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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
- More than 200 million passengers at all airports of Fraport Group in 2015
- The Fraport Group employs 20,720* people, thereof 18,865 in Germany
- Fraport generated in 2015 revenue of € 2.6 billion, EBITDA of € 849 million and a Group Result of € 297 million**

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 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
2008-2009 Construction start of Pier A-Plus & Construction start of the Runway Northwest
2011-2012 Inauguration of the Runway Northwest and Pier A-Plus
2014 External Activities expanded with Ljubljana, Slovenia and AMU Holdings, USA
2015 Construction Start of Frankfurt Airport’s Terminal 3 Fraport-Copelouzos Consortium Signed Contract for 40 years concessions for 14 Greek Regional Airports

* Average number of employees excl. apprentices & employees on leave
** Rounded figures, Group result before minorities
Overview
Fraport Activities Worldwide*

* US = Management of retail areas, Shanghai and Hong Kong = other operations

Overview
Traffic Figures of Fraport Group

1) Effect of +0.7 mil. passengers  2) Effect of –3.8 mil. Passengers  3) as of September 24, 2009  4) Effect of 1.3 mil. Passengers
### Traffic Figures of Fraport Group in Detail 2015

<table>
<thead>
<tr>
<th>Location</th>
<th>Share in %</th>
<th>Passengers</th>
<th>Δ in %</th>
<th>Cargo</th>
<th>Δ in %</th>
<th>Movements</th>
<th>Δ in %</th>
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<td>347</td>
<td>7.3</td>
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</table>

* Equity Share 50% / Dividend Share 51%
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
  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
  2010: Release of tax provisions of about €80 mil.
  2012: Adjusted for IAS19; Extraordinary profit from Asset Management in Financial Result
  2013: From 2014 IFRS11 "Joint arrangements" is applied, 2013 retrospectively adjusted
  2014: AMU Holdings Inc. and Ljubljana included since August 2014 and October 2014, respectively

Fraport at a Glance

Corporate Strategy
Corporate Strategy
"Agenda 2015" successfully implemented since 2010

- Retail: Extension of retail offers, Introduction of multichannel retailing
- External Activities: Retail concessions in USA, Acquiring Aerodrom Ljubljana, Contract for managing 14 greek airports
- Real Estate Development (e.g. "Mönchhof Site", "Gateway Gardens")
- Long-term traffic growth through the inauguration of Runway Northwest and Pier A-Plus
- Nearly 25% increase of airports charges to cover cost of capital in Frankfurt
- Future contract in Ground Handling to dampen increase in staff cost
- Optimizing internal processes and structures
- Overall customer satisfaction stabilized at a high level ≥ 80% satisfied passengers (80% in 2015 coming from 70% in 2010)
- Service initiative to offer 5-star product started

- Sustainability strategy and Materiality matrix
- Introduction of a CO₂-/Energy consumption controlling
- Noise Abatement measures: Focus on Noise breaks, Noise abatement charges, Active and passive noise abatement program pursued

- Inauguration of Runway Northwest and Pier A-Plus in Frankfurt
- Start of Terminal 3 construction

Corporate Strategy
Fraport has adopted a new Mission Statement

Gute Reise! We make it happen

In the new Statement, Fraport clearly focuses on customers. All processes shall serve the commitment to ensure a "good trip" to all passengers and travelers:

“Gute Reise! We make it happen".
Corporate Strategy
Fraport has defined its new Vision

Based on the new mission statement and vision the former “Agenda 2015” will be transferred into a new Corporate Strategy. This new strategy will be introduced in the Group starting from 2016 and will be rolled out subsequently.

Corporate Strategy
The Goals of Fraport Group (I/II)

Growth through Progress
- Content bracket of all Group Goals
- Growth emphasizes the quantitative aspects, as an economic dimension
- Progress emphasizes the qualitative aspects and aims at continuous improvement, innovation, and sustainable development

Growth in Frankfurt and internationally
- Growth and development at all Group sites
- Use, maintain, and expand expertise
- Strengthen innovation leadership and develop new customer-focused business models

Service-oriented airport operator
- Focus on the customer
- All customers receive best service and high quality
- Making services perceptible
- Use of digitalization
Corporate Strategy
The Goals of Fraport Group (II/II)

Competitive position thanks to optimal collaboration
- Economic success
- Increasing quality
- Efficient cooperation
- View on the "big picture"
- Promote team spirit and networking across the entire Group

Learning organization
- Identify risks and opportunities in due time
- Promotion of innovations and new business ideas
- Staff recruiting and retention management
- Knowledge transfer

Fairness and respect
- Respectful and constructive dialogues with customers and partners
- Fair employer
- Good neighbor
- Reducing the airport's noise footprint

Fraport and Market Environment
Features of Frankfurt Airport
**Features of Frankfurt Airport**

**Market Attractiveness of FRA**

- 61 mil. passengers in 2015
- Around 90 airlines fly about 250 destinations in 100 countries*
- Star Alliance accounts for approximately 75% of passengers at FRA

- 2.1 mil. metric tons of freight and mail in 2015
- 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

- 38 mil. 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)
- 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 2015/16  ** 2012 data

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**Features of Frankfurt Airport**

**Biggest Catchment Area of all European Hubs**

Population of surrounding catchment areas in mil.

