Visual Fact Book
Full Year 2013



Fraport

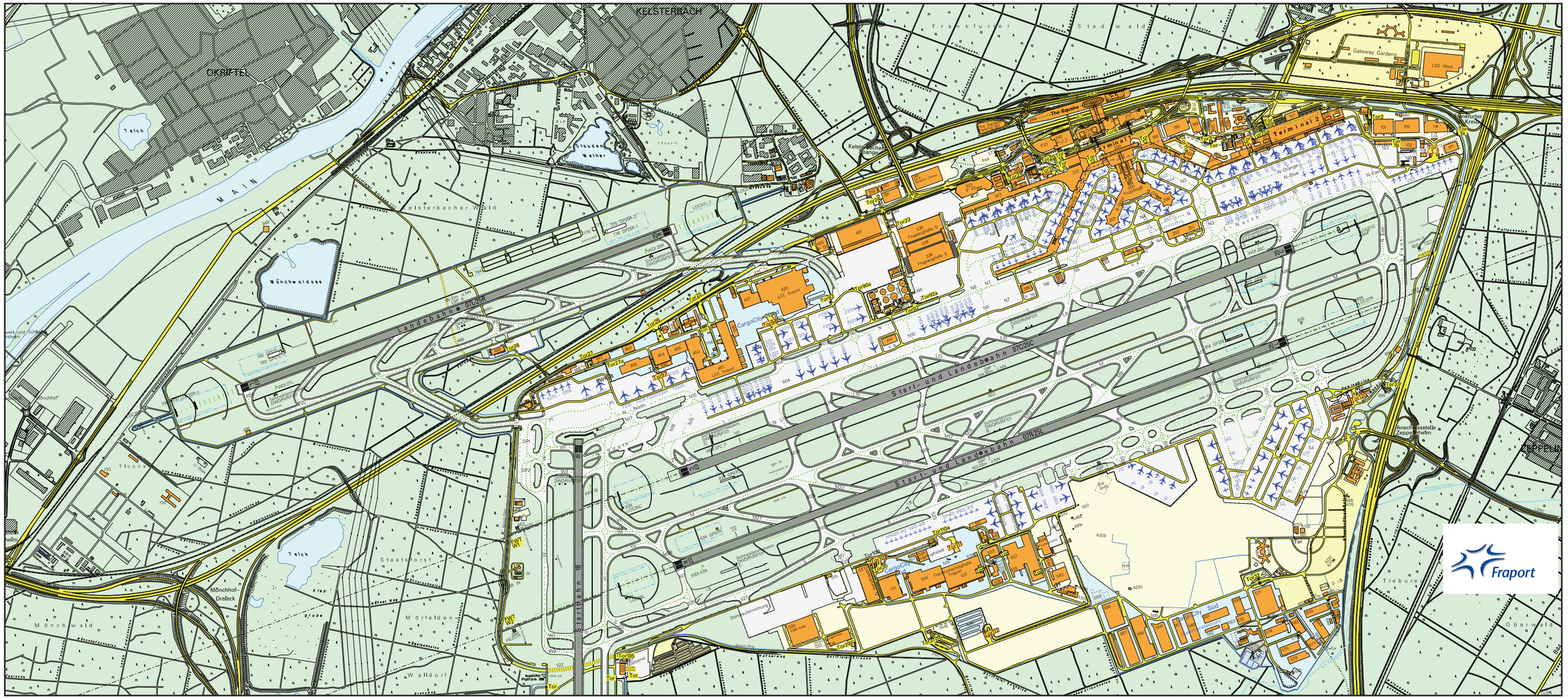
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	Map of Frankfurt Airport incl. Terminal 3 (planned) and Northwest Runway	
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Map of Frankfurt Airport incl. Terminal 3 (planned) and Northwest Runway, as of January 2014



Public operational area

Non-public operational area

CargoCity North
CargoCity South

Movement area

Airport perimeter fence

Scale: approx. 1 : 26,000

Disclaimer

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Fraport at a Glance

Overview

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
- 197.8 million passengers at all airports of Fraport Group in 2013*
  - 103.5 million passengers at majority-owned airports (with an interest of at least 50%)
  - 80.8 million passengers at minority-owned airports
  - The Fraport Group employs 20,947** people, thereof 19,009 in Germany
- Fraport generated in 2013 revenue of € 2.6 billion, EBITDA of € 880 million and a Group Result of € 236 million***

* Riyadh/Jeddah not included, Cairo ended beginning of 2014 ** Average number of employees excl. apprentices & employees on leave
*** 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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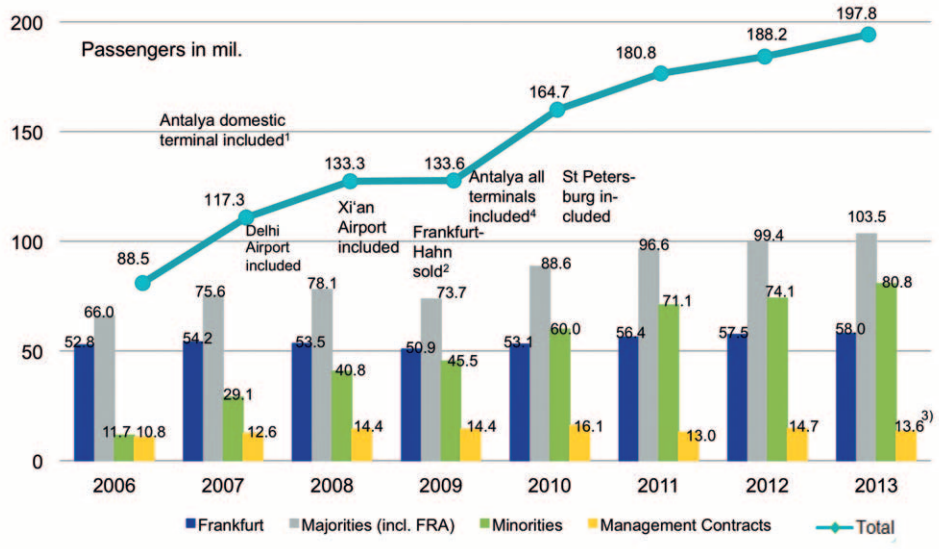
Overview
Fraport Activities Worldwide



* Concession contract of future Dakar airport
** Management contract ended at the beginning of 2014

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Overview
Traffic Figures of Fraport Group Overview



1) Effect of +0.7 mil. passengers 2) Effect of –3.8 mil. Passengers 3) Riyadh and Jeddah not included, Cairo ended at the beginning of 2014 4) as of September 24, 2009

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Overview
Traffic Figures of Fraport Group in Detail 2013

in 000	Share in %	Passengers	in %	Cargo	in %	Movements	in %
Frankfurt	100	58,037	0.9	2,095	1.4	473	–2.0
Antalya[1]	51	26,716	7.1	n. a.	–	169	6.4
Lima[2]	70	14,913	11.9	297	1.0	153	3.2
Burgas	60	2,480	4.2	3	15.1	18	–2.2
Varna	60	1,319	8.0	< 1	5.5	12	7.2
St Petersburg	35.5	12,854	15.2	n. a.	–	137	9.4
Hanover	30	5,235	–1.0	15	–7.6	76	–5.1
Xi'an	24.5	26,046	11.2	179	2.3	225	10.7
Delhi	10	36,712	7.3	596	6.3	309	1.3
Cairo[3]	–	13,578	–7.7	n. a.	–	142	–0.3
Group total[4]		197,891	5.2	3,183	2.2	1,715	2.3

1) Equity Share 50%/Voting rights 51%; proportionate consolidation
2) 70.01%
3) Management contract ended at the beginning of 2014
4) Management contract Saudi Arabia not included

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Overview
Group Portfolio 2013

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*

Fraport

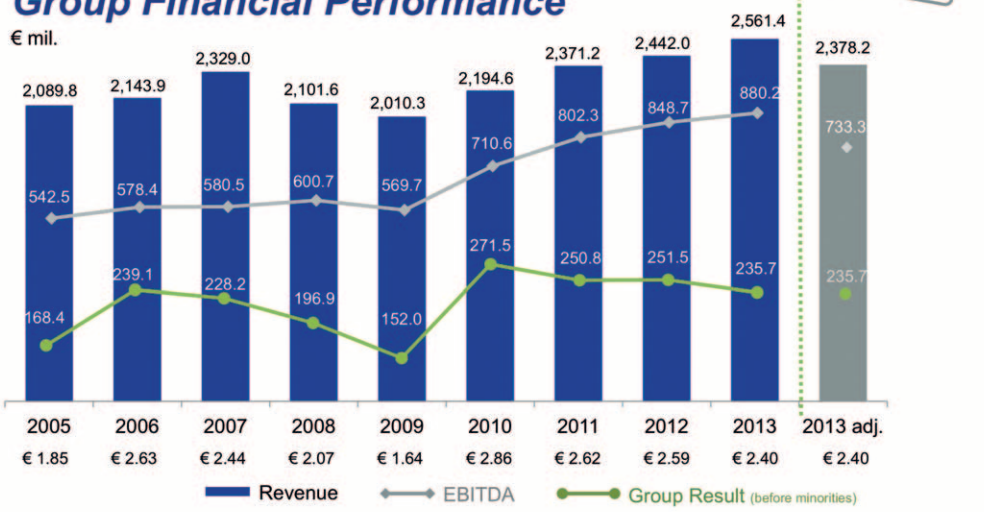
Revenue	€ 2,561.4 mil.	Group Result	€ 235.7 mil.
EBITDA	€ 880.2 mil.	EPS	€ 2.40
EBIT	€ 528.1 mil.	Employees**	20,947

Aviation	Retail & Real Estate	Ground Handling	External Activities & Services
• Airside and Terminal Management, Corporate Safety and Security • Airport Security Management	• Retail and Properties (retail activities, parking facility management, leasing and marketing of real estate)	• Ground Services (ramp, passenger, baggage and cargo services)	• Global Investments and Management • Facility Management • Information and Telecommunications • Corporate Infrastructure Management
Revenue € 845.2 mil.	Revenue € 469.0 mil.	Revenue € 656.2 mil.	Revenue € 591.0 mil.
EBITDA € 205.4 mil.	EBITDA € 350.7 mil.	EBITDA € 38.2 mil.	EBITDA € 285.9 mil.
EBIT € 88.1 mil.	EBIT € 267.9 mil.	EBIT € –2.3 mil.	EBIT € 174.4 mil.
Employees** 6,194	Employees** 648	Employees** 9,017	Employees** 5,088

* Executive Director Controlling & Finance
** Average number of employees excluding apprentices and employees on leave

Fraport

Overview
Group Financial Performance*



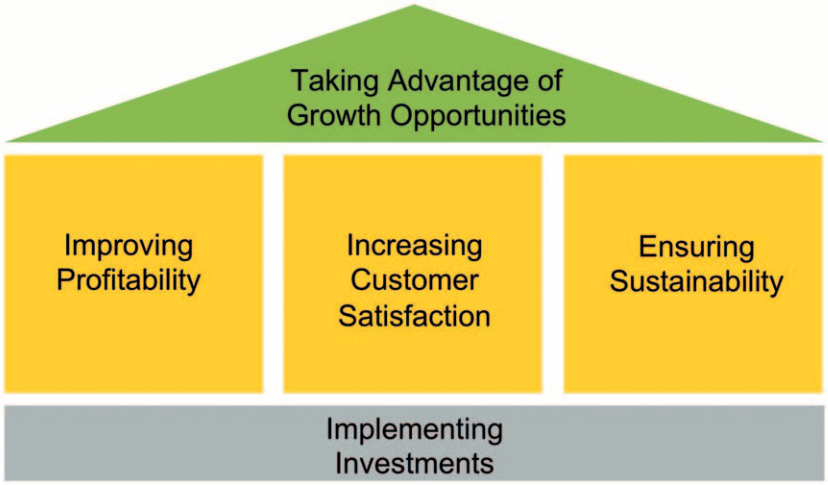
*Figures including one-off, and consolidation effects, major effects included:
2006: Positive Group result effect from €18.0 mil. Manila payment in financial result, and €35.2 mil. tax effect
2007: €20 mil. FraSec impairment. Positive deferred tax effect of €25.4 mil.
2008: Sale of ICTS investment on 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
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.
2012: Extraordinary profit from Asset Management in Financial Result, adjusted for IAS19
2013: From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be retrospectively adjusted

Fraport

Fraport at a Glance

Corporate Strategy

Corporate Strategy Agenda 2015



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

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Corporate Strategy – Agenda 2015
Improving Profitability

Achievements so far



- Launch of new program to increase efficiency and create lean corporate structures in 2013
- Restructuring of Corporate Infrastructure Management and Facility Management

Outlook



- Program continuation to further improve our efficiency and flexibility
- Focus on growth by strengthening our sales department and the three main growth generators*

* See "Growth Opportunities"

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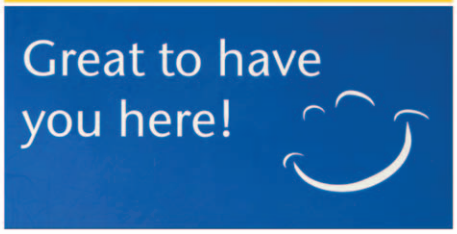
Corporate Strategy – Agenda 2015
Increasing Customer Satisfaction

Achievements so far



- Continuation of the strategic service program "Great to have you here!"
- Overall customer satisfaction stabilized at a high level of 80% satisfied passengers* in 2013 (coming from 70% in 2010)
- Awarding of hallmarks of excellence (Business destinations travel awards, Skytrax World's Most Improved Airport etc.)

Outlook



- Implementation of a service charta including agreements with partner organizations at Frankfurt Airport
- Extending customized services for specific groups of passenger
- Improving (emotional) customer retention

* 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
Ensuring Sustainability

Achievements so far



- Active noise abatement program in cooperation with airlines, German ATC authorities and neighboring municipalities
- CO_2 emissions per traffic unit at FRA reduced by 17% from 2005; Introduction of an accounting-based controlling and reporting for energy consumption and CO_2 emissions
- Development of a mobility concept for company fleet which includes e.g. an increase in the ratio of electric cars
- Introduction of car-sharing for company cars
- Repeated listing in sustainability indices

Outlook



- Increasing the proportion of women in management positions and gradual expansion of performance-based salary
- Reducing carbon dioxide emissions per traffic unit at FRA by 30% in 2020 from 2005
- Group-wide roll-out of Codes of Conducts for employees and suppliers

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Corporate Strategy – Agenda 2015
Growth Opportunities (I)

Achievements so far



Retail

- Significant increase in retail revenue per passenger by over 8% to 3.60 € in 2013
- Successful establishment of new market places in Pier A
- Improvement of retail and food & beverage items in customer satisfaction in ASQ* survey

Outlook



Retail

- Modernization of transit area B-Non Schengen
- Opportunities of multichannel retailing and changing business models offer further growth potential

* American Society for Quality

Corporate Strategy – Agenda 2015
Growth Opportunities (II)

Achievements so far



Real Estate

- Commercialization of "Mönchhof Site" (approx. 56%), "Gateway Gardens" (approx. 30%) and the expansion of "CargoCity South"
- Property management contracts for landmark buildings in Frankfurt and neighboring cities

Outlook



Real Estate

- Further marketing and development of "Mönchhof Site", "Gateway Gardens" and "CargoCity South"
- Further expansion of property management portfolio

Corporate Strategy – Agenda 2015
Growth Opportunities (III)

Achievements so far



External Activities

- Fraport AG holds shares or management contracts in 12 airports on four continents*
- EBITDA share of 33% in 2013

Outlook



External Activities

- Further development of international activities – interested in emerging as well as in mature infrastructures

* Cairo management contract ended at the beginning 2014; incl. concession contract of future Dakar airport

Fraport and Market Environment

Features of Frankfurt Airport

Features of Frankfurt Airport
Market Attractiveness of FRA



Biggest passenger airport in Germany

- 58 mil. passengers in 2013
- 99 airlines fly to 252 destinations in 107 countries*
- Star Alliance accounts for 77% of passengers at FRA



Leading cargo hub in Europe

- 2.1 mil. metric tons of freight and mail in 2013
- 26 cargo airlines flying to 82 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 47% 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 (~21% 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

