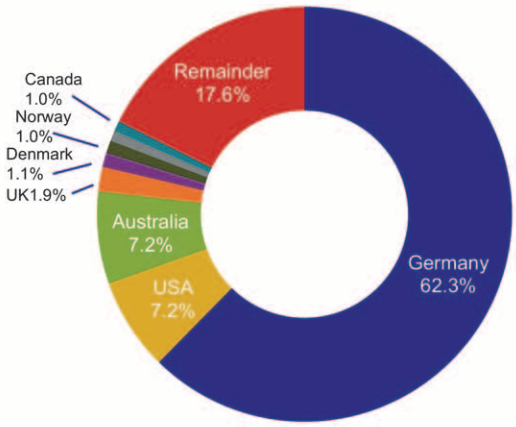
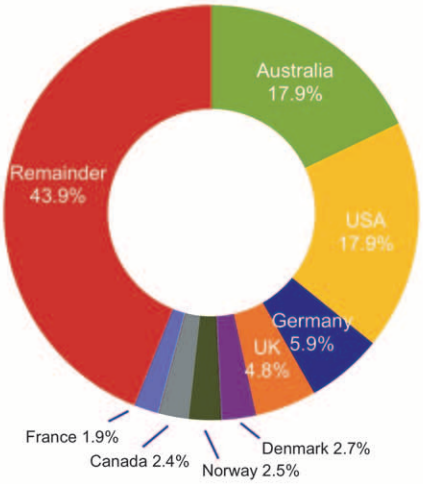
Fraport

Fraport Share & Management
Geographical Split

Total Geographical Split of Share



Geographical Split of Free Float*



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

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Fraport

Fraport Share & Management
Key Figures of the Fraport Share

		2006	2007	2008	2009	2010	2011	2012
Year-end closing price	€	54.02	53.87	30.91	36.28	47.16	38.00	43.94
Highest price	€	66.77	64.65	54.34	38.80	48.78	58.10	49.37
Lowest price	€	44.90	45.53	23.67	22.46	34.40	37.60	38.41
Annual performance (including dividend)	%	22.3	1.9	–40.4	21.1	33.2	–16.8	18.9
Earnings per share (basic)	€	2.63	2.44	2.07	1.60	2.86	2.62	2.59
Dividend per share[1]	€	1.15	1.15	1.15	1.15	1.25	1.25	1.25*
Dividend yield on Dec. 31	%	2.1	2.1	3.7	3.2	2.7	3.3	2.8*
Payout ratio	%	43.9	47.2	55.7	70.8	44.0	48.0	48.5
Price-earnings ratio		20.5	22.1	14.9	22.7	16.5	14.5	17.0
Average trading volume per day (XETRA)	number	209,183	262,132	296,704	163,070	160,634	190,671	156,604
Market capitalization on Dec. 31	€ million	4,936	4,932	2,835	3,333	4,335	3,494	4,052
Total number of shares on Dec. 31	million	91.5	91.6	91.7	91.9	91.9	92.0	92.2
Number of floating shares on Dec. 31	million	91.4	91.5	91.6	91.8	91.8	91.9	92.1

* Proposed dividend for fiscal year 2012

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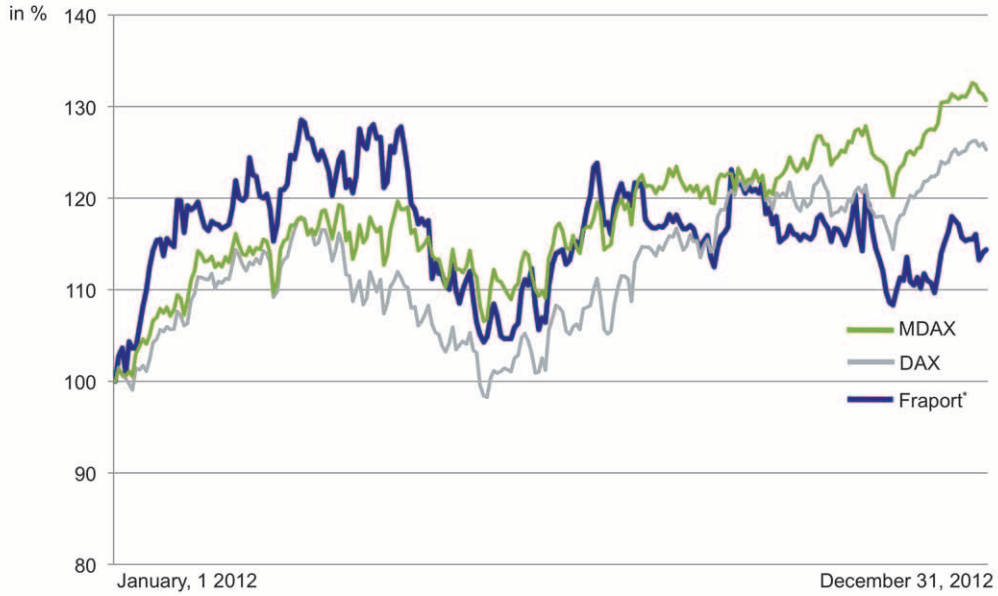
Fraport

Fraport Share & Management Stock Performance 2012



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

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Fraport

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 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

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 Pfleiderer AG
- 2001 – 2004: Several management positions at Pfleiderer AG
- 1992 – 2001: Specialist for Human Resources and Management Personnel in the mechanical and electrical engineering sector at Mannesmann Dematic AG
- Studied Law

Fraport

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

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
- 1996–1998: Commander at Technical School German Air Force, Fassberg, Germany
- 1984–1996: Different German Air Force appointments

Fraport

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 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

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
Abbreviation 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 State of Hesse

Investor Relations
IR Contact – meet IR

Fraport AG
Frankfurt Airport Services Worldwide
60547 Frankfurt am Main
www.meet-ir.com

+49 69 690-74842 investor.relations@fraport.de

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

Svenja Knust
Investor Relations Assistant
+49 69 690-74842
s.knust@fraport.de

Marc Poeschmann
Manager Investor Relations
+49 69 690-74845
m.poeschmann@fraport.de

Florian Fuchs
Manager Investor Relations
& Financial Reporting
+49 69 690-74844
f.fuchs@fraport.de

Tanja Nagel
Manager Investor Relations
& Financial Reporting
+49 69 690-74846
t.nagel@fraport.de

Fraport

Investor Relations
IR Service – meet IR

Financial Calendar

3-months interim report 2013	Wednesday, May 8
Annual General Meeting	Friday, May 31
6-months interim report 2013	Wednesday, August 7
9-months interim report 2013	Wednesday, November 6

Traffic Calendar

March 2013	Thursday, April 11
April 2013	Tuesday, May 14
May 2013	Wednesday, June 12
June 2013	Wednesday, July 10
July 2013	Monday, August 12
August 2013	Wednesday, September 11
September 2013	Friday, October 11
October 2013	Tuesday, November 12
November 2013	Wednesday, December 11

The latest IR Information

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Frankfurt Airport
Lufthansa