- London (LHR): 25
- Paris (CDG): 22
- Amsterdam (AMS): 18
- Frankfurt (FRA): 38
- Munich (MUC): 16
- Dusseldorf and Ruhr
- Cologne
- Stuttgart

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

* Source: SVP Deutschland AG, Consulting & Research, 2005
Features of Frankfurt Airport
Largest German Companies within Catchment Area

Traffic focusing on Mega Hubs in Europe

Only three Airbus A380 bases in Europe

<table>
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<tr>
<th>Airline</th>
<th>A380 in service (total order)</th>
<th>Airport</th>
<th>Airport Pass* (mil.)</th>
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<tr>
<td>Virgin Atlantic</td>
<td>0 (6)</td>
<td>LHR</td>
<td>75.0</td>
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<td>Air France</td>
<td>10 (12)</td>
<td>CDG</td>
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<td>Lufthansa</td>
<td>14 (14)</td>
<td>FRA</td>
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</tbody>
</table>

*Commercial pax

Source: Capa, LH, Sabre ADI

Reference parameter: intercontinental seats ex Europe in 2015

Intercontinental traffic in Europe

Sky Team
Air France
KLM etc.
Major Hubs: CDG & AMS

Star Alliance
Lufthansa
United Airlines etc.
Major Hub: FRA

One World
British Airways
American Airlines etc.
Major Hub: LHR

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

Three strong alliances dominate more than 60% of market
### Features of Frankfurt Airport

#### Slot Capacity of European Hub Airports

<table>
<thead>
<tr>
<th>Airport</th>
<th>Existing runways</th>
<th>Slot capacity</th>
<th>Planned runways</th>
<th>Target Capacity</th>
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<td>90 mov/h</td>
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<td>Frankfurt</td>
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<td>Amsterdam</td>
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<tr>
<td>Munich</td>
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<td>90 mov/h</td>
<td>1 City of Munich opposing due to public referendum</td>
<td>120 mov/h</td>
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<tr>
<td>Zurich</td>
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<td>66 mov/h</td>
<td>0 Optimization of existing runways</td>
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<tr>
<td>Vienna</td>
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</table>

* 100 movements/hour (+2 for ad-hoc traffic e.g. general aviation)
** 68 movements/hour (+4 for ad-hoc traffic e.g. general aviation)

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### 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. 4 in Europe and No. 12 worldwide**
- **Frankfurt is the intercontinental airport in Germany and the main Star Alliance hub in Central Europe**
- **Wide body share**
  - Frankfurt: 23%
  - Munich: 9%
  - Dusseldorf: 7%
  - Hamburg: 3%

Source: Statistisches Bundesamt (Federal Statistical Office), only commercial traffic
* Only Commercial Traffic, rankings related to Passengers, wide body share related to Passengers and Cargo (rounded figures) *( )
Features of Frankfurt Airport

MONTHLY FIGURES

FULL YEAR FIGURES

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

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<th>Airports</th>
<th>Pass.(m)</th>
<th></th>
<th>Airports</th>
<th>Pass.(m)</th>
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<td>PEK</td>
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<td>Dubai</td>
<td>DXB</td>
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<td>ORD</td>
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<td>LHR</td>
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* Total passengers enplaned and deplaned, passengers in transit counted once, ACI figures, preliminary
## Features of Frankfurt Airport
### Top 30 Cargo Airports in the World*

<table>
<thead>
<tr>
<th>Rank</th>
<th>Airport</th>
<th>Code</th>
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</tr>
<tr>
<td>27</td>
<td>Dubai</td>
<td>DWC</td>
<td>891 13.0</td>
</tr>
<tr>
<td>28</td>
<td>Abu Dhabi</td>
<td>AUH</td>
<td>842 4.4</td>
</tr>
<tr>
<td>29</td>
<td>New Delhi</td>
<td>DEL</td>
<td>774 11.8</td>
</tr>
<tr>
<td>30</td>
<td>Istanbul</td>
<td>IST</td>
<td>771 2.5</td>
</tr>
</tbody>
</table>

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

---

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

- Total Passengers ex. Transit FRA: 60.9 Million
- With 59%, Frankfurt is the airport with the highest rate and highest total number of transferring passengers in Europe
- More than 70% of all transferring passengers come from or go to an intercontinental destination, 64% are intercont-cont passengers and 8% intercont-intercont
- Intercont traffic has direct impact on charges (higher MTOW) and retail revenue (better spending behaviour)
Features of Frankfurt Airport
Transfer Share Development

Transfer share growing for two decades

Features of Frankfurt Airport
Traffic Split and Growth 2015
Features of Frankfurt Airport
Traffic Development by Region 2015 (Departures)

Total departing passengers of ~30 mil.

- Germany: 3.4 (+2.3%)
- USA: 3.4 (+2.3%)
- Spain: 2.0 (+4.6%)
- Italy: 1.5 (-0.8%)
- UK: 1.4 (+2.2%)
- Turkey: 1.1 (+11.4%)
- Austria: 1.0 (-8.9%)
- France: 0.9 (-3.5%)
- China: 0.8 (+7.7%)
- Canada: 0.7 (-0.9%)
- Poland: 0.7 (+13.1%)
- UAE: 0.6 (+3.7%)
- Switzerland: 0.6 (+4.2%)
- Japan: 0.5 (+11.7%)
- Portugal: 0.5 (+12.0%)
- Other: 11.1 (+2.0%)