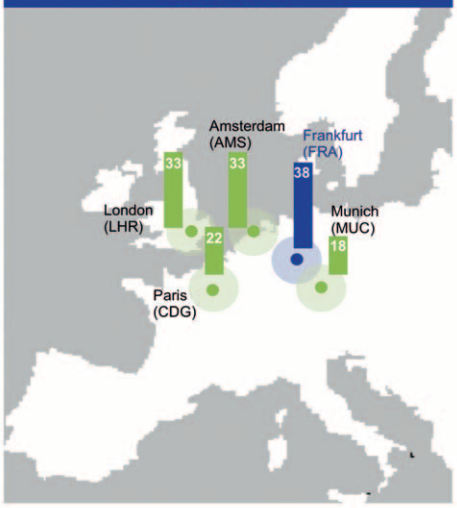
* Winter flight schedule 2013/14 ** 2012 data

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Fraport

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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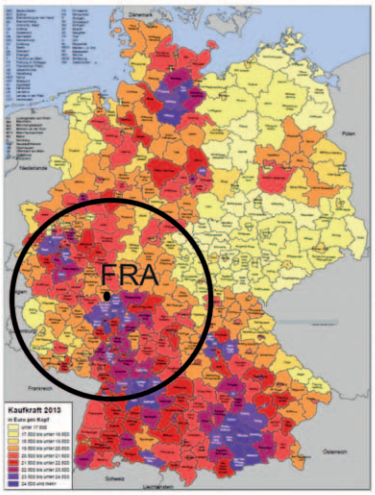
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Features of Frankfurt Airport
Largest German Companies within Catchment Area



Features of Frankfurt Airport
High Purchasing Power around FRA

Purchasing power in catchment area of FRA above average



Source: MB-Research, 2013

Different kinds of customers:

Employees

- ~ 78,000 employees at FRA

Passengers with high purchasing power

- 58 million passengers in 2013, thereof:
  - 45% O&D with purchasing power above German average
  - 55% transfer with extremely high purchasing power, e.g. from China, Russia, USA or the Middle East

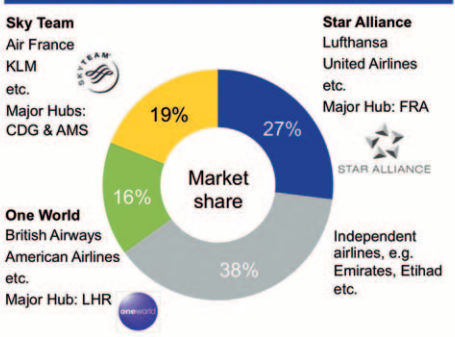
Features of Frankfurt Airport
Traffic focusing on Mega Hubs in Europe

Only three Airbus A380 bases in Europe



Airline	A380 in service (total order)	Airport	Airport Pass. (mil.)
British Airways	4 (12)	LHR	72.4
Virgin Atlantic	0 (6)	LHR	72.4
Air France	9 (12)	CDG	62.1
Lufthansa	10 (14)	FRA	58.0

Intercontinental traffic in Europe



Three strong alliances dominate more than 60% of market

Sources: Airbus, LH, Sabre ADI, Wiki

Reference parameter: intercontinental seats ex Europe for the week commencing 6 January 2014

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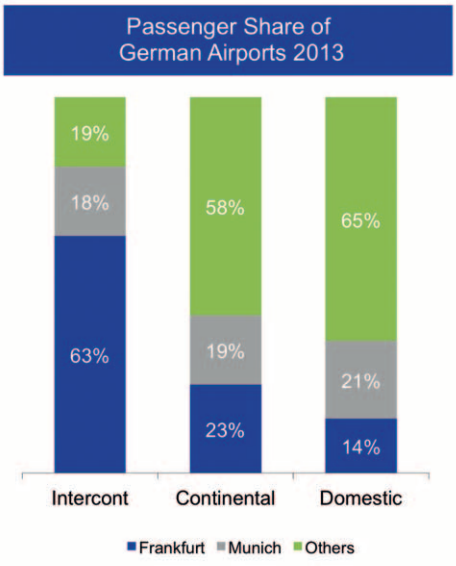
Features of Frankfurt Airport
Slot Capacity of European Hub Airports

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	117 mov/h	0		120 mov/h
Frankfurt	4	not independently usable	98–100 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	City of Munich opposing due to public referendum	120 mov/h
Zurich	3	not independently usable	66 mov/h	0	Optimization of existing runways	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.

* 98 Movements/hour (+2 for ad-hoc traffic e.g. general aviation)

Fraport

Features of Frankfurt Airport
Intercontinental Traffic is concentrated in Frankfurt

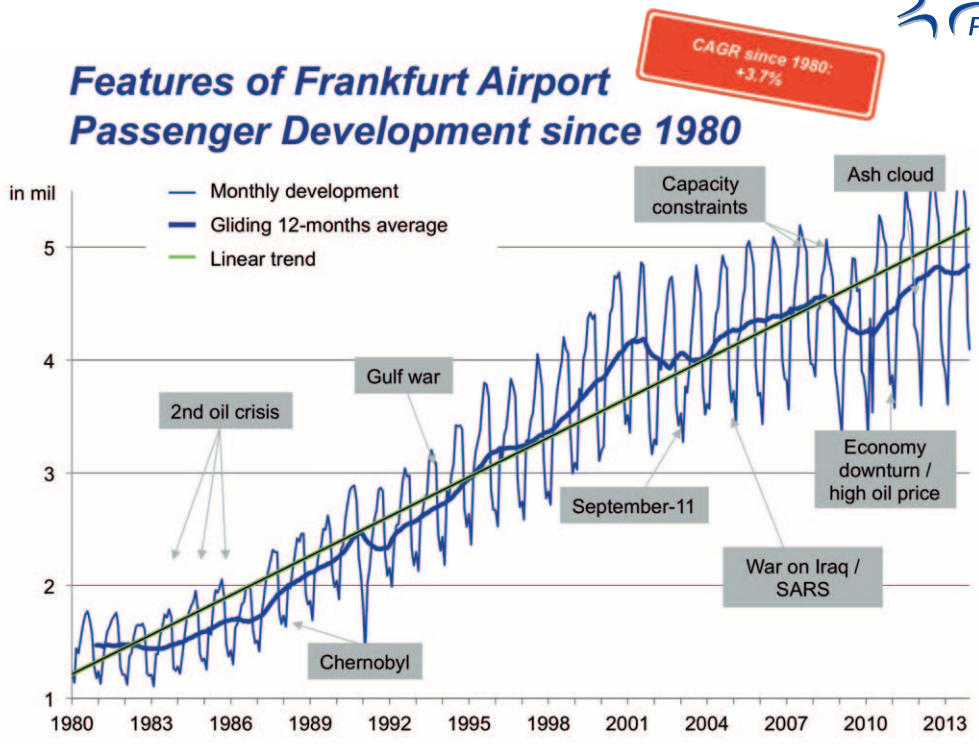


- Frankfurt is No. 1 airport in European catchment area and intermodality
- Frankfurt is No. 1 airport in Germany, No. 3 in Europe and No. 12 worldwide
- Frankfurt is the intercontinental airport in Germany and No. 1 Star Alliance hub in Europe
- Wide body share*
  - Frankfurt: 22%
  - Munich: 8%
  - Düsseldorf: 6%
  - Hamburg: 2%

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



Slide 28 Visual Fact Book Full Year 2013

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

	Airports		PAX (m)	%
1	Atlanta	ATL	94.4	(1.1)
2	Beijing	PEK	83.7	2.2
3	London	LHR	72.4	3.3
4	Tokyo	HND	68.9	3.3
5	Chicago	ORD	66.9	0.1
6	Los Angeles	LAX	66.7	4.7
7	Dubai	DXB	66.4	15.2
8	Paris	CDG	62.1	0.7
9	Dallas	DFW	60.4	3.2
10	Jakarta	CGK	59.7	3.4
11	Hong Kong	HKG	59.6	6.3
12	Frankfurt	FRA	58.0	0.9
13	Singapore	SIN	53.7	5.0
14	Amsterdam	AMS	52.6	3.0
15	Denver	DEN	52.6	(1.1)

	Airports		PAX (m)	%
16	Guangzhou	CAN	52.5	8.6
17	Bangkok	BKK	51.4	(3.1)
18	Istanbul	IST	51.2	13.6
19	New York	JFK	50.4	2.3
20	Kuala Lumpur	KUL	47.5	19.1
21	Shanghai	PVG	47.2	5.2
22	San Francisco	SFO	44.9	1.2
23	Charlotte	CLT	43.5	5.4
24	Las Vegas	LAS	41.9	0.5
25	Incheon	ICN	41.7	6.5
26	Miami	MIA	40.6	2.8
27	Phoenix	PHX	40.3	(0.3)
28	Houston	IAH	39.9	(0.1)
29	Madrid	MAD	39.7	(12.1)
30	Munich	MUC	38.7	0.8

* 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	4,156	2.2
2	Memphis	MEM	4,138	3.0
3	Shanghai	PVG	2,929	(0.4)
4	Incheon	ICN	2,464	0.3
5	Dubai	DXB	2,436	7.4
6	Anchorage	ANC	2,419	(1.8)
7	Louisville	SDF	2,216	2.2
8	Frankfurt	FRA	2,095	1.4
9	Paris	CDG	2,069	(3.8)
10	Tokyo	NRT	2,020	0.7
11	Miami	MIA	1,945	0.8
12	Singapore	SIN	1,863	(0.4)
13	Beijing	PEK	1,840	2.5
14	Los Angeles	LAX	1,744	(1.4)
15	Taipei	TPE	1,572	(0.4)

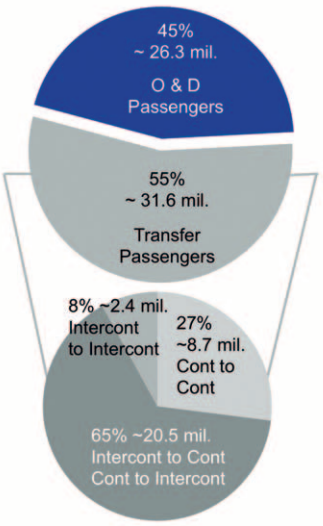
	Airports		Cargo (000 t)	%
16	Amsterdam	AMS	1,566	3.6
17	Chicago	ORD	1,528	0.4
18	London	LHR	1,515	(2.6)
19	Guangzhou	CAN	1,310	4.9
20	New York	JFK	1,287	0.9
21	Bangkok	BKK	1,236	(8.1)
22	Indianapolis	IND	992	6.4
23	Tokyo	HND	951	4.5
24	Shenzhen	SZX	913	6.9
25	Doha	DOH	883	4.6
26	Leipzig	LEJ	878	3.8
27	Cologne	CGN	717	(1.8)
28	Abu Dhabi	AUH	712	24.1
29	Kuala Lumpur	KUL	707	0.7
30	Osaka	KIX	682	(5.6)

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

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Fraport

Features of Frankfurt Airport
FRA has the highest Transfer Rate in Europe



- Total Passengers FRA: 57.9 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, 65% are intercont-cont passengers and 8% intercont-intercont
- Intercont traffic has direct impact on charges (higher MTOW) and retail revenue (better spending behaviour)

* 0.1 mil. transit passengers excluded

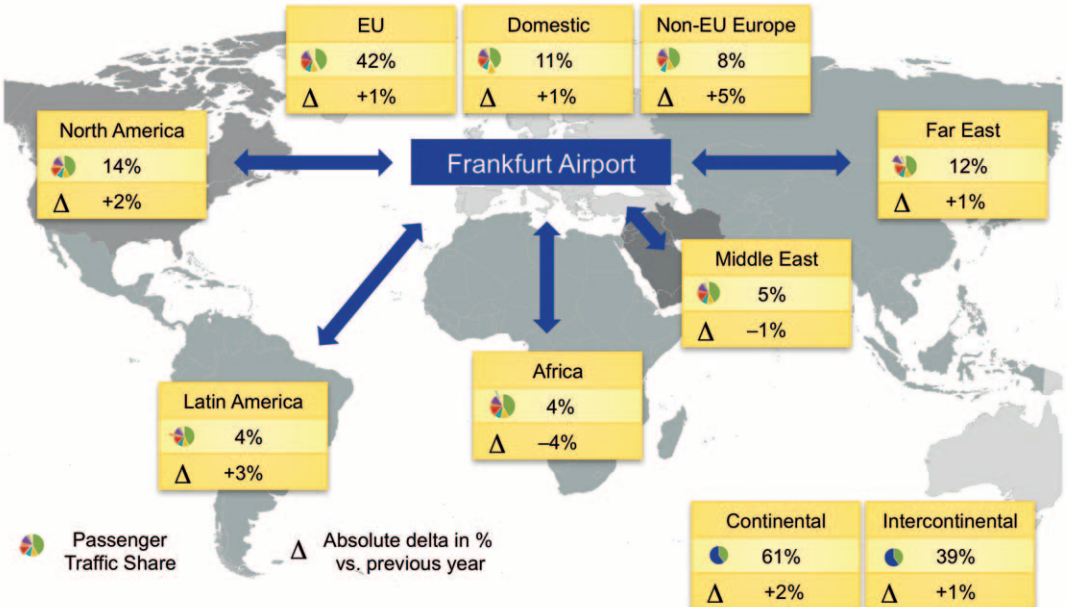
Slide 31 Visual Fact Book Full Year 2013

Features of Frankfurt Airport
Transfer Share Development



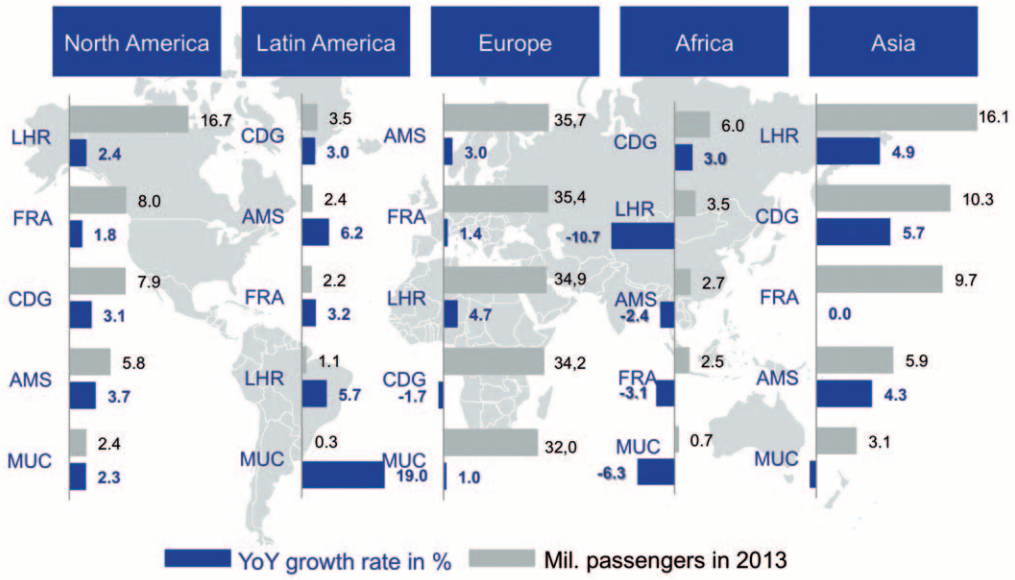
Slide 32 Visual Fact Book Full Year 2013

Features of Frankfurt Airport
Traffic Split and Growth 2013



Slide 33 Visual Fact Book Full Year 2013

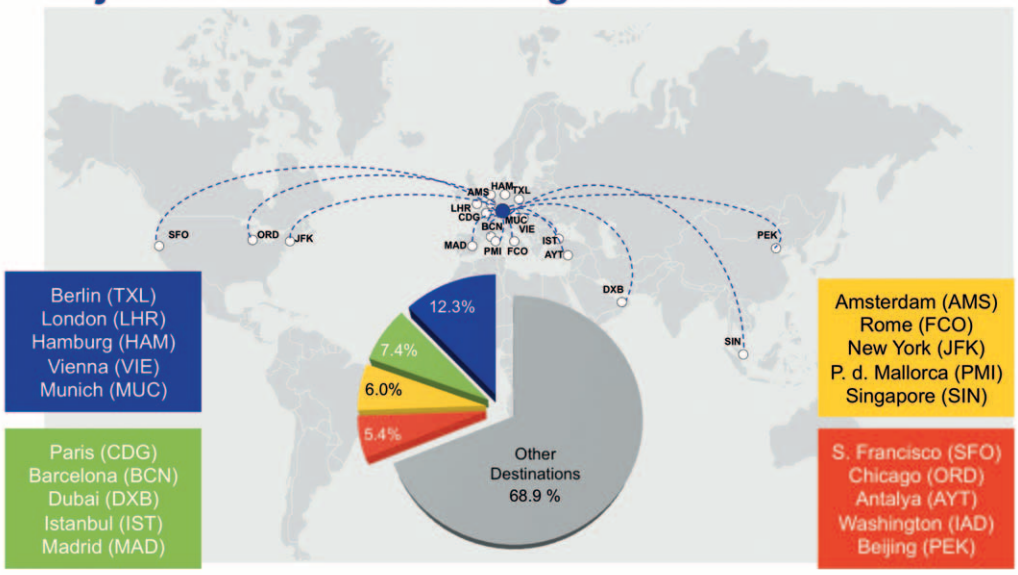
Features of Frankfurt Airport
Comparison of European Airports



Source: Airports Rapid Data Exchange

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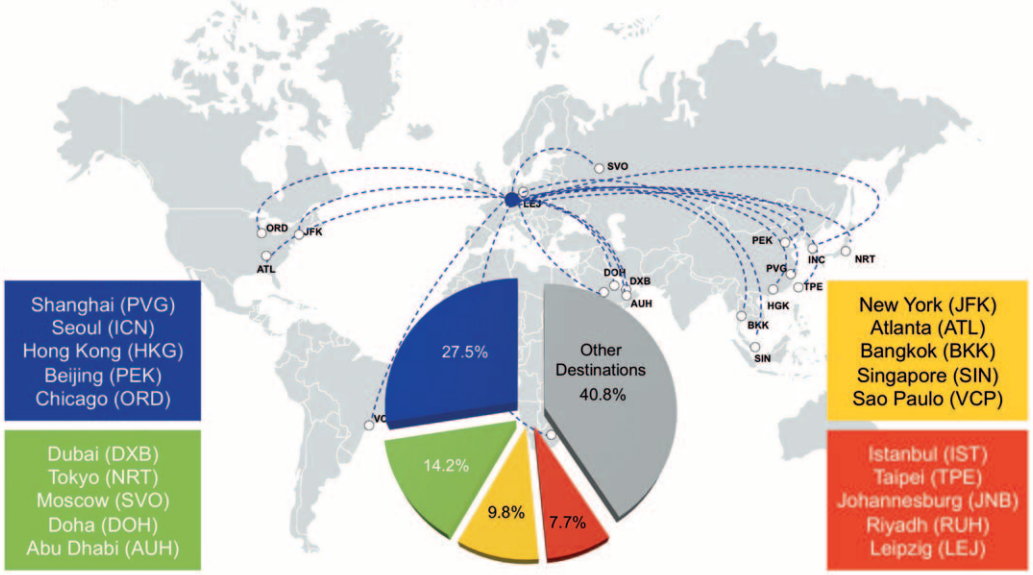
Features of Frankfurt Airport
Major Destinations Passenger Traffic 2013*



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

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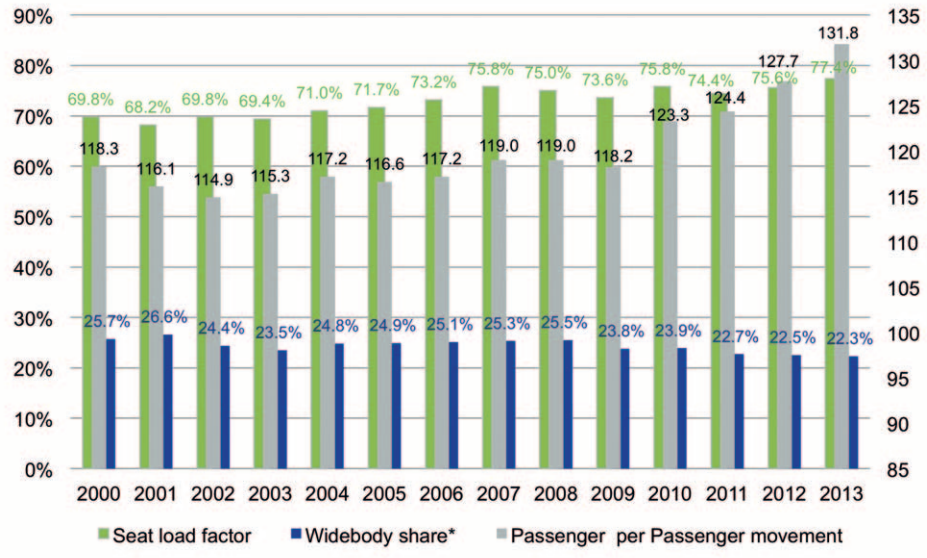
Features of Frankfurt Airport
Major Destinations Cargo Traffic 2013*



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

Slide 36 Visual Fact Book Full Year 2013

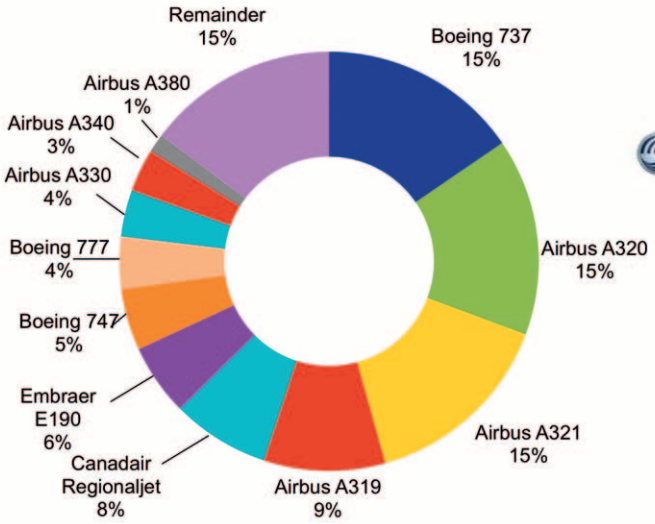
Features of Frankfurt Airport
Growth due to efficient Use of existing Infrastructure



* Excluding Cargo

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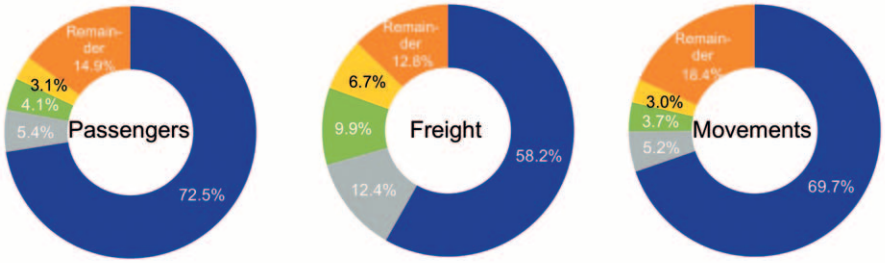
Features of Frankfurt Airport
Shares of Aircraft Types by Movements 2013



AIRBUS BOEING BOMBARDIER AEROSPACE EMBRAER ATR ...and other manufacturers

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Features of Frankfurt Airport
Traffic Shares by Airline Groupings 2013

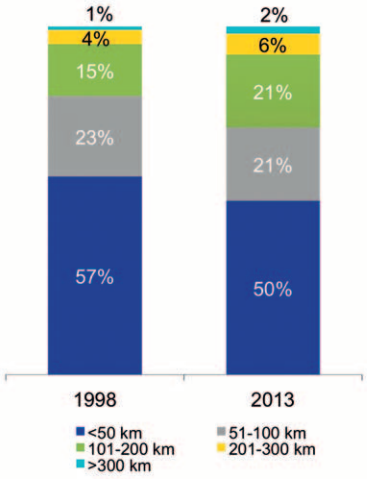


Lufthansa, Condor, United, Air Canada, Air Berlin	Lufthansa, Air Bridge Cargo, Aerologic, Emirates, Air China	Lufthansa, Condor, British Airways, LOT, SAS
TuiFly, Emirates, SAS, Singapore Airlines, Turkish Airlines	Korean, China Southern, Asiana, Zambian Airways, Saudi Arabian Airlines	United Airlines,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

Slide 39 Visual Fact Book Full Year 2013

Features of Frankfurt Airport
Originating Passenger Split

Share of Originating* Passengers at FRA 2013

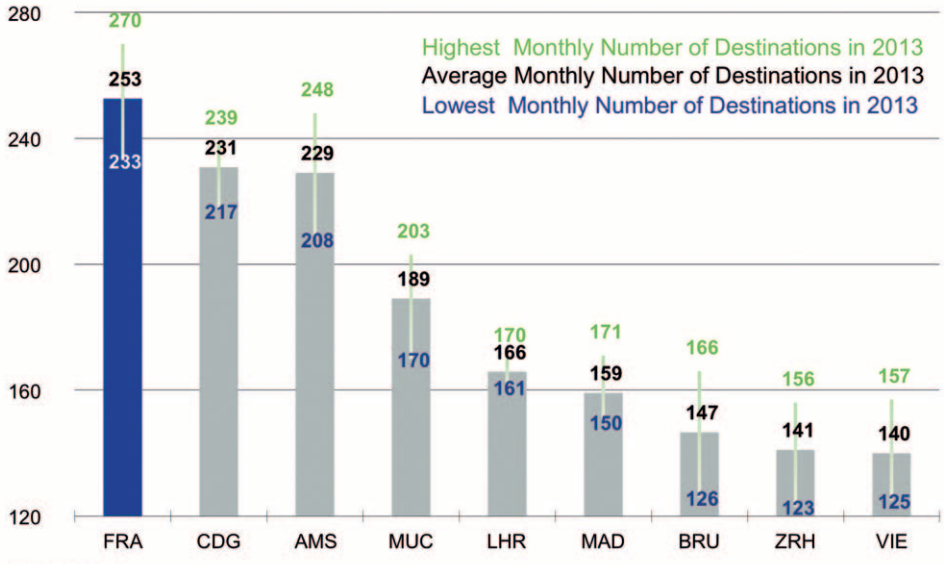


* Originating passengers starting by car, bus, train, taxi, etc

- 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
- 29% of passengers travel to FRA from a distance of >100 km (growth of 9PP since 1998)

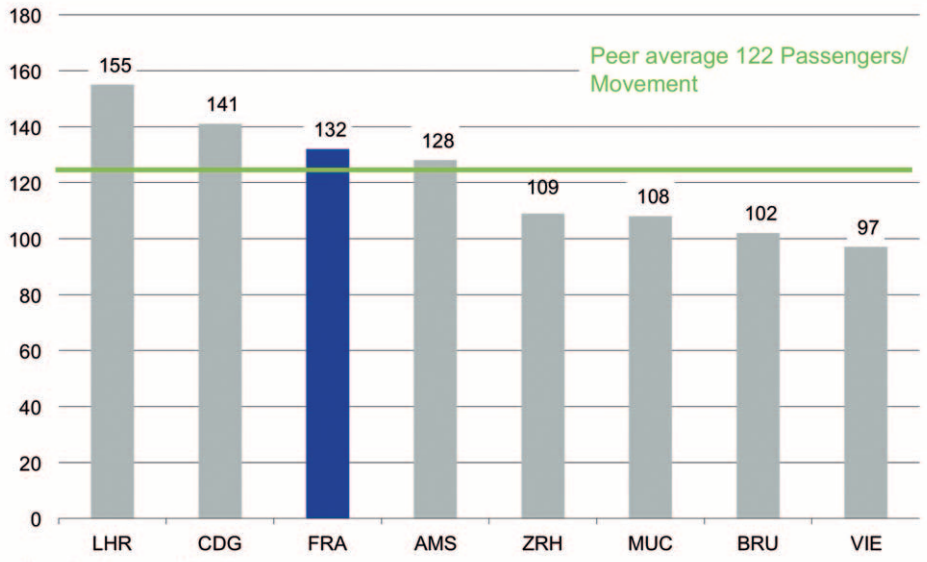
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Features of Frankfurt Airport
FRA has the most Destinations*



Source: Sabre ADI
* nonstop only

Features of Frankfurt Airport
Passengers per Passenger Flights 2013*



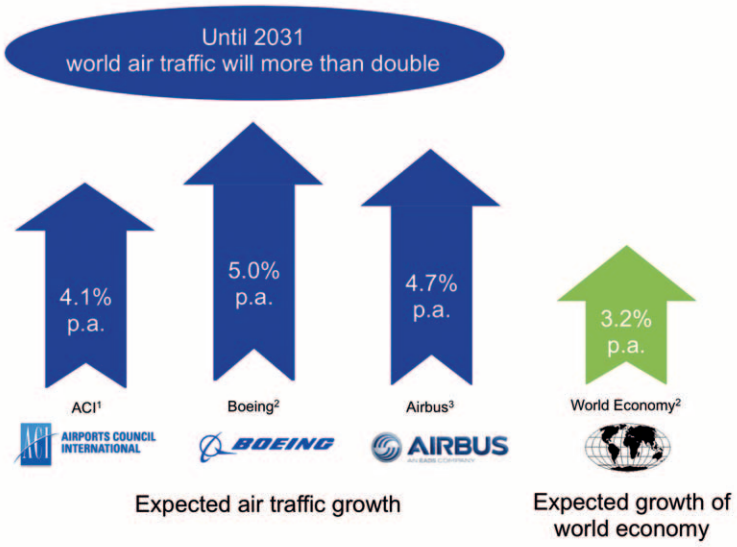
Source: Fraport, company information
*Passenger flights: considering only passenger flights – pure cargo flights and non-commercial flights not included

Fraport and Market Environment

Expansion at FRA

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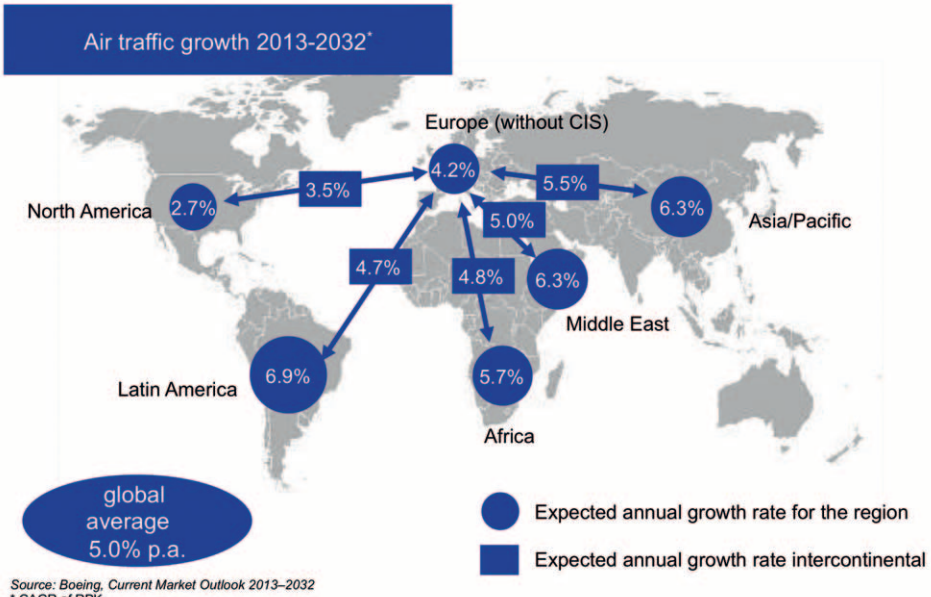
Expansion at FRA
Air Traffic grows stronger than World Economy



Sources: 1) ACI, Global Traffic Forecast 2012–2031; Data Base: Passenger Volumes; 2) Boeing, Current Market Outlook 2013–2032; Data Base: RPK; 3) Airbus , Global Market Forecast 2013–2032; Data Base: RPK

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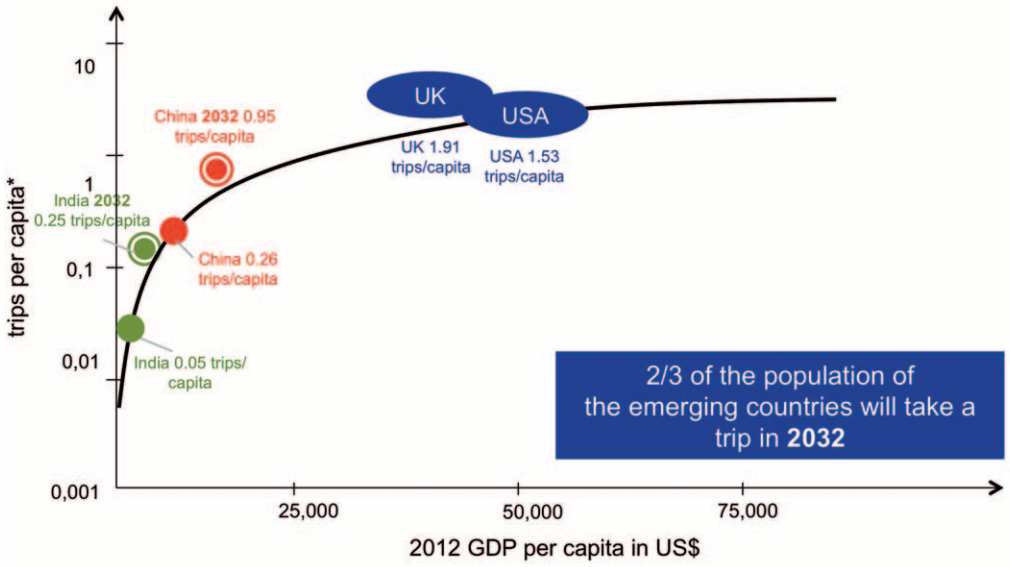
Expansion at FRA
Focus on intercontinental Routes in Europe