Source: Opal

Features of Frankfurt Airport
Comparison of European Airports

North America
- LHR: 17.3
- CDG: 3.6
- FRA: 8.1
- AMS: 6.0
- MUC: 2.5

Latin America
- LHR: 12.1
- CDG: 7.3
- FRA: 2.7
- AMS: 5.0
- MUC: 0.5

Europe
- LHR: 6.2
- CDG: 16.9
- AMS: 2.3
- FRA: 4.4
- MUC: 3.4

Africa
- LHR: 3.3
- CDG: 11.3
- AMS: 2.6
- FRA: 10.2
- MUC: 6.2

Asia
- LHR: 2.3
- CDG: 10.2
- AMS: 1.9
- FRA: 3.4
- MUC: 6.4

Source: Airports Rapid Data Exchange
Features of Frankfurt Airport
Major Destinations Passenger Traffic 2015*

Other Destinations

SFO
ARN
JFK
MAD
LHR
CDG
BCN
PMI
FCO
VIE
MUC
TXL
HAM
AYT
IST
AMS
DXB

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

Features of Frankfurt Airport
Major Destinations Cargo Traffic 2015*

Other Destinations

Shanghai (PVG)
Seoul (ICN)
Chicago (ORD)
Doha (DOH)
Beijing (PEK)
Hong Kong (HKG)
Moscow (SVO)
Tokyo (NRT)
New York (JFK)
Abu Dhabi (AUH)

Source: Opal Evaluation of routes. All traffic types, Cargo arr+dep
* Discrepancies due to rounding possible
Features of Frankfurt Airport
Additional Revenue from Cargo Traffic

Freight handled in passenger aircraft

- Tokyo (HND)
- Dubai (DXB)
- Beijing (PEK)
- Shanghai (PVG)
- Hong Kong (HKG)
- New York (JFK)
- Sao Paulo (GRU)
- Doha (DOH)
- Abu Dhabi (AUH)
- Mumbai (BOM)
- Johannesburg (JNB)
- Washington (IAD)
- Philadelphia (PHL)
- Chicago (ORD)
- Tokyo (NRT)
- Guangzhou (CAN)

Remainder 46%

21%

8%

14%

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

Seat load factor

Widebody share*

Passenger per Passenger movement

* Excluding Cargo
Features of Frankfurt Airport
Traffic Shares by Airline Groupings 2015

**Passengers**
- Lufthansa, Condor, United Airlines, Air Berlin, Air Canada: 73.3%
- Remainder: 25.5%
- Lufthansa, Air Bridge Cargo, Air China, Aerologic, Emirates: 2.8%
- TUIfly, Emirates, SAS, Turkish Airlines, British Airways: 3.8%
- Air China Austrian Airlines, Singapore Airlines, Delta, SunExpress Germany: 5.6%
- SunExpress, Thai Airways, Croatia Airlines, Qatar Airways, Air Berlin, Aeroflot: 9.0%
- Remainder: 14.5%

**Cargo**
- Lufthansa, Air Bridge Cargo, Air China, Aerologic, Emirates: 60.0%
- TUIfly, Emirates, SAS, Turkish Airlines, British Airways: 9.0%
- Asiana Airlines, United Airlines, Etihad, Air Canada, European Airtransport: 5.7%
- Remainder: 11.3%

**Movements**
- Lufthansa, Condor, British Airways, Air Berlin, SAS: 71.1%
- United Airlines, Turkish Airlines, TUIfly, KLM, Austrian Airlines: 3.1%
- Air France, Croatia Airlines, Air China, Air Canada, Emirates: 3.8%
- Adria Airways, Aeroflot, Swiss, Alitalia, BMI Regional: 5.0%
- Qatar Airways, China Southern, Korean Airlines, Saudi Arabian Airlines, Cathay Pacific: 14.5%

Sources:
- Lufthansa, Condor, United Airlines, Air Berlin, Air Canada (73.3%)
- TUIfly, Emirates, SAS, Turkish Airlines, British Airways (25.5%)
- Air China Austrian Airlines, Singapore Airlines, Delta, SunExpress Germany (2.8%)
- SunExpress, Thai Airways, Croatia Airlines, Qatar Airways, Air Berlin, Aeroflot (3.8%)
- Lufthansa, Air Bridge Cargo, Air China, Aerologic, Emirates (5.6%)
- Asiana Airlines, United Airlines, Etihad, Air Canada, European Airtransport (9.0%)
- Remainder (14.5%)

Features of Frankfurt Airport
FRA has the most Destinations*

Highest Monthly Number of Destinations in 2015
- Average Monthly Number of Destinations in 2015
- Lowest Monthly Number of Destinations in 2015

Source: Sabre ADI
* nonstop only
Features of Frankfurt Airport
Passengers per Passenger Flights 2015*

* 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
Expansion at FRA
Air Traffic grows stronger than World Economy

Until 2034
world air traffic will more than double

Expected air traffic growth
Expected growth of world economy

DKMA1) 4.0% p.a.
Boeing2) 4.9% p.a.
Airbus3) 4.6% p.a.
World Economy1) 2.5% p.a.

Expected air traffic growth
Expected growth of world economy

1) Global Traffic Forecast 2015-2034; Data Base: Passenger Volumes; 2) Current Market Outlook 2015-2034; Data Base: RPK;
3) Global Market Forecast 2015–2034; Data Base: RPK

Expansion at FRA
Focus on Intercontinental Routes in Europe

Air traffic growth 2015-2034*

Source: Airbus Global Market Forecast 2015-2034
* CAGR of RPK
**Expansion at FRA**

**Air Traffic will boost in emerging Markets**

25% of the population of the emerging countries took a flight trip in 2014

Source: Airbus Global Market Forecast 2015-2034

* originating from country

---

**Expansion at FRA**

**Traffic Forecast of Passengers FRA until 2030**

Passengers per year in mil.