Source: Boeing, Current Market Outlook 2013–2032
** CAGR of RPK*

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Expansion at FRA
Air Traffic will boost in emerging Markets



Source: Airbus Global Market Forecast 2013-2032
* originating from country

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Expansion at FRA
Major Construction Areas at FRA



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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Expansion at FRA
The new Runway Northwest



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Expansion at FRA
The new Runway Northwest Features

- Length of 2,800m parallel to the existing center runway system (25L & 25C) in north-western direction
- Construction from beginning 2009 to mid 2011, inauguration in October 2011
- Movement capacity grows to a maximum of 126 movements/hour
  (upside >50% vs. before operation of new runway)
- In current 2014 summer schedule 100 movements/hour possible*
- Operational improvement since inauguration especially in bad weather conditions
- Punctuality increased to levels of more than 80%**

* 98 Movements/ hour (+2 for ad-hoc traffic e.g. general aviation)
** according to IATA definition

Expansion at FRA
The new Pier A-Plus



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



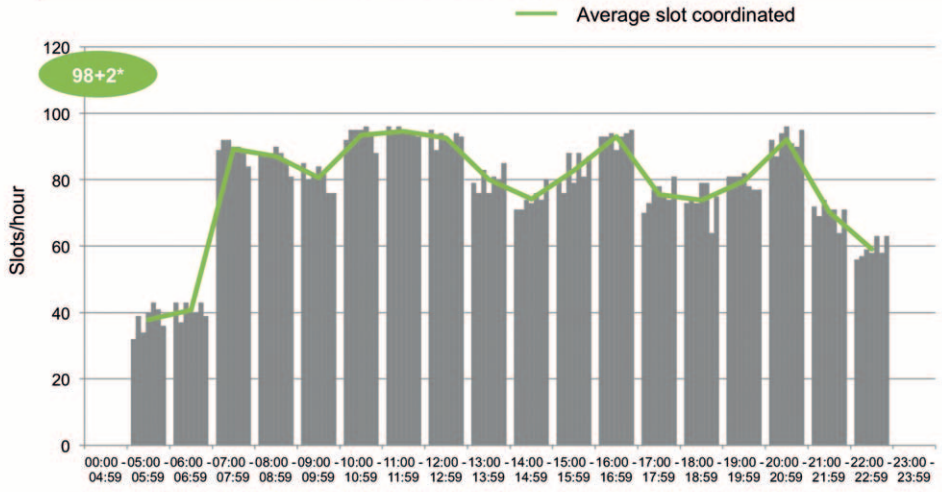
Expansion at FRA
Terminal 3 Features

- Additional terminal capacity in southeast area
- First phase (two piers out of four) with a designed capacity of 14 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 2014
- Start of construction planned for 2015, inauguration 2021 depending on passenger demand

Fraport

Expansion at FRA
Slot Allocation in Summer Schedule 2014

Summer Schedule 2014 with 98 coordinated movements/hour
plus 2 for ad-hoc traffic (e.g.: general aviation)*



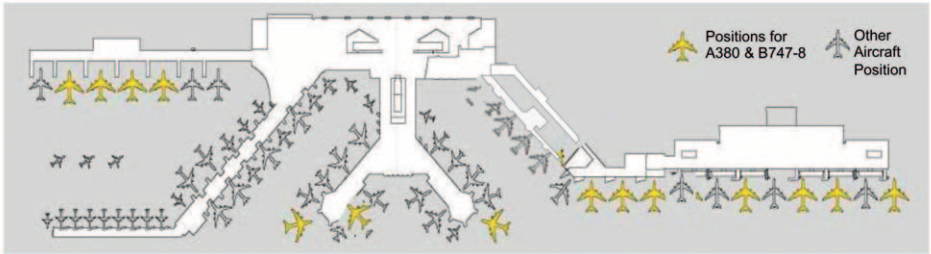
* between 6am and 10pm: between 10pm and 6am

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

Night flight ban between 11pm and 5am

Fraport

Expansion at FRA
Five Challenges for existing Terminals

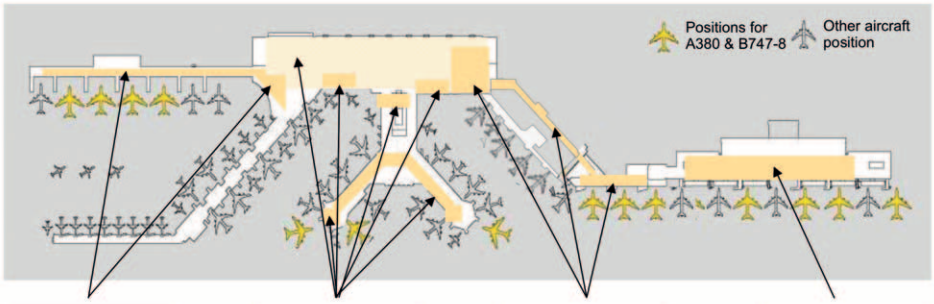


Passenger Capacity	EU Security Regulation	Strict Fire Protection Regulations	New Aircraft Generation: A380	High Demand for Retail Space
Number of passengers will increase before the completion of the first construction phase of the new Terminal 3	Separation of arriving passengers ("unclean" from non-Schengen) 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

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

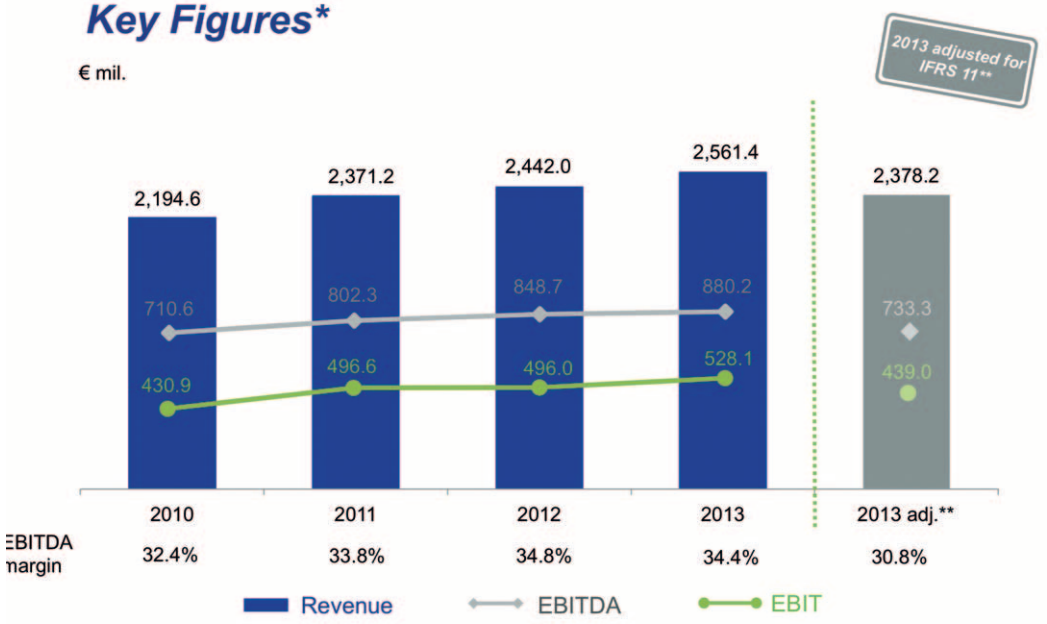
Terminal 2
Main drivers:
- A 380
- Retail space

Fraport

Group Financials & Segments

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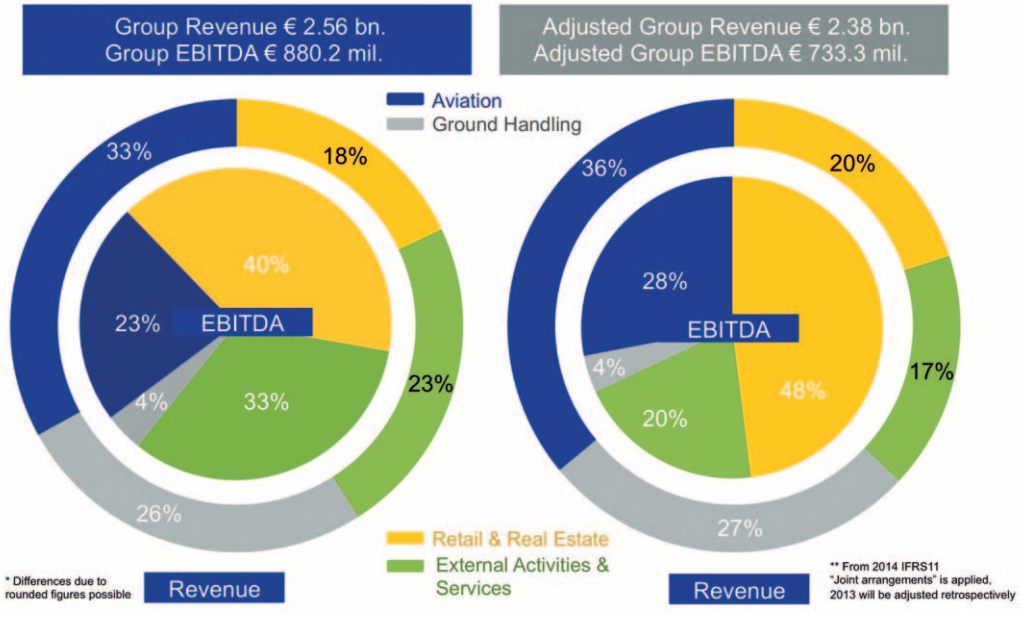
Group Financials
Key Figures*



* Figures including special and consolidation effects; 2012 figures adjusted for IAS 19
** From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively

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Group Financials
Segment Split of Revenue and EBITDA FY 2013*



* Differences due to rounded figures possible

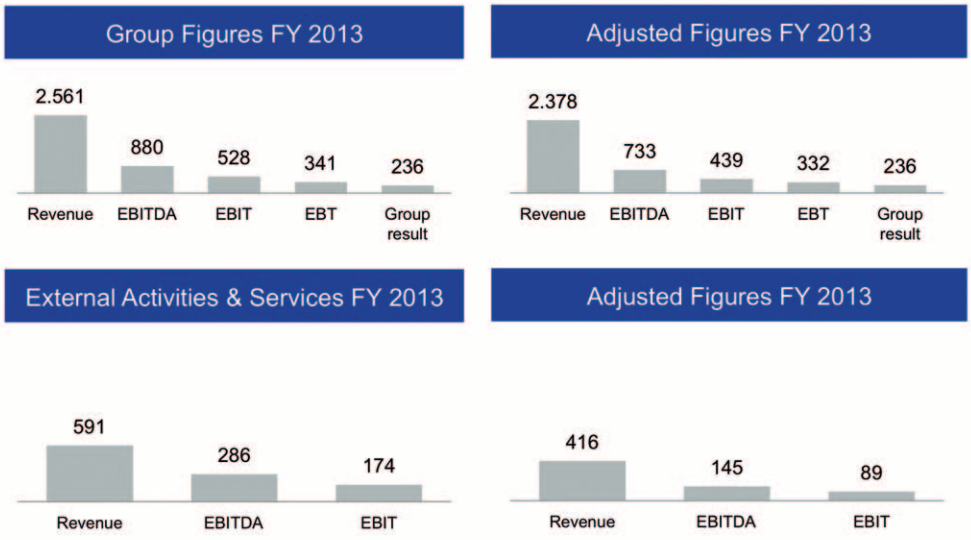
** From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively

Slide 59 Visual Fact Book Full Year 2013

2013 adjusted for IFRS 11*

Fraport

Group Financials
Adjusted FY 2013 (I) (IFRS 11 Accounting Change as of Jan. 1, 2014)



* From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively

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2013 adjusted for IFRS 11*

Fraport

Group Financials
Adjusted FY 2013 (II) (IFRS 11 Accounting Change as of Jan. 1, 2014)

	Figure FY 2013	Adjusted FY 2013	Change
Operating cash flow	€575 mil.	€454 mil.	–€121 mil.
Free cash flow	€73 mil.	€17 mil.	–€56 mil.
Total assets	€9,523 mil.	€8,836 mil.	–€687 mil.
Shareholders' equity	€3,099 mil.	€3,117 mil.	+€18 mil.
Net debt	€2,975 mil.	€2,871 mil.	–€104 mil.
Gearing ratio	101%	97%	–4PP

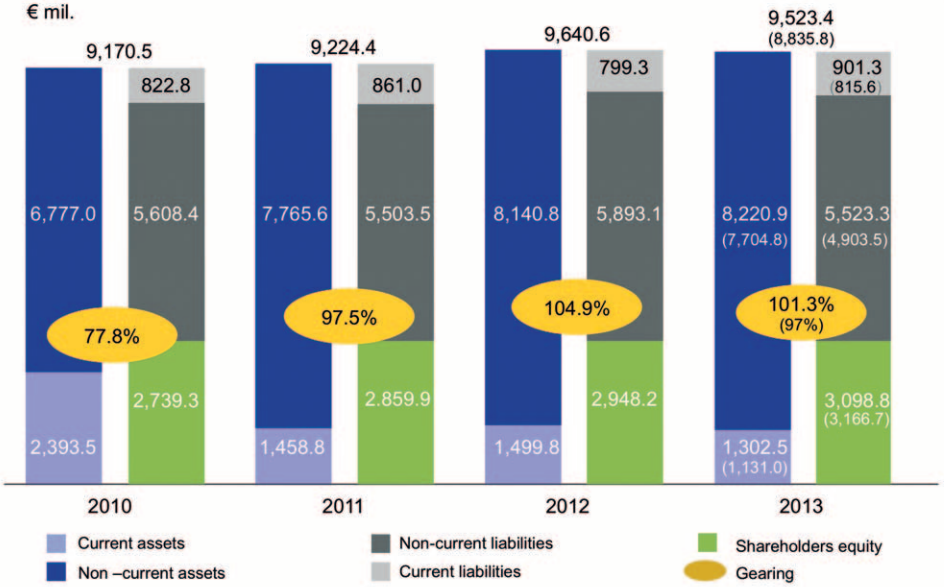
* From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively

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Fraport

Group Financials
Balance Sheet

2013 adjusted for IFRS 11* in ()



*From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be retrospectively adjusted (in brackets)

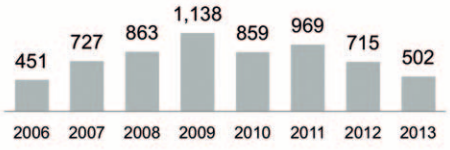
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Fraport

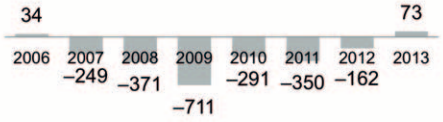
Group Financials
Capex and Cash Flow Overview