- **Forecast Intraplan**
- **Forecast MKmetric**

Capacity restriction

- 68 mil. Passengers per year (temporary overload)
- 64 mil. Passengers per year (dedicated capacity)

Pier A-Plus (2012)

Hall C and CD-Pier (2008)

Capacity T1+T2
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)

Expansion at FRA
Runway Northwest

Inaugurated 2011
Expansion at FRA
Pier A-Plus

Inaugurated 2012

Expansion at FRA
Terminal 3

Inauguration 2022

1st stage: 14 million passenger capacity – 2 piers – 35 gates
**Expansion at FRA**

**Terminal 3 Features**

- Capex budget € 2.5-3.0 bn. in total
- Additional passenger capacity 14 mil.
- Floor space ca. 90,000 sqm
- Large state-of-the-art Retail facilities
- 24 gate positions at the building
- 4 Check-in-Areas with 100 counters
- Opening 2022

**Status / Next Steps:**
- Mild winter supported good time schedule
- Excavation for dry work to go until 3/2016
- Special heavy construction works due to ground water to follow up from Q4/2016
- Capex 2015: ~€ 40 mil
- Capex 2016: ~€ 60 mil
- Capex 2017: ~€ 110 mil

---

**Expansion at FRA**

**Terminal 3 Schedule**

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<tr>
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</thead>
<tbody>
<tr>
<td>Excavation work &amp; civil engineering</td>
<td></td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
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<tr>
<td>Start of structural work</td>
<td></td>
<td></td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Technical &amp; operational tests</td>
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<td>1</td>
<td>2</td>
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<td></td>
<td></td>
<td></td>
<td>1</td>
</tr>
</tbody>
</table>

- Excavation work & civil engineering starts in 2015.
- Structural work starts in 2017.
- Technical & operational tests start in 2021.
- Inauguration is scheduled for 2022.
Expansion at FRA
Slot Allocation in Summer Schedule 2015

Summer Schedule 2015 with 100 coordinated movements/hour
plus 2 for ad-hoc traffic (e.g.: general aviation)*

between 6am and 10pm: 100 Movements/hour (+2 for ad-hoc traffic e.g. general aviation)
Night flight ban between 11pm and 5am
in Average: 133 Movements/night

Group Financials & Segments
Group Financials
Key Figures*

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
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<tbody>
<tr>
<td>2010</td>
<td>2,194.6</td>
<td>710.6</td>
<td>430.9</td>
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<tr>
<td>2011</td>
<td>2,371.2</td>
<td>802.3</td>
<td>496.6</td>
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<tr>
<td>2012</td>
<td>2,442.0</td>
<td>848.7</td>
<td>496.0</td>
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<tr>
<td>2013</td>
<td>2,375.7</td>
<td>732.9</td>
<td>438.6</td>
</tr>
<tr>
<td>2014</td>
<td>2,394.6</td>
<td>790.1</td>
<td>482.8</td>
</tr>
<tr>
<td>2015</td>
<td>2,598.9</td>
<td>848.8</td>
<td>520.5</td>
</tr>
</tbody>
</table>

EBITDA margin:
- 2010: 32.4%
- 2011: 33.8%
- 2012: 34.8%
- 2013: 30.8%
- 2014: 33.0%
- 2015: 32.7%

* Figures including special and consolidation effects; 2012 figures adjusted for IAS 19
** From 2014 IFRS 11 “Joint arrangements” is applied, 2013 adjusted retrospectively

---

Group Financials
Segment Split of Revenue and EBITDA FY 2015*

Group Revenue € 2.6 bn.
Group EBITDA € 849 mil.

- **Revenue**
  - Aviation: 36%
  - Ground Handling: 19%
  - Retail & Real Estate: 28%
  - External Activities & Services: 22%

- **EBITDA**
  - Aviation: 45%
  - Ground Handling: 5%
  - Retail & Real Estate: 22%

- **Net Earnings**
  - Aviation: 19%

* Differences due to rounded figures possible
**Group Financials**  
*Split of Group Result FY2015*

Group Result € 297 mil.

- Germany: 63%
- Turkey: 15%
- Peru: 5%
- Bulgaria: 10%
- China: 3%
- USA: 2%
- Slovenia: 1%
- Other sites: 1%

* Differences due to rounded figures possible

---

**Group Financials**  
*Balance Sheet*

<table>
<thead>
<tr>
<th>Year</th>
<th>Current assets</th>
<th>Non-current assets</th>
<th>Non-current liabilities</th>
<th>Current liabilities</th>
<th>Shareholders equity</th>
<th>Gearing</th>
</tr>
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<tbody>
<tr>
<td>2011</td>
<td>7,766</td>
<td>1,459</td>
<td>5,504</td>
<td>2,860</td>
<td>8,817</td>
<td>98%</td>
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<td>2012</td>
<td>8,141</td>
<td>1,500</td>
<td>5,893</td>
<td>2,948</td>
<td>8,816</td>
<td>105%</td>
</tr>
<tr>
<td>2013</td>
<td>7,686</td>
<td>1,131</td>
<td>4,903</td>
<td>3,099</td>
<td>8,167</td>
<td>98%</td>
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<tr>
<td>2014</td>
<td>8,081</td>
<td>932</td>
<td>4,908</td>
<td>3,286</td>
<td>819</td>
<td>97%</td>
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<td>2015</td>
<td>7,926</td>
<td>921</td>
<td>4,230</td>
<td>3,512</td>
<td>1,105</td>
<td>84%</td>
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</table>