2013 adjusted for IFRS 11**

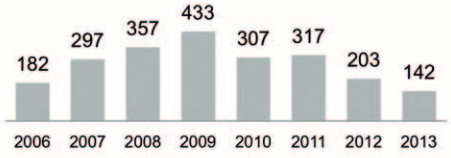
Capex* 2006 – 2013



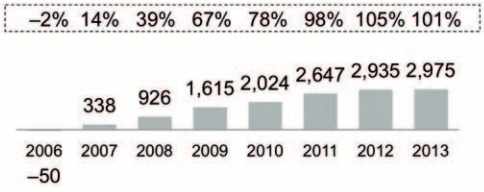
Free Cash Flow 2006 – 2013



Capex in % of D&A 2006 – 2013



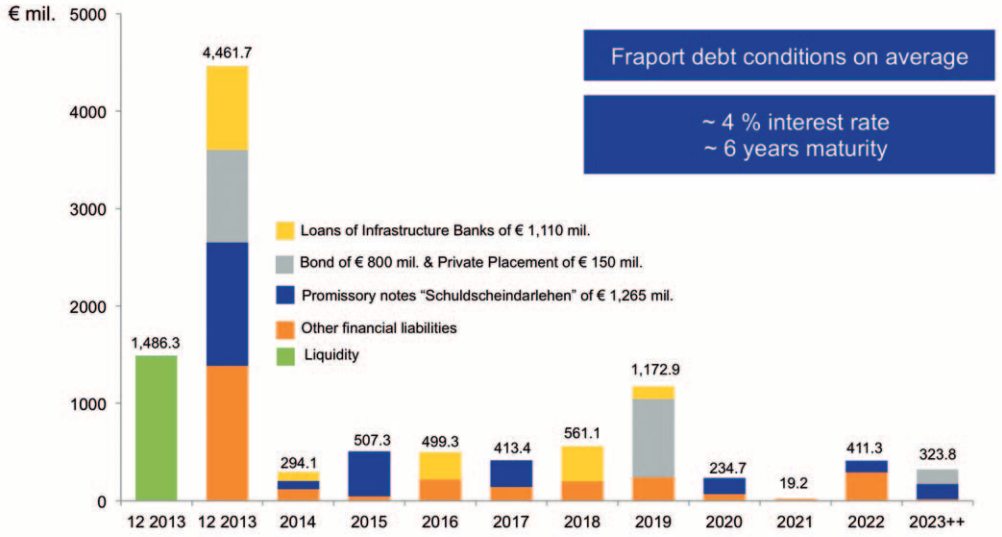
Net debt & Gearing 2006 – 2013



* Capex as: Cash Flow used in PPE, airport operating projects, intangible assets and investment property
** From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively

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Group Financials
Maturity Profile & Cash Position (as of December 31, 2013)



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Group Financials
Fraport Value Management

€ mil.	Fraport Group		Aviation		Retail & Real Estate		Ground Handling		External Activities & Services*	
	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012
EBIT	528.1	496.0	88.1	79.6	267.9	252.8	–2.3	–1.1	159.9	175.2
Fraport assets	5,545.3	5,152.3	2,208.0	2,045.4	1,787.8	1,636.2	584,1	549.0	1,143,2	1,118.6
Costs of capital before tax	526.8	489.5	209.8	194.3	169.8	155.4	55.5	52.2	108.6	106.3
Fraport value Added before tax	1.3	6.6	–121.7	–114.7	98.1	97.4	–57.8	–53.3	51.3	68.9
ROFRA	9.5%	9.6%	4.0%	3.9%	15.0%	15.5%	–0.4%	–0.2%	14.0%	15.7%

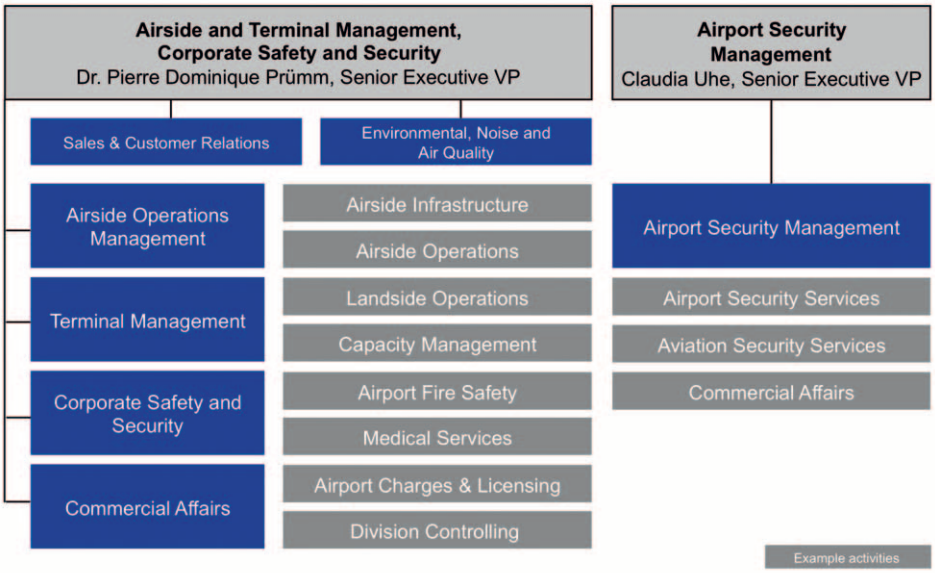
ROFRA (Return on Fraport assets) = EBIT / Fraport assets

* 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

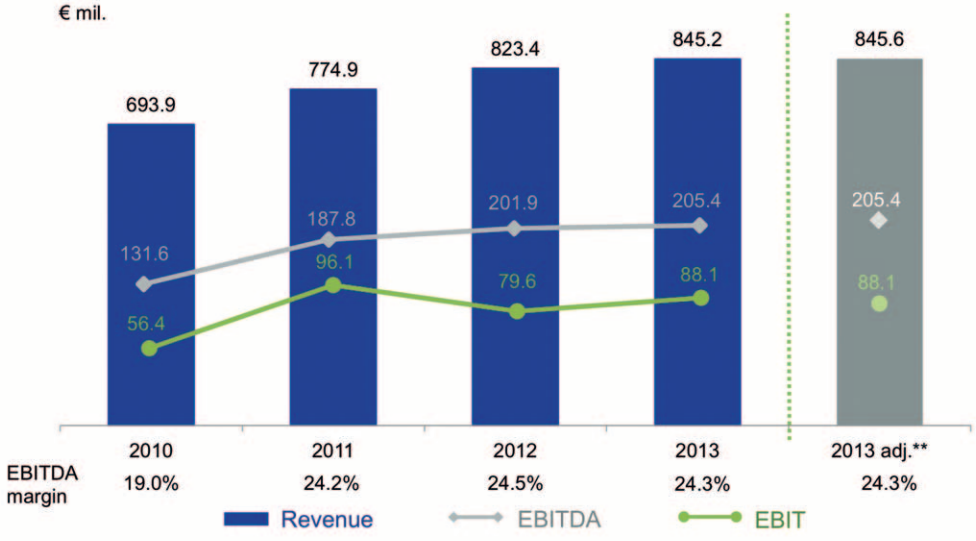


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Fraport

Aviation
Key Figures*

2013 adjusted for IFRS 11**



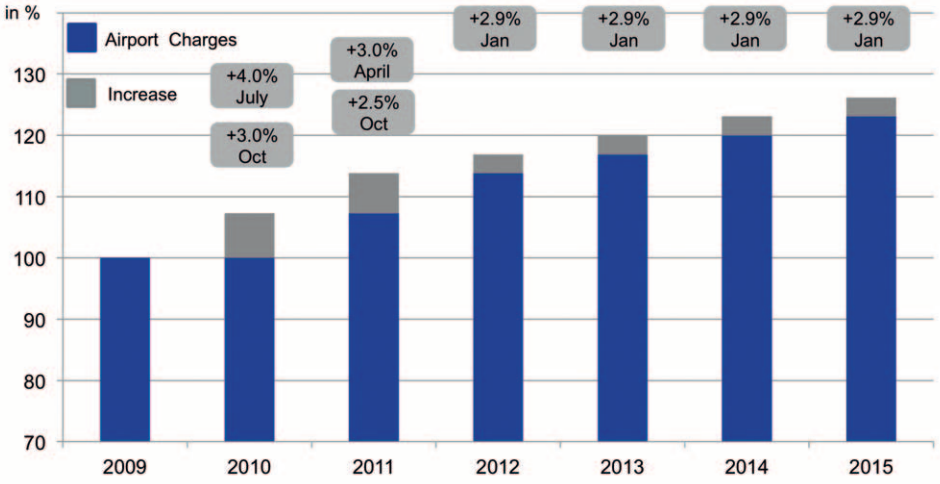
* Figures including special and consolidation effects; 2012 figures adjusted for IAS 19
** From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively

Slide 68 Visual Fact Book Full Year 2013

Fraport

Aviation
Airport Charges growing to support Expansion*

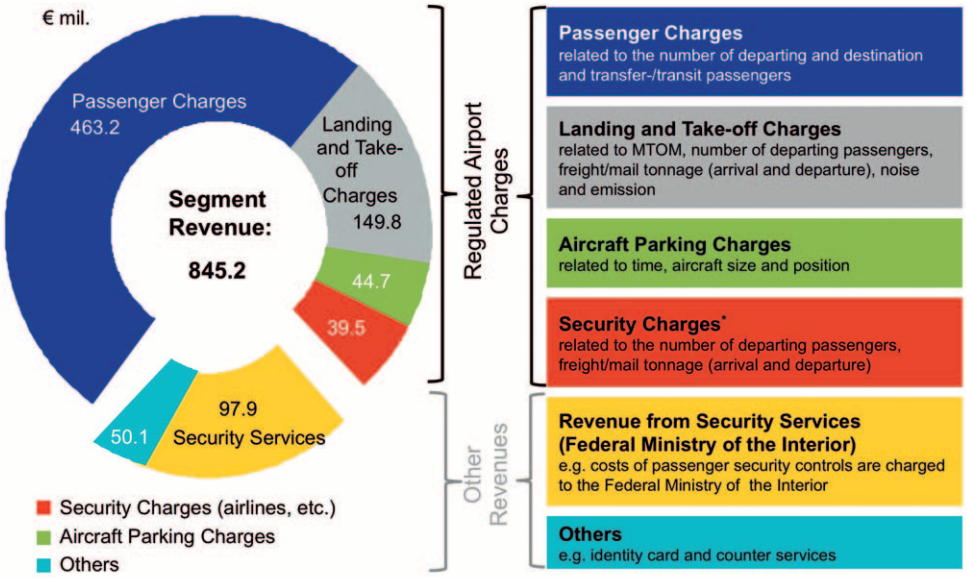
More than 25% price increase 2010-2015



* 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 69 Visual Fact Book Full Year 2013

Aviation
Segment Revenue Split 2013



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

Slide 70 Visual Fact Book Full Year 2013

Aviation
Components of regulated Airport Charges 2013

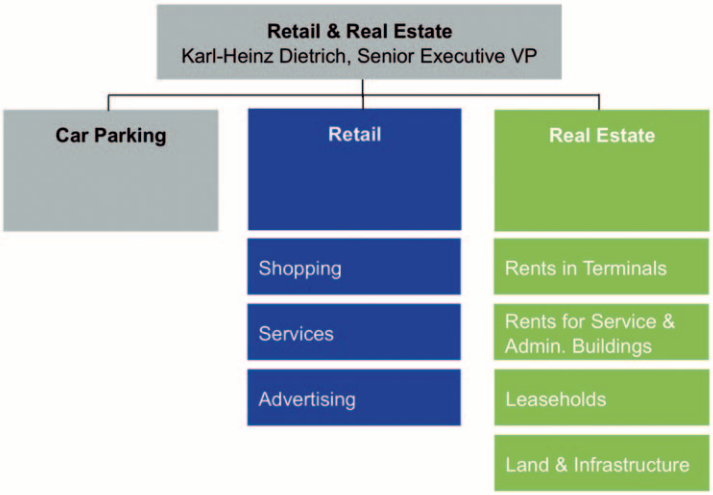
Passenger Charges (463.2 € mil.)	Landing and Take-off Charges (149.8 € mil.)	Aircraft Parking Charges (44.7 € mil.)	Security Charges (39.5 € mil.)
Passenger-related charges (only take-off) • Depending on destination (EU, Non-EU continental, or intercontinental) • Discount for transfer passengers • Defined 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. €7,850*	approx. €1,800*	approx. €550*	approx. €650*

* Example airport charges 2013 for one A380 landing-take-off-cycle at FRA approx. €10,850
Assumptions: Daytime flight; 440 Passengers; Transfer rate 50%

Group Financials & Segments

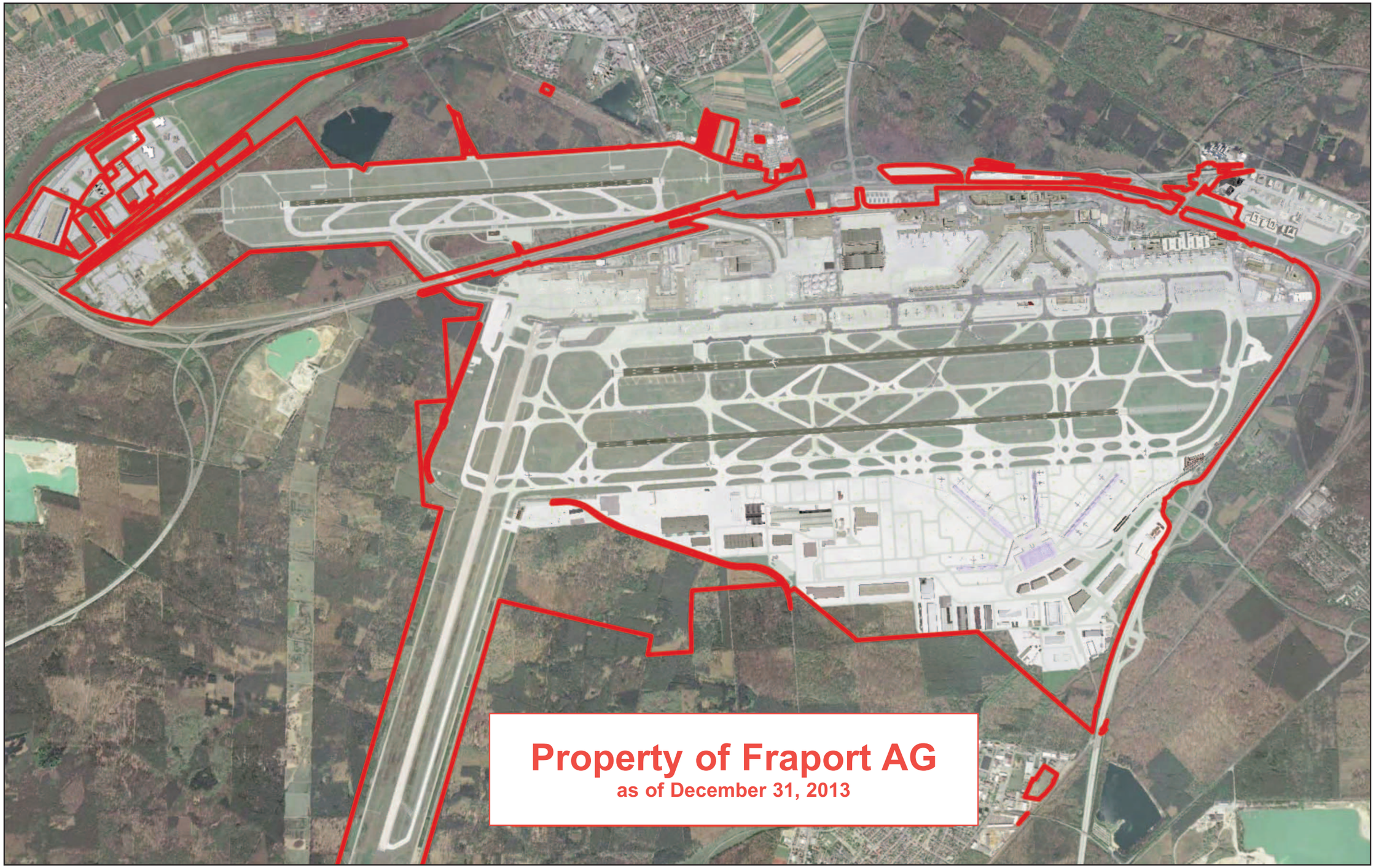
Retail & Real Estate

Retail & Real Estate
Segment Structure



Visual Fact Book Full Year 2013

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

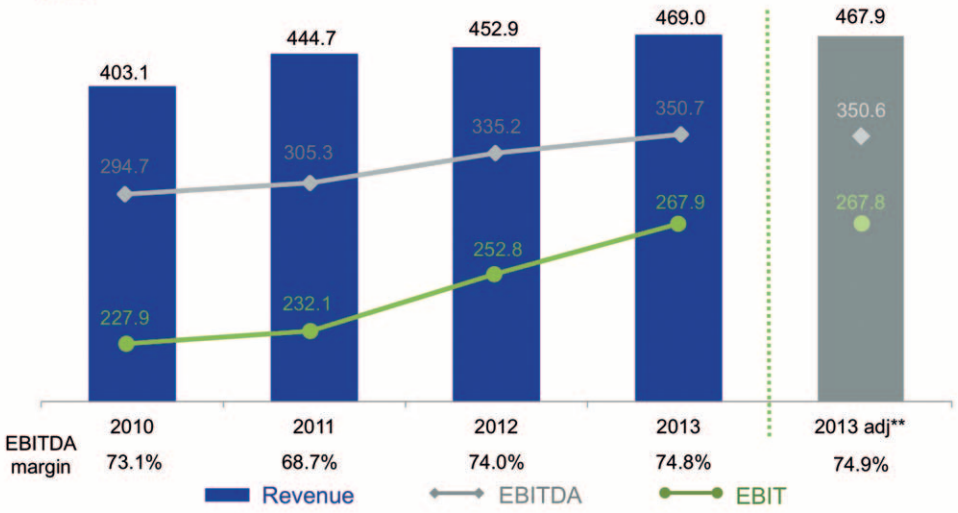


Slide 73 Visual Fact Book Full Year 2013

Retail & Real Estate Key Figures*

2013 adjusted for IFRS 11**

€ mil.