IFRS 11 is applied

* Rounded figures
**Group Financials**

**Capex and Cash Flow Overview**

### Capex 2008 – 2015

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>863</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>2009</td>
<td>1138</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>859</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>2011</td>
<td>969</td>
<td></td>
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<td></td>
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</tr>
<tr>
<td>2012</td>
<td>715</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td>437</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>291</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>291</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

### Capex in % of D&A 2008 – 2015

<table>
<thead>
<tr>
<th>Year</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
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<tr>
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<td>2009</td>
<td>433</td>
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</tr>
<tr>
<td>2010</td>
<td>307</td>
<td></td>
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<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>317</td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>203</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
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</tr>
<tr>
<td>2013</td>
<td>148</td>
<td></td>
<td></td>
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<tr>
<td>2014</td>
<td>95</td>
<td></td>
<td></td>
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</table>

### Free Cash Flow 2008 – 2015**

€ mil.

<table>
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<th>Year</th>
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<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
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</tr>
<tr>
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<td>34</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>162</td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
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</tr>
<tr>
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<tr>
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<td>-350</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>2015</td>
<td>-371</td>
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### Net debt & Gearing 2008 – 2015

€ mil.

<table>
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<tr>
<th>Year</th>
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<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
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</tr>
<tr>
<td>2010</td>
<td>78</td>
<td></td>
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<td></td>
<td></td>
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<td>2011</td>
<td>78</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>98</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>2013</td>
<td>105</td>
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<td></td>
<td></td>
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<td>2014</td>
<td>98</td>
<td></td>
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<td>2015</td>
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**Group Financials**

**Maturity Profile & Cash Position** *(as of December 31, 2015)*

€ mil.

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<td>2018</td>
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<td>517.7</td>
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<td>186.5</td>
<td>423.3</td>
<td>401.2</td>
<td>2.6</td>
<td>2.6</td>
<td>318.6</td>
</tr>
</tbody>
</table>

Fraport debt conditions on average:

~ 3.4 % interest rate
~ 4.6 years maturity

**Book value**

**Nominal value**
**Group Financials**

**Fraport Value Management**

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>Fraport Group</th>
<th>Aviation</th>
<th>Retail &amp; Real Estate</th>
<th>Ground Handling</th>
<th>External Activities &amp; Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBIT</td>
<td>538.5</td>
<td>569.1</td>
<td>115.5</td>
<td>116.3</td>
<td>8.8</td>
</tr>
<tr>
<td>Fraport assets</td>
<td>5,830.5</td>
<td>6,071.0</td>
<td>2,456.1</td>
<td>2,481.0</td>
<td>1,870.0</td>
</tr>
<tr>
<td>Costs of capital before tax</td>
<td>501.4</td>
<td>522.1</td>
<td>211.2</td>
<td>213.4</td>
<td>160.8</td>
</tr>
<tr>
<td>Fraport value added before tax</td>
<td>37.1</td>
<td>46.9</td>
<td>-95.7</td>
<td>-97.1</td>
<td>113.8</td>
</tr>
<tr>
<td>ROFRA</td>
<td>9.2%</td>
<td>9.4%</td>
<td>4.7%</td>
<td>4.7%</td>
<td>14.7%</td>
</tr>
</tbody>
</table>

\[
\text{ROFRA} = \frac{\text{EBIT} \times \text{Fraport assets}}{\text{Fraport assets}}
\]

*EBIT and Fraport assets are adjusted for investments accounted for using the equity method*

---

**Group Financials**

**Fraport Value Management Updated Calculation 2015**

**Calculation until Dec. 31, 2014**

**EBIT**

Not part of asset base

- Fraport assets
  - Goodwill
  - Other intangible assets at cost/2
  - Investments in airport operating projects at cost/2
  - Property, plant and equipment at cost/2
  - Construction in progress at cost/2
  - Inventories
  - Trade accounts receivable
  - Current trade accounts payable

\[
\text{WACC} = 9.5 \% \text{ WACC pre-tax}
\]

Value added

**Calculation as of Jan. 1, 2015**

**EBIT + At equity result before taxes**

At equity investments now included

- Fraport assets
  - Goodwill
  - Other intangible assets at cost/2
  - Investments in airport operating projects at cost/2
  - Property, plant and equipment at cost/2
  - Inventories
  - Trade accounts receivable
  - Current trade accounts payable
  - Investments in at equity consolidated companies at book value

\[
\text{WACC} = 8.6 \% \text{ WACC pre-tax}
\]

Value added

WACC lowered due to current debt market conditions
## Group Financials & Segments

### Aviation

### Aviation Segment Structure

<table>
<thead>
<tr>
<th>Airside and Terminal Management, Corporate Safety and Security</th>
<th>Airport Security Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dr Pierre Dominique Prümm, Senior Executive VP</td>
<td>Claudia Uhe, Senior Executive VP</td>
</tr>
</tbody>
</table>

- **Sales & Customer Relations**
- **Airside Operations Management**
- **Terminal Management**
- **Corporate Safety and Security**
- **Commercial Affairs**

- **Airside Infrastructure**
- **Airside Operations**
- **Landside Operations**
- **Capacity Management**
- **Airport Fire Safety**
- **Process and Order Management Security**
- **Airport Charges & Licensing**
- **Division Controlling**
- **Airport Security Services**
- **Aviation Security Services**
- **Commercial Affairs**

Example activities:

- Environmental, Impact, Noise and Air Quality
### Aviation Key Figures*

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (€ mil.)</th>
<th>EBITDA (€ mil.)</th>
<th>EBIT (€ mil.)</th>
<th>EBITDA Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>693.9</td>
<td>131.6</td>
<td>56.4</td>
<td>19.0%</td>
</tr>
<tr>
<td>2011</td>
<td>774.9</td>
<td>187.8</td>
<td>96.1</td>
<td>24.2%</td>
</tr>
<tr>
<td>2012</td>
<td>823.4</td>
<td>201.9</td>
<td>79.6</td>
<td>24.5%</td>
</tr>
<tr>
<td>2013</td>
<td>845.6</td>
<td>207.9</td>
<td>90.6</td>
<td>24.6%</td>
</tr>
<tr>
<td>2014</td>
<td>884.2</td>
<td>236.9</td>
<td>115.5</td>
<td>26.8%</td>
</tr>
<tr>
<td>2015</td>
<td>927.3</td>
<td>237.5</td>
<td>116.3</td>
<td>25.6%</td>
</tr>
</tbody>
</table>

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

### Aviation Segment Revenue Split 2015

<table>
<thead>
<tr>
<th>Revenue Category</th>
<th>€ mil.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passenger Charges related to the number of departing and destination and transfer-/transit passengers</td>
<td>513.7</td>
</tr>
<tr>
<td>Landing and Take-off Charges related to MTOM, number of departing passengers, freight/mail tonnage (arrival and departure), noise and emission</td>
<td>164.7</td>
</tr>
<tr>
<td>Aircraft Parking Charges related to time, aircraft size and position</td>
<td>48.2</td>
</tr>
<tr>
<td>Security Charges* related to the number of departing passengers, freight/mail tonnage (arrival and departure)</td>
<td>42.3</td>
</tr>
<tr>
<td>Revenue from Security Services (Federal Ministry of the Interior) e.g. costs of passenger security controls are charged to the Federal Ministry of the Interior</td>
<td>117.5</td>
</tr>
<tr>
<td>Others e.g. identity card and counter services</td>
<td>40.9</td>
</tr>
</tbody>
</table>

* E.g. critical parts, additional security measures and passenger segregation, insurance, etc.
Aviation
Components of regulated Airport Charges 2015

- 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

* Example airport charges 2015 for one A380 landing-take-off-cycle at FRA approx. €11,670
Assumptions: Daytime flight; 440 Passengers; Transfer rate 50%

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

Retail & Real Estate
Karl-Heinz Dietrich, Senior Executive VP

Car Parking
Retail
Real Estate

Shopping
Services
Advertising

Rents in Terminals
Rents for Service & Admin. Buildings
Leaseholds
Land & Infrastructure

Retail & Real Estate
Key Figures*

€ mil.

EBITDA margin

2010 2011 2012 2013 2014 2015

Revenue
EBITDA
EBIT

* Figures including special and consolidation effects; 2012 figures adjusted for IAS 19
** From 2014 IFRS11 “Joint arrangements” is applied, 2013 retrospectively adjusted
Retail & Real Estate

Segment Revenue Split 2015

€ 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 2015

€ mil.

- **Retail**
  - Duty Free & Travel Value
  - Specialty Shops
  - Food & Beverages
  - Other Services, e.g. Car Rental

Retail Segments | Outlets
---|---
Duty Free & Travel Value | 23
Specialty Shops | 143
Food & Beverages | 74
Other Services, e.g. Car Rental | 57

1) Retail revenue according to old revenue split, including IT services for passengers
2) As of Dec 31, 2015
3) Food & Beverages including mobile sales units
4) Services excluding ATMs
Retail & Real Estate
Retail Revenue per Passenger at FRA

<table>
<thead>
<tr>
<th>Retail Revenue</th>
<th>Retail Revenue per Passenger</th>
</tr>
</thead>
<tbody>
<tr>
<td>€ mil.</td>
<td>€</td>
</tr>
<tr>
<td>2014</td>
<td>2015</td>
</tr>
<tr>
<td>119.1</td>
<td>129.5</td>
</tr>
<tr>
<td>32.1</td>
<td>34.7</td>
</tr>
<tr>
<td>53.1</td>
<td>56.5</td>
</tr>
</tbody>
</table>

Shopping | Services | Advertising

$+8.0\%$

Retail revenue according to old revenue split, including IT services for passengers

Shifts in Spending Power of Top Customers

Spending Power

Top 5 destinations in spending power

Spending power, compared to total average Duty Free spendings*

<table>
<thead>
<tr>
<th>Country</th>
<th>Multiplier</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>x 6.4</td>
</tr>
<tr>
<td>Russia</td>
<td>x 2.6</td>
</tr>
<tr>
<td>Korea</td>
<td>x 3.0</td>
</tr>
<tr>
<td>Japan</td>
<td>x 1.7</td>
</tr>
<tr>
<td>Vietnam</td>
<td>x 6.9</td>
</tr>
</tbody>
</table>

Trend**

Destinations sorted by turnover

Shifts reflect exchange rate developments and socio-economic developments

* Total average Duty Free spendings of passengers in 2015. Average = 1.0
** Compared to previous year
Retail & Real Estate
Top Spenders vs. Top Volume

**TOP 5 BY RETAIL VALUE**
- Destinations with very high retail value
- Low passenger volumes
- Highly defined consumption patterns
- Easy reachability and addressability

**TOP 5 BY VOLUME**
- Destinations with very large passenger volumes
- Moderate retail value
- Moderate reachability and addressability

Sales optimization through culture-specific, and highly customer-focused marketing