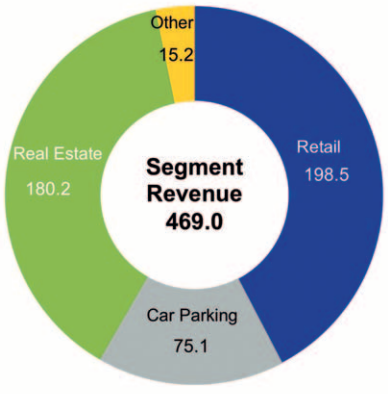


* Figures including special and consolidation effects; 2012 figures adjusted for IAS 19
** From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively

Slide 74 Visual Fact Book Full Year 2013

Retail & Real Estate Segment Revenue Split 2013

€ 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

Retail & Real Estate
Retail Revenue Split 2013

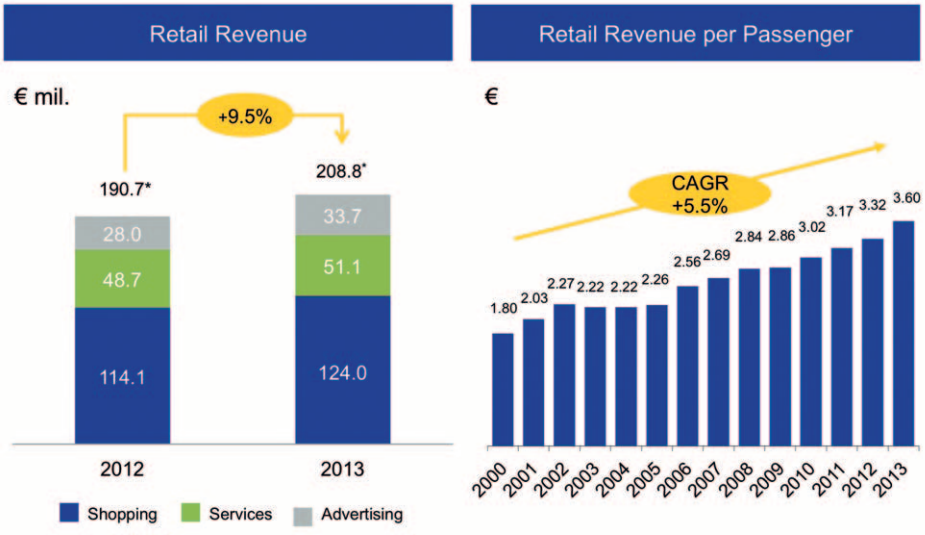
€ mil.



Retail Segments	Outlets[2]
Duty Free & Travel Value	25
Specialty Shops	146
Food & Beverages[3]	78
Other Services, e. g. Car Rental[3]	57

1) Revenue according to Fraport retail/passenger definition, difference to segment revenue due to IT services for passengers
2) As of 31/12/2013
3) Food & Beverage including mobile sales units; Services excluding ATMs

Retail & Real Estate
Increasing Retail Revenue per Passenger at FRA



* Revenue according to Fraport retail/passenger definition, difference to segment revenue due to IT services for passengers

Fraport

Retail & Real Estate
Taking Advantage of the Passenger Mix

Unique passenger structure …

High share of international passengers:

- 50% 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 2013



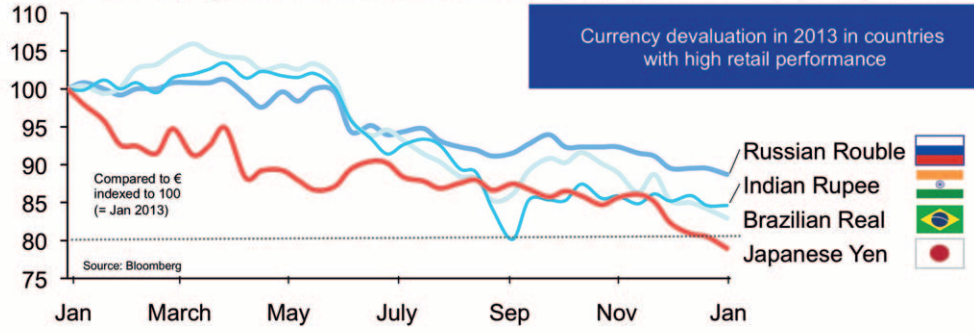
Average = 1.0



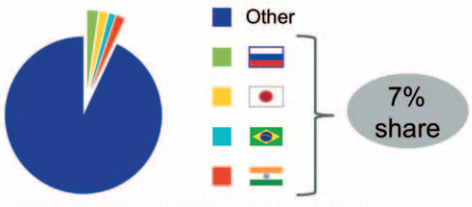
Fraport

Retail & Real Estate
Currency Fluctuations & Impact on Shopping Behavior

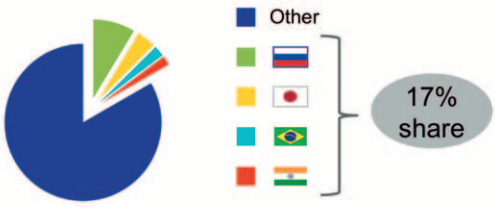
Currency devaluation in 2013 in countries with high retail performance



Traffic shares departing passengers 2013



Share in Duty Free sales 2013*



* Based on ticket /Heinemann data, only indication of nationality

Retail & Real Estate
Retail Project Development



Modernization of existing market places

- Terminal 1, B Non Schengen: Refurbishment to generate higher POS-sales by optimized structure and better amenity values

Realisation until end of 2015

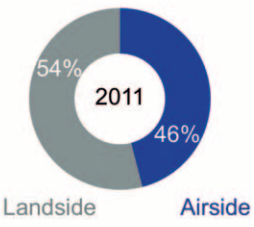
- Terminal 2, Food Plaza, public area: Full modernization and new F&B concepts

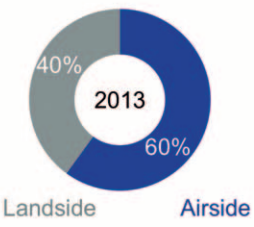
Realisation until mid 2015



Retail & Real Estate
Growing profitable Retail Space at FRA

Space ratio improvement





Shop impressions





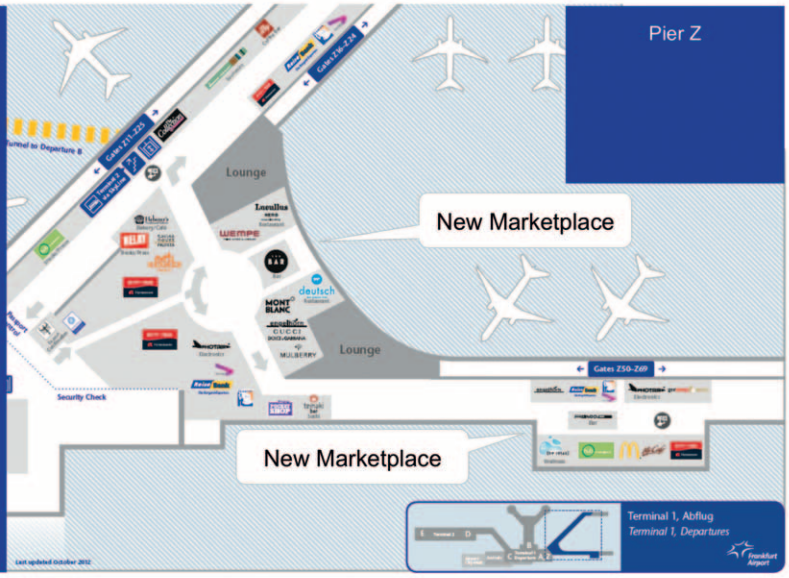
Retail revenue per passenger



Fraport

Retail & Real Estate
New Marketplace in redesigned Piers A and Z

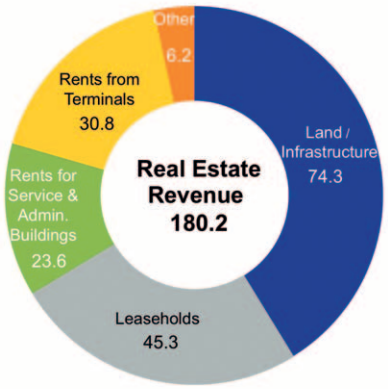
- New marketplaces with extensive retail offerings
- Approx. 12,000 sqm new retail space
- Focus on widebody gates
- Features two big walk-through Duty Free / Travel Value shops right after security check



Fraport

Retail & Real Estate
Real Estate Revenue Split 2013

€ mil.



Land / Infrastructure
- Energy supply (supply & infrastructure)

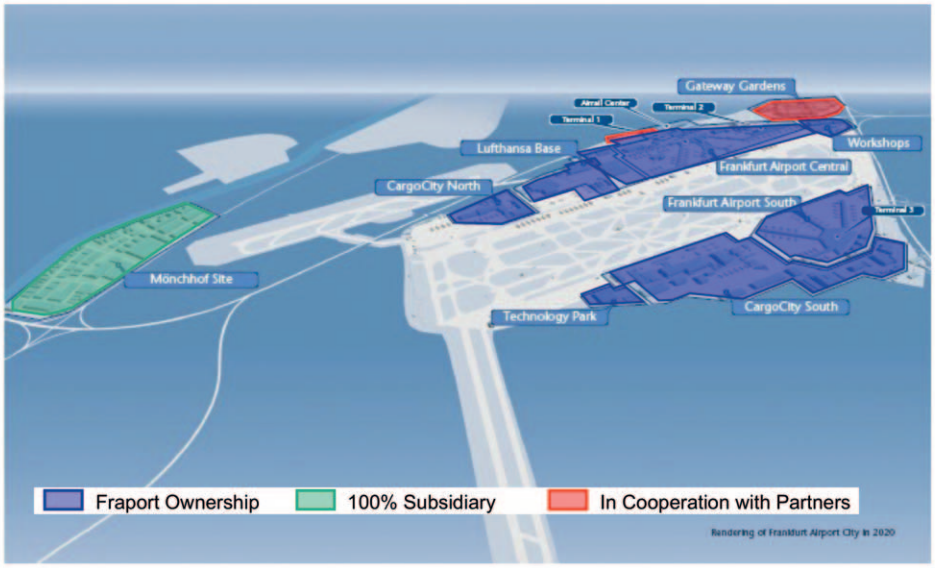
Leaseholds
- Fraport-owned land leased to Lufthansa (most part of DLH base)
- Heritable leases in CargoCity South to logistics companies

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

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

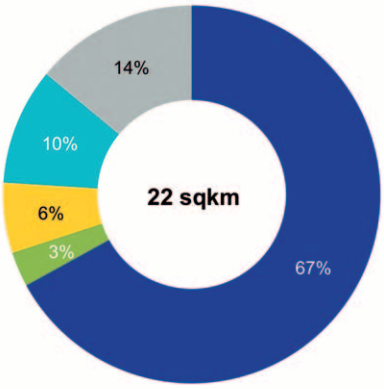
Fraport

Retail & Real Estate
Areas included in Frankfurt Airport City



Fraport

Retail & Real Estate
Split of Space on Fraport Property 2013





- 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 2013[1]

Property	Sqm[2]	Office space in sqm[3]	Storage in sqm	Others in sqm	Average rents/ sqm/month[4]
Rents in Terminals	332,000	105,000	73,500	153,000	€27
Rents in Service & Admin. Buildings	602,000	225,500	181,500	195,000	€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, 2013 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 → Asset management	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	Utilize Fraport's expertise outside the Frankfurt site Acquire and operate airports and terminals Acquire airport management and service contracts → Portfolio management

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Retail & Real Estate
Terminals and surrounding Areas



904,000 sqm of total gross floor space

Mixed utilization
- Offices /Lounges
- Storage
- Operations

Size and Features 2013
Locations:
- ~ 32% of gross floor space at Terminals
- ~ 68% of gross floor space service & administration buildings

Utilization split:
- ~ 37% offices/lounges
- ~ 32% storage
- ~ 31% other utilization

Ownership
- 100% Fraport

Clients
- DLH
- Other airlines
- Fraport
- Government agencies

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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 2013
- 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.

Ownership
- 100% Fraport

Clients
- 200 companies: airlines, forwarders, express services and other service providers
- Major logistics companies such as
  - Panalpina
  - Kühne & Nagel
  - Dachser
  - DHL Global Forwarders
  - YusenAir Sea Service
  - Agility
  - Nippon Express
  - WFS
  - DB Schenker
  - Lufthansa Cargo
  - LUG
  - 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 2013
- 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 2013
- 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. 400,000 sqm have been marketed already

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

Clients/Sales Contracts:
- Logicreal Airport Ffm GmbHZoth (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 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)

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Retail & Real Estate
THE SQUAIRE

Part of Airport City - not Fraport property



146,000 sqm of net floor space
- Office: 96,400 sqm
  incl. a business/ conference center 3,200 sqm
- Hotel: 36,100 sqm
- Retail/ gastronomy: 7,800 sqm
- 625 parking spaces in-house
- 2500 parking spaces Squaire parking

Size and Features 2013
- 200,000 sqm of gross floor space on 9 floors (rentable area 146.000 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 625 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 (98%) and Fraport AG (2%)

Clients
- Hilton Worldwide Group, with Hilton Frankfurt Airport and Hilton Garden Inn
- KPMG, European Headquarters
- Further tenants: Arthur D. Little, European Headquarters of Nemak (automotive supplier), plug-and-work Business and Conference Center, retail & gastronomy tenants

Slide 92 Visual Fact Book Full Year 2013

Retail & Real Estate
Gateway Gardens

Part of Airport City - not Fraport property



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 2013
- 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, operating 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 2014
- Alpha Rotex: Start of construction 2012, completed in 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 • Baggage security • Passenger bridges • Baggage Reconciliation System (BRS) • 400 Hz ground power supply • Toilet/water facilities • Customs baggage warehouse • Neutral Cargo Transfer Point • De-Icing facilities for aircraft	• Palletization • Warehousing • Documentation

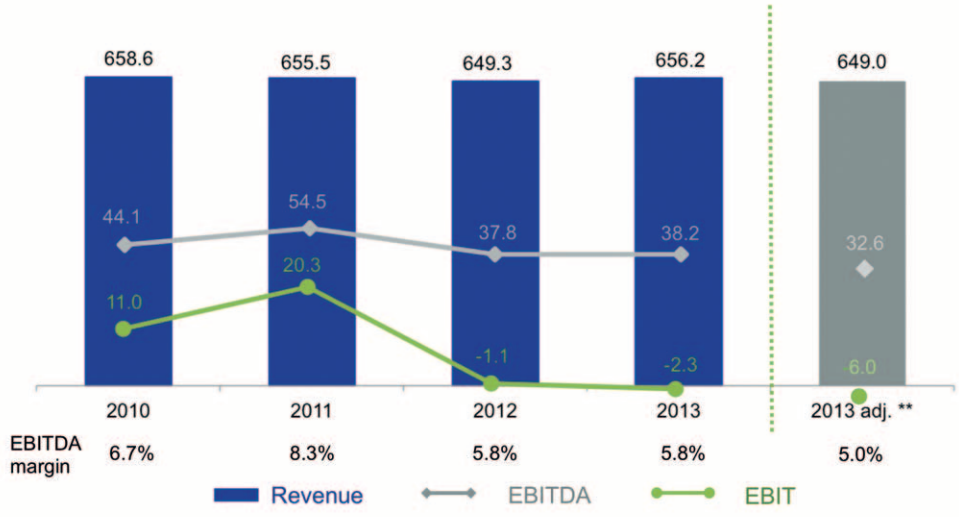
* Fraport Cargo Services GmbH, 100% subsidiary of Fraport AG

Fraport

Ground Handling Key Figures*

2013 adjusted for IFRS 11**

€ mil.