*Source: sales/revenue data of Gebr. Heinemann by destinations 2015

Retail & Real Estate
Opportunities beyond existing Markets: Multichannel

Time Line Multichannel-Activities

12/2015
LAUNCH...
- Online Shopping, Frankfurt Airport Rewards, Frankfurt Airport App & Webpage

H1 / 2016
- Lounge-Delivery und Inflight Shopping → joint project with Lufthansa
- Launch for possibility of online payment and Home Delivery (Germany)
- Continuous expansion of reward program (partner & benefits)

H2 / 2016
- Further rollout of Interactive Airport Desks and professionalizing of all Info Screens in Terminal 1 and 2
- Offering additional supply varieties at the airport (Pick-Up-Points, Gates etc.)
- Doubling the number of participating retailers for the online shopping
**Retail & Real Estate**

**Growing Profitable Retail Space at FRA**

### New Shops, Impressions

![Image of retail space]

### Space / Revenue

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2015</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail space</td>
<td>37.0</td>
<td>37.3</td>
<td>+0.8%</td>
</tr>
<tr>
<td>Retail revenue per</td>
<td>4.7</td>
<td>5.0</td>
<td>+7.1%</td>
</tr>
<tr>
<td>square meter*</td>
<td>1,000</td>
<td>1,000</td>
<td></td>
</tr>
</tbody>
</table>

* Revenue including Shopping and Services, excluding Advertising

---

**Retail & Real Estate**

**Real Estate Revenue Split 2015**

<table>
<thead>
<tr>
<th></th>
<th>€ mil.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real Estate Revenue</td>
<td>183.7</td>
</tr>
<tr>
<td>Rents from Terminals</td>
<td>32.7</td>
</tr>
<tr>
<td>Rents for Service &amp; Admin. Buildings</td>
<td>27.2</td>
</tr>
<tr>
<td>Leaseholds</td>
<td>45.1</td>
</tr>
<tr>
<td>Land / Infrastructure</td>
<td>72.6</td>
</tr>
<tr>
<td>Others</td>
<td>6.1</td>
</tr>
</tbody>
</table>

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

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

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

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

Fraport Ownership                                 100% Subsidiary In Cooperation with Partners

Not available for usage

Areas already developed, e.g. Terminal Area
Leaseholds, e.g. CCN/CCS
Areas to develop, e.g. Mönchhof Site
Aviation infrastructure

Retail & Real Estate
Split of Space on Fraport Property 2015

22 sqkm
Retail & Real Estate
Terminals and surrounding Areas

904,000 sqm of total gross floor space

Mixed utilization
• Offices / Lounges
• Storage
• Operations

Size and Features 2015
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
• D L H
• Other airlines
• Fraport
• Government agencies

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 2015
• 1,490,000 sqm existing area land
• 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
  - Nippon Express
  - Kühne & Nagel
  - WFS
  - Dachser
  - DB Schenker
  - DHL Global Forwarders
  - Lufthansa Cargo
  - YusenAir Sea Service
  - LUG
  - Agility
  - UTi
  - Different Airlines like e.g.
    - Air China Cargo, Emirates Cargo, Japan Airlines,
    - Korean Air Cargo,
    - Asiana,
    - Air Bridge Cargo
Retail & Real Estate
New Cargo Logistics Facilities in CCS

Size and Features 2015
• 270,000 sqm of gross building land dedicated to the development of air cargo logistics facilities
  – All facilities are located in direct vicinity of an apron access, truck parking facilities, customs and further air cargo services in Cargo City South
• Approx. 80,000 sqm gfa of warehouse space to be made available to lease through a bi-yearly tendering, with inherent office space, parking facilities and yard
  – Future design will allow letting of individual warehouse units within a building or letting of the building as a whole
  – Individual units comprise of approx. 3,300 sqm of warehouse space, with an additional 15% office space, 10% auxiliary space, a truck yard and parking facilities
  – Multiple units can be combined to form larger cargo facilities, depending on the clients’ needs.
• The pilot development (comprising of 6,500 sqm of warehouse, 3,500 sqm of office space and submerged parking) was handed over to the first tenant “UTi Deutschland GmbH” in late December 2014

Ownership
• 100% Fraport

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

Size and Features 2015
• 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
Retail & Real Estate
Mönchhof Site

Size and Features 2015
• 1,000,000 sqm of gross building land to sell and develop
• For approx. 751,000 sqm net building land zoning plans are in place
• Largest contiguous industrial area under construction of the Rhine-Main region
• Approx. 506,000 sqm have been marketed already

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

Clients (among others)
• Adolf Würth GmbH & Co. KG
• Bilfinger HSG event Services GmbH
• DHL Express Germany GmbH
• DoKaSch GmbH Air Cargo Equipment Repair
• DSV Air & Sea GmbH
• Expeditors International GmbH
• IN tME Express Logistik GmbH
• ontour transport service GmbH
• REWE Group
• Shell Deutschland Oil GmbH
• Simon Hegele Gesellschaft für Logistik und Service mbH
• Sovereign Speed GmbH
• Streck Transports Gesellschaft mbH
• Unielektro Fachgroßhandel GmbH & Co. KG
• Loomis International GmbH
• VWR International GmbH
• Zoth GmbH & Co. KG