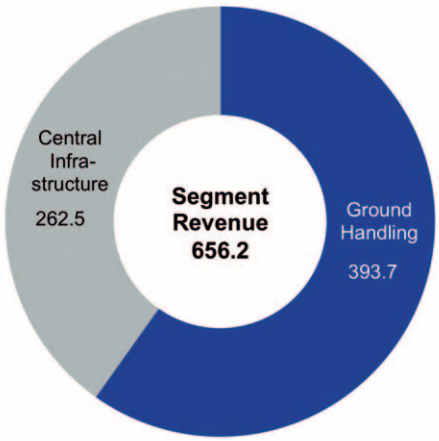


* Figures including special and consolidation effects; 2012 figures adjusted for IAS 19
** From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively

Fraport

Ground Handling Segment Revenue Split 2013

€ 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

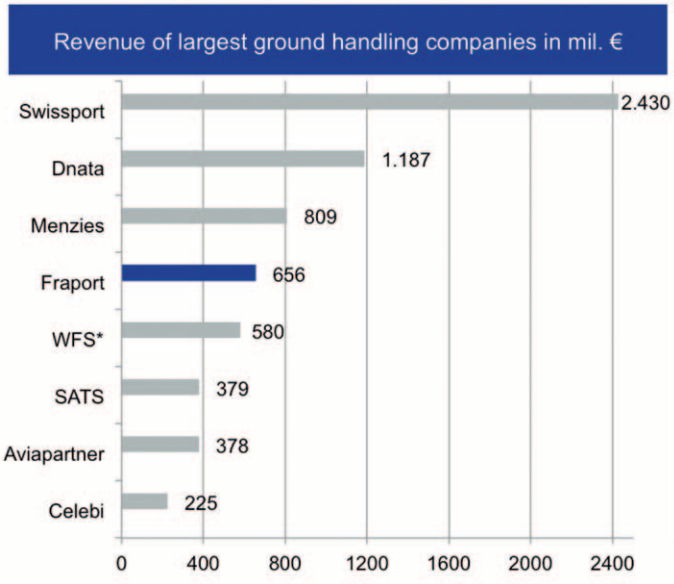
Market volume ~ 42 bn. €*

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 2015
Source: KPMG estimates 2011

Fraport

Ground Handling
Fraport among leading Worldwide GH companies



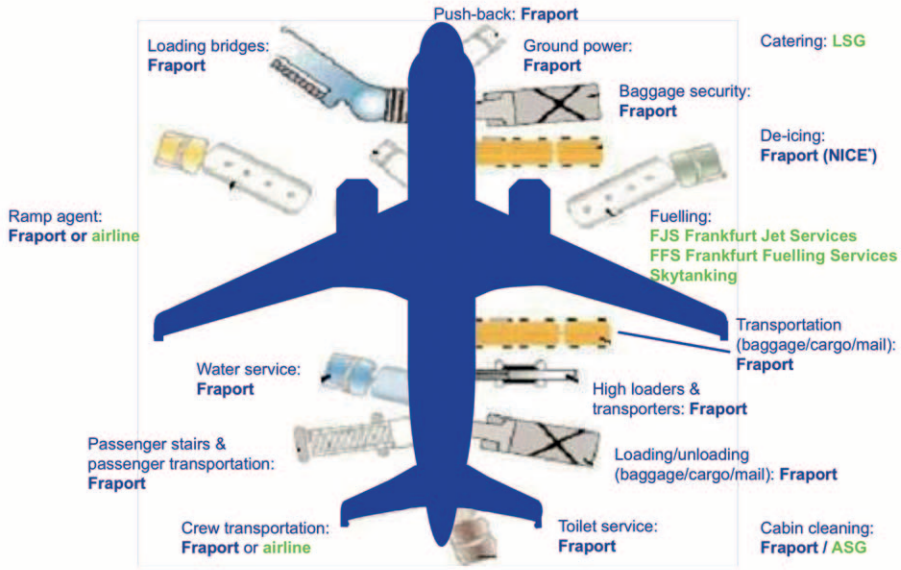
Stations	Countries
255	44
19	8
135	26
1	1
120	20
7	6
35	5
35	5

Source: Evercore; company data; Fraport;year of reported revenue and business model can vary

* Total Group

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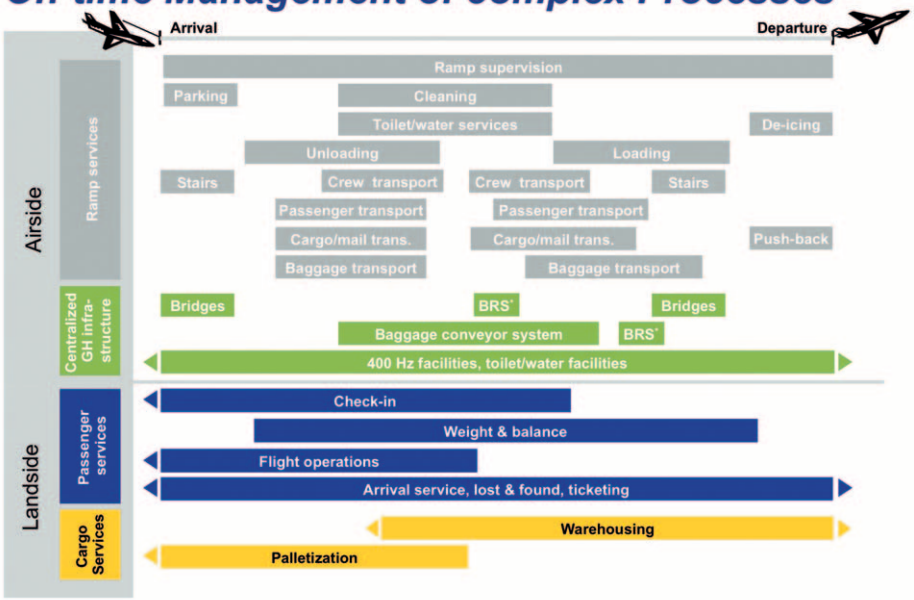
Ground Handling
Business Activities: Who does what?



* 52% subsidiary of Fraport AG

Slide 100 Visual Fact Book Full Year 2013

Ground Handling
On-time Management of complex Processes



* BRS = Baggage Reconciliation System

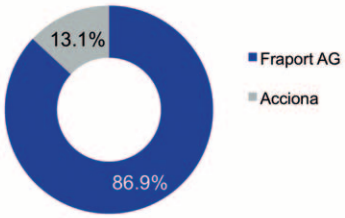
Slide 101 Visual Fact Book Full Year 2013

Ground Handling
Core Business Area: Ramp Services 2013

Ramp Services
• Regulated market: one third-party handler, Acciona
• Main customers of Fraport: Lufthansa and Star Alliance partners
• ~196.100 aircraft handled in 2013
• ~ 24.7 mil. tons MTOM

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*



* Base: MTOM 2013

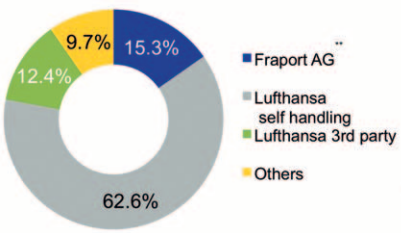
Slide 102 Visual Fact Book Full Year 2013

Ground Handling
Core Business Area: Passenger Services 2013

Passenger Services
• Open market: third-party handlers (e.g., Acciona) and self-handling (e.g., Lufthansa)
• ~22,300 aircraft handled in 2013

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*



Fraport handles approximately 40.9% of the „free market“ (excluding Lufthansa self handling)

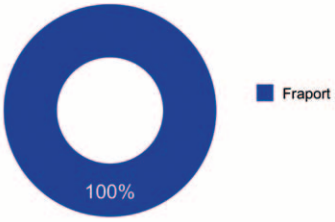
* Base: Passengers 2013 for Check-In and Gating; Source: Fraport AG **FPS included

Fraport

Ground Handling
Core Business Area: Central Infrastructure 2013

Central Infrastructure
• Sole provider • Provision of infrastructure, incl. Baggage conveyor system (>80 km) • Baggage performance in 2013: 2.05‰ misconnected baggage • ~ 27.5 mil. pieces of baggage (2013)

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 • Enlargement by 6.5 km for pier A-Plus in 2012 • Capacity: approx. 20,000 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 2.05 misconnected baggage per 1.000 items* in FRA – top performance of our Fraport Ground Services

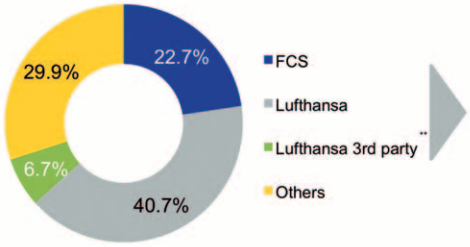
* Related to all checked and transferred baggage

Fraport

Ground Handling
Core Business Area: Cargo Services 2013

Cargo Services	Activities
• Open market: third-party handlers (e.g., LUG, Aviapartner) & self-handlers (LH) • Fraport Cargo Services (FCS), wholly owned subsidiary (100%) • ~ 450.000 metric tons of cargo • ~ 9.000 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*



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

* Basis: Cargo Tonnage 2013; Source: FCS **Several handlers with 1-5% market share each

Fraport

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

2012	Rejection of the Regulation Proposal to the Committee on Transport and Tourism (TRAN) by the EU Parliament dated December 11th
2013	Approval of the opinions of both responsible Committees (EMPL and TRAN) in the plenary session of the EU Parliament on April 16th and referral of the dossiers to the EU Council
2014	Further negotiation under the Italian Council Presidency, starting in second half of 2014 in order to reach an agreement between EU Parliament and EU Council
Possibly by end of decade	In case of an approval by the EU Council in 2014 a further ground handling license could be granted at FRA in 2020

Source: Fraport

Ground Handling
Restructuring for profitable Growth



Step 1: Cutback of corporate benefits (starting in 2010), e.g.

- Employee stock plan reduced
- Pay for rotating shift pause abolished
- Benefit payments reduced by 70%
- Reduced tariff conditions for new staff

Step 2: Efficiency program to redevelop processes and structures (starting in 2013), e.g.

- Better manpower planning systems
- Integration of transport services
- Flexible work schedules
- Higher standardization level
- Reducing administrative costs
- Higher productivity in internal services

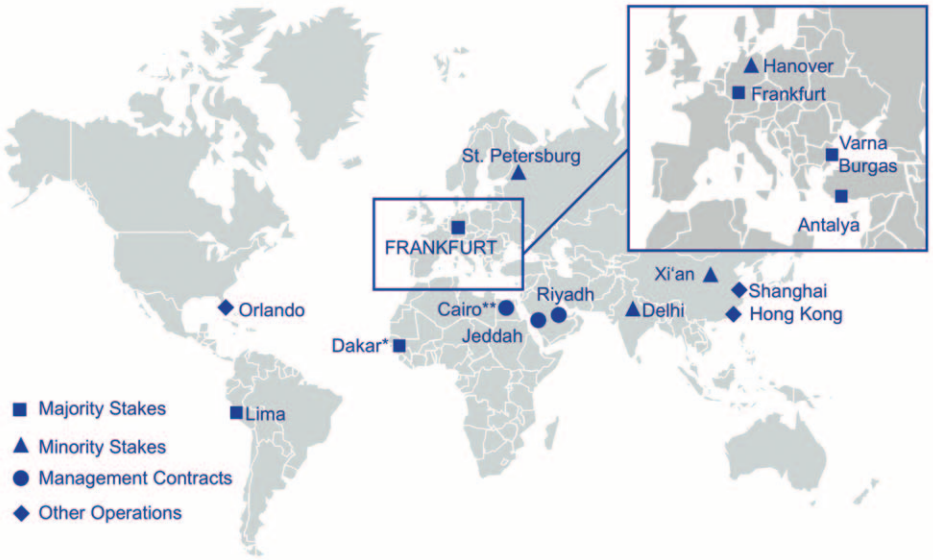
Creating sustainable savings over € 40 mil. p.a. by keeping the integrated business model

Group Financials & Segments

External Activities & Services

Slide 109 Visual Fact Book Full Year 2013

External Activities & Segments
Fraport Activities worldwide



* Concession contract of future Dakar airport
** Management contract ended at the beginning of 2014

Slide 110 Visual Fact Book Full Year 2013

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 Telecommunications
Varna Airport (VAR) & Burgas Airport (BOJ), 60%	Xi'an Xianyang International Airport (XIY), 24.5%	King Abdulaziz International (JED), Saudi Arabia		Corporate Infrastructure Management
Dakar - Aéroport International Blaise Diagne DKR), Senegal*, 100%	Pulkovo Airport (LED), St. Petersburg, 35.5%			

* Concession contract of future Dakar airport
** Management contract ended at the beginning of 2014

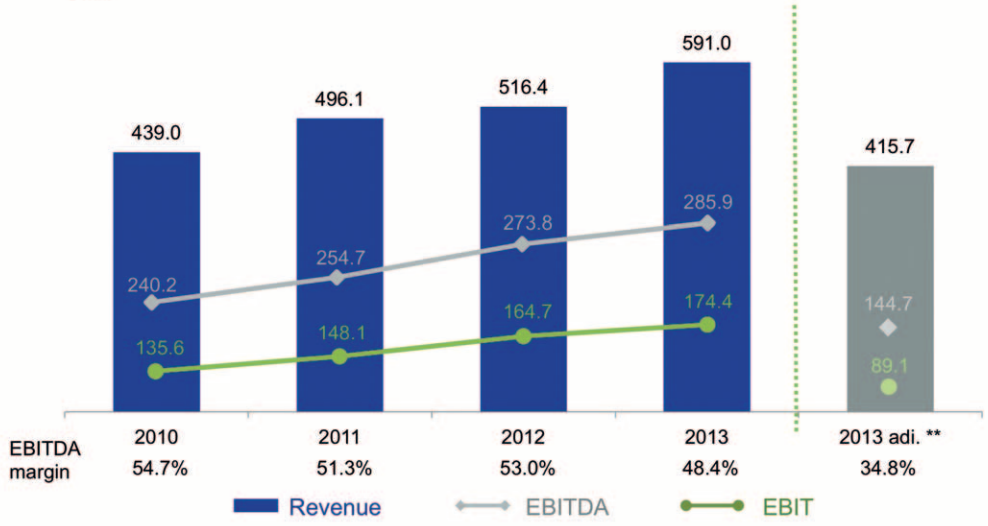
Slide 111 Visual Fact Book Full Year 2013

Fraport

External Activities & Services Key Figures*

2013 adjusted for IFRS 11**

€ mil.



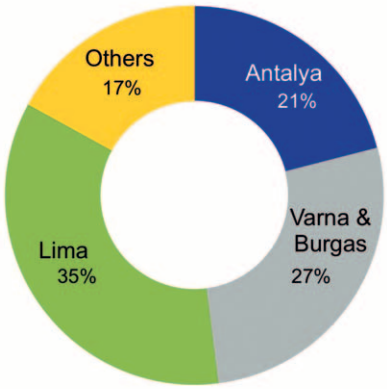
* Figures including special and consolidation effects; 2012 figures adjusted for IAS 19
** From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively

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Fraport

External Activities & Services Segment Revenue Split 2013

€ mil.



Other Revenues
are generated by majority owned 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 telecommunications

Slide 113 Visual Fact Book Full Year 2013

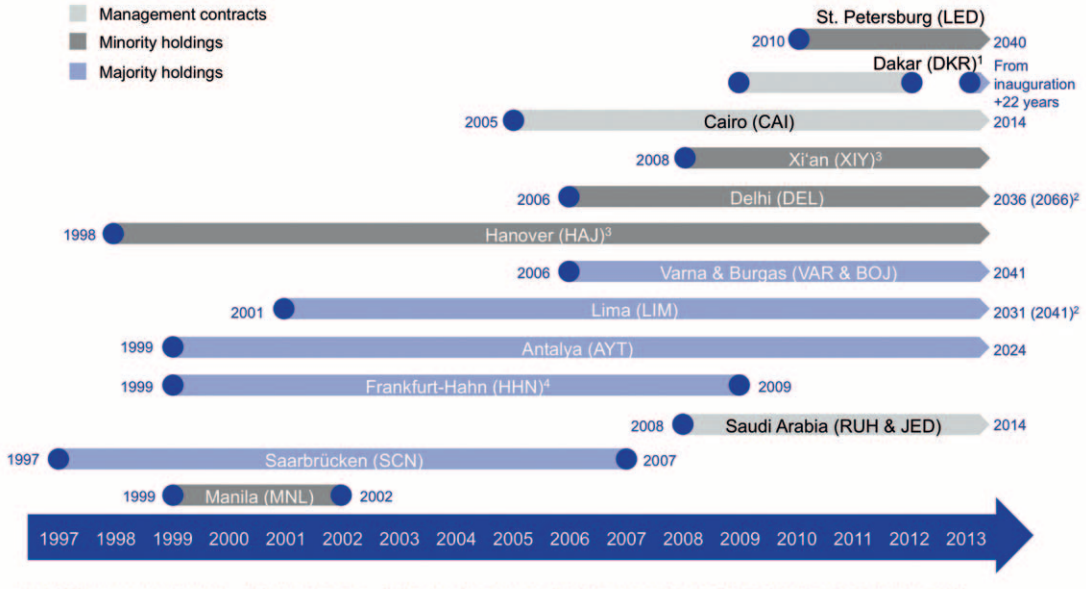
External Activities & Services
Fraport manages a Variety of Airports

Hubs	Regional Airports	Tourist Airports	Management Contracts
Frankfurt Main Share: 100% 58.0 mil. passengers	Xi'an Airport Share: 24.5% 26.0 mil. passengers	Antalya Airport Share: 51.0% 26.7 mil. passengers	Cairo Airport* Duration: 8Y 13.6 mil. passengers
Lima Airport Share: 70.01% 14.9 mil. passengers	Hanover Airport Share: 30.0% 5.2 mil. passengers	Burgas Airport Share: 60.0% 2.5 mil. passengers	Riyadh Airport Duration: 6Y 19.5 mil. Passengers
Delhi Airport Share: 10.0% 36.7 mil. passengers	Pulkovo Airport Share: 35.5% 12.9 mil. passengers	Varna Airport Share: 60.0% 1.3 mil. passengers	Jeddah Airport Duration: 6Y 26.6 mil. Passengers
	Dakar Airport Share: 100.0% (Under construction)		

* Management contract ended at the beginning of 2014

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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

External Activities & Services
Antalya Airport at a Glance I





Profile
- 2nd largest airport in Turkey 2013
- 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, Pegasus

Further Carriers
- Transaero, Condor, Nordwind, Freebird

Passenger CAGR (2003–2013)
- 9.8%

External Activities & Services
Antalya Airport at a Glance II





2013 review
- Main origin markets are Russia and Germany
- Domestic growth due to cheap ticket prices and emergence of Low Cost Carrier

2013 onwards
- Sustainable demand from Russia and Western Europe expected in 2014
- Sufficient capacity to handle traffic growth

Fraport

External Activities & Services
Antalya Airport Financials

€ mil.	2013	2012
Passengers in mil.	26.7	25.0
Movements in '000	169.5	159.2
Revenue*	320.7	301.1
EBITDA*	276.2	259.6
EBIT*	177.9	161.7
EBITDA margin	86.1%	86.2%
Fraport share	51%	51%
Consolidation	50%	50%

Fraport share: 51.00%
- 51% voting rights
- 50% dividend rights

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 terminal (already in operation)

* IFRS figures before consolidation

Fraport

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, JetBlue, Aeromexico, Aerolíneas Argentinas, Tame, Spirit Airlines

Passenger CAGR (2003–2013)
- 12.6 %

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External Activities & Services
Lima Airport at a Glance II





World Travel Award
Leading Airport in South America
2009, 2010, 2011, 2012 and 2013

2013 review
- Traffic growth primarily driven by domestic passenger (+14.7%) due to better economic situation for the middle class in Peru
- >90% of Peruvian international traffic handled in Lima

2014 outlook
- Further passenger growth expected
- Apron expansion and implementation of additional check in counters



Skytrax World Airport Award
Category South America
Best Airport of the year: 2005, 2009, 2010, 2011, 2012, 2013
2nd Best Airport of the year: 2006, 2008

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External Activities & Services
Lima Airport Financials

€ mil.	2013	2012
Passengers in mil.	14.9	13.3
Movements in '000	153.1	148.3
Revenue*	208.0	191.3
EBITDA*	71.3	65.5
EBIT*	57.7	52.5
EBITDA margin*	34.3%	34.2%
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 2013 total CAPEX: USD 324.4 mil.
- Upcoming: new terminal, 2nd runway

* Figures before consolidation / Figures refer to IFRS accounting, local GAAP figures may differ

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Fraport

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
- New terminal capacity for 1.8 mil. passengers/year

Infrastructure Burgas
- 1 runway, capacity for 30 movements/hour
- New terminal capacity for 2.7 mil. passengers/year

Main Carriers
- Bulgaria Air, BH Air

Further Carriers
- Bulgarian Air Charter

Passenger CAGR (2003–2013)
- 5.5%

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Fraport

External Activities & Services
Varna and Burgas Airports Financials

ACI 2013 Traffic Forecast for Bulgaria: Annually 5.0% until 2031

€ mil.	2013	2012
Revenue	101.1	63.3
EBITDA	28.2	25.9
EBIT	20.2	18.8
EBITDA margin*	27.9%*	40.9%*
Fraport share	60%	60%
Consolidation	full	full
Varna	**2013**	**2012**
Passengers in mil.	1.3	1.2
Movements in '000	11.5	10.7
Burgas	**2013**	**2012**
Passengers in mil.	2.5	2.4
Movements in '000	18.4	18.9

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 completed in 2013
- Further investments subject to traffic growth

* Influenced by IFRIC 12: organic EBITDA margin 2013: 56.9% 2012: 56.4%

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
- Lufthansa, TUIfly, Germanwings

Further Carriers
- AirBerlin, Swiss, Condor, Turkish Airlines, SunExpress

Passenger CAGR (2002–2013)
- 0.9%

Passengers Total 2013
- 5.2 mil.

Fraport

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 (2003–2013)
- 14.0%

Passengers Total 2013
- 36.7 mil.

Fraport

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 (2003–2013)
- 17.6%

Passengers Total 2013
- 26.0 mil.

Fraport

External Activities & Services
Minority: Saint Petersburg, Russia





Fraport share: 35.5%

Other shareholders
- VTB Bank 50.0%, Russia
- Koltseva 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 17 m passengers/year

Main Carrier
- Rossiya Airlines/ Aeroflot

Further Major Carriers
- Transaero, S7 Airlines, Lufthansa, Emirates

Passenger CAGR (2003–2013)
- 13.0%

Passengers Total 2013
- 12.9 mil.

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

Passengers total 2013
- 13.6 mil.

Dakar, Senegal



Profile
- New Airport currently under construction
- Fraport has a concession contract for the future airport (100%)

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
- 1.7 mil.**

Riyadh & Jeddah, Saudi Arabia



Riyadh

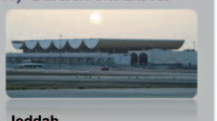
Profile
- Capital airport

Infrastructure Riyadh
- 2 runways
- 4 terminals

Main Carrier
- Saudi Arabian Airlines

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

Passengers total 2013
- 19.5 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

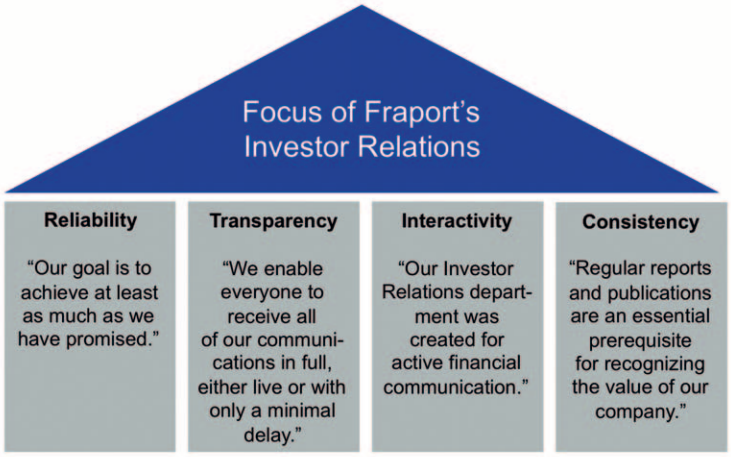
Passengers total 2013
- 26.6 mil.

* Management contract ended at the beginning of 2014 **2012 figures; 2013 figures not available at time of publication

Fraport

Fraport Share & Management

Fraport Share & Management
IR Strategy



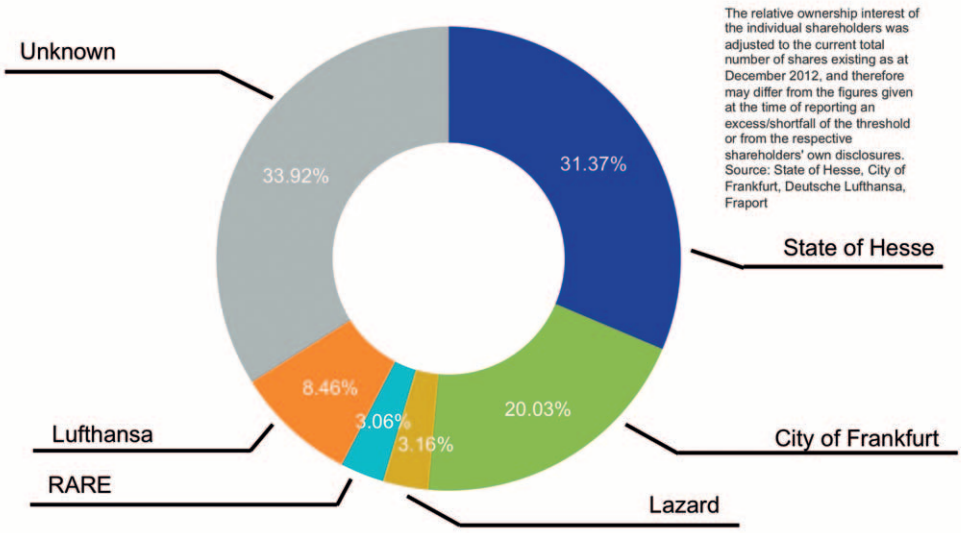
Fraport Share & Management
Share Data

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):	€ 922.9 million
Calculated par value per share:	€ 10.00
Number of floating shares* on Dec. 31, 2013:	92,212,289
Listing:	Frankfurt Stock Exchange – official trading (Prime Standard), MDAX**
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

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

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Fraport Share & Management
Shareholder Structure (as of December 31, 2013)

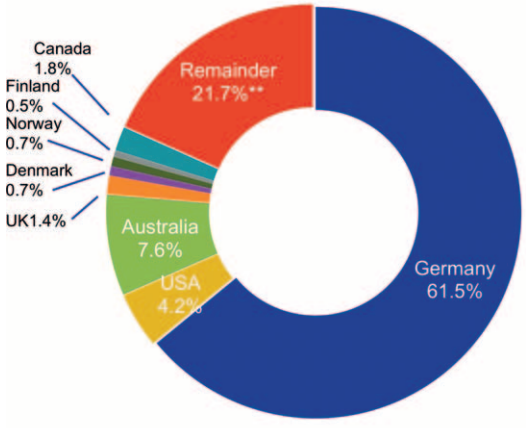


The relative ownership interest of the individual shareholders was adjusted to the current total number of shares existing as at December 2012, and therefore may differ from the figures given at the time of reporting an excess/shortfall of the threshold or from the respective shareholders' own disclosures.
Source: State of Hesse, City of Frankfurt, Deutsche Lufthansa, Fraport

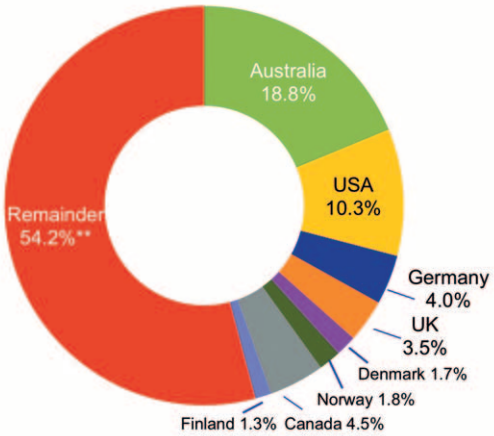
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Fraport Share & Management
Geographical Split

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
** Remainder: Countries below 0.5% in total split, 1.0% in free float split

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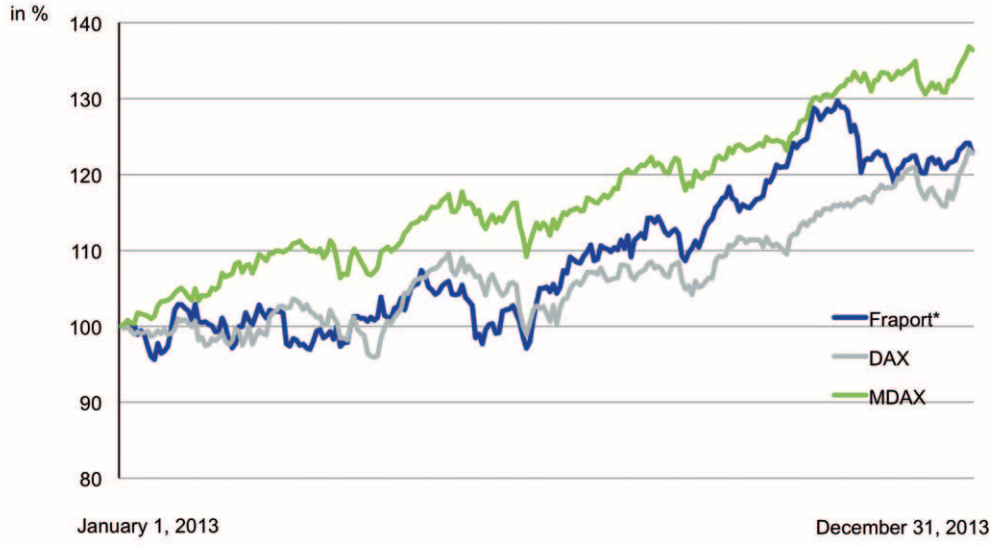
Fraport Share & Management
Key Figures of Fraport Share

		2007	2008	2009	2010	2011	2012	2013
Year-end closing price	€	53.87	30.91	36.28	47.16	38.00	43.94	54.39
Highest price	€	64.65	54.34	38.80	48.78	58.10	49.37	57.41
Lowest price	€	45.53	23.67	22.46	34.40	37.60	38.41	42.33
Annual performance (including dividend)	%	1.9	–40.4	21.1	33.2	–16.8	18.9	26.6
Earnings per share (basic)	€	2.44	2.07	1.60	2.86	2.62	2.59	2.40
Dividend per share*	€	1.15	1.15	1.15	1.25	1.25	1.25	1.25*
Dividend yield on Dec. 31	%	2.1	3.7	3.2	2.7	3.3	2.8*	2.3
Payout ratio	%	47.2	55.7	70.8	44.0	48.0	48.5	52.2
Price-earnings ratio		22.1	14.9	22.7	16.5	14.5	17.0	22.7
Average trading volume per day (XETRA)	number	262,132	296,704	163,070	160,634	190,671	156,604	118,554
Market capitalization on Dec. 31	€ million	4,932	2,835	3,333	4,335	3,494	4,052	5,020
Total number of shares on Dec. 31	million	91.6	91.7	91.9	91.9	92.0	92.2	92.3
Number of floating shares on Dec. 31	million	91.5	91.6	91.8	91.8	91.9	92.1	92.2

*Proposed dividend for fiscal year 2013

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Fraport Share & Management
Stock Performance 2013



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

Fraport Share & Management
Chief Executive Officer: Dr. Stefan Schulte



Fraport AG's CEO since September 2009

Responsible for:

- Corporate Compliance, Risk and Values Management
- Legal Affairs
- Internal Auditing
- Corporate Development, Environment and Sustainability
- Corporate Communications

Brief biography:

- 2007 – 2009: Vice Chairman and COO
- 2003 – 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 Italian fixed-network subsidiary in Milan
- Divisional Director 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 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 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

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 Share & Management
CFO*: Dr. Matthias Zieschang



Fraport AG's CFO since April 2007

Responsible for:

- Corporate Infrastructure Management
- Global Investments and Management
- 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

* Executive Director Controlling & Finance

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/MTOM
Acronym for maximum takeoff weight/mass for which an aircraft is certified. The MTOW/MTOM 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

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Financial Calendar

Group Interim Report – January 1 to March 31, 2014	Thursday, May 8
Annual General Meeting	Friday, May 30
Group Interim Report – January 1 to June 30, 2014	Thursday, August 7
Group Interim Report – January 1 to September 30, 2014	Thursday, November 6

Traffic Calendar

March 2014 / 3M 2014	Thursday, April 10, 2014
April 2014	Tuesday, May 13, 2014
May 2014	Thursday, June 12, 2014
June 2014 / 6M 2014	Thursday, July 10, 2014
July 2014	Tuesday, August 12, 2014
August 2014	Wednesday, September 10, 2014
September 2014 / 9M 2014	Monday, October 13, 2014
October 2014	Wednesday, November 12, 2014
November 2014	Wednesday, December 10, 2014

The latest IR Information

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

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