1,000,000 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

Retail & Real Estate
Gateway Gardens

Size and Features 2015
• 350,000 sqm of gross building land
• Exit from B43 and motorway connections (A3, A5 / to be completed together with the project)
• Direct access to Frankfurt Airport’s operational area
• Associated rapid transit station “Gateway Gardens” (lines S8 / S9: to be completed in 2019) with corresponding 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 headquarters/flight operation center in 2012
• Meininger Hotel, opened in January 2012
• Intech, technical equipment supplier for buildings, completed new main office in April 2012
• House of Logistics and Mobility (HOLM), research and education institution, completed in June 2014
• Alpha Rotex: Start of construction 2012, completed in 2013
• Elements Frankfurt Airport Hotel, completion in August 2014
• Moxy Hotel (Marriott): Start of construction 2015/2016
• Holiday Inn Hotel: Start of construction 2015, completion in 2016

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

Mixed utilization
• Offices
• Hotels & gastronomy
• conference facilities & Retail
• Airport-related services
• Research and science institutions
Retail & Real Estate
THE SQUAIRE

Size and Features 2015
• 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
• Was opened in several steps in 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 Group (94.9%) and Fraport Group (5.1%)

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

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
• 2,500 parking spaces Sqaire parking

Group Financials & Segments

Ground Handling
Ground Handling
Segment Structure

Ramp & Passenger Services
- Aircraft acceptance
- Supply handling equipment
- Loading & unloading aircraft
  (baggage, freight, mail)
- Walk-out assistance
- Check-in & boarding
- Ticket service
- Arrival service
- Lost and found
- Crew briefing
- Weight & balance services
- General aviation terminal

Central Infrastructure
(incl. Baggage Service)
- Baggage conveyor system
- 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

Cargo Services
(FCS GmbH)
- Export & import handling
- Truck-dock
- Express and courier freight
- Bonded warehouse
- Commissioning and storage
- Airmail
- Dangerous goods handling,
  Security and X-ray Services
- Dedicated customer areas
- eServices
- Document handling and
  supervision

Ground Handling
Key Figures*

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>658.6</td>
<td>44.1</td>
<td>11.0</td>
</tr>
<tr>
<td>2011</td>
<td>655.5</td>
<td>54.5</td>
<td>20.3</td>
</tr>
<tr>
<td>2012</td>
<td>649.3</td>
<td>37.8</td>
<td>-1.1</td>
</tr>
<tr>
<td>2013</td>
<td>649.0</td>
<td>34.2</td>
<td>4.4</td>
</tr>
<tr>
<td>2014</td>
<td>656.2</td>
<td>44.3</td>
<td>7.5</td>
</tr>
<tr>
<td>2015</td>
<td>673.1</td>
<td>46.4</td>
<td>6.0</td>
</tr>
</tbody>
</table>

EBITDA margin
- 2010: 6.7%
- 2011: 8.3%
- 2012: 5.8%
- 2013: 5.3%
- 2014: 6.8%
- 2015: 6.9%

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

* Frankfurt Cargo Services GmbH, 49% subsidiary of Fraport AG

IFRS 11
is applied**
Ground Handling
Segment Revenue Split 2015

€ mil.

- Central Infrastructure: 297.3
- Ground Handling: 375.8
- Segment Revenue: 673.1

Ground Handling charges
For services provided to airlines including:
- Ramp services
- Passenger services
- Cargo Services

Charges for Central Infrastructure
Charge imposed to the airlines for the provision of central ground handling infrastructure facilities such as:
- Baggage conveyor system
- Passenger bridges
- Fresh water / toilet facilities
- 400 Hz ground power facilities

Ground Handling
Heterogeneous Markets

Global Market volume ~ € 43 bn.

Europe
- Heterogeneous market situation: monopolies, duopolies and fully liberalized markets
- Airports, airlines, independent ground handling provider
- No further revision of EU directive

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

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

* estimated in 2014 by KPMG for 2016
Ground Handling
Fraport among leading Worldwide Handling Companies

Revenue of largest ground handling companies in mil. €

<table>
<thead>
<tr>
<th>Company</th>
<th>Revenue (mil. €)</th>
<th>Stations</th>
<th>Countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Swissport</td>
<td>2,760</td>
<td>290</td>
<td>48</td>
</tr>
<tr>
<td>Dnata</td>
<td>2,580</td>
<td>127</td>
<td>75</td>
</tr>
<tr>
<td>WFS</td>
<td>1,007</td>
<td>145</td>
<td>22</td>
</tr>
<tr>
<td>Menzies</td>
<td>970</td>
<td>149</td>
<td>31</td>
</tr>
<tr>
<td>SATS</td>
<td>894</td>
<td>43</td>
<td>11</td>
</tr>
<tr>
<td>Fraport</td>
<td>673</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Aviapartner</td>
<td>400</td>
<td>38</td>
<td>7</td>
</tr>
<tr>
<td>Celebi</td>
<td>190</td>
<td>35</td>
<td>5</td>
</tr>
</tbody>
</table>

Source: company data 2013-15, stations and countries reflect spectrum of ground services provided (incl. catering as part of AHM 810 list)

Ground Handling
Business Activities: Who does what?

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

* 52% subsidiary of Fraport AG
** 49% subsidiary of Fraport AG
Ground Handling
On-time Management of complex Processes

**Ramp Services**
- Regulated market: one third-party handler, Acciona
- Main customers of Fraport: Lufthansa and Star Alliance partners
- ~191,900 aircraft handled in 2015
- ~ 25.6 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

* BRS = Baggage Reconciliation System

* Market Share*

- 13% Fraport
- 87% Acciona

* Base: MTOM 2015
**Ground Handling**  
**Core Business Area: Passenger Services 2015**

**Passenger Services**
- Open market: third-party handlers (e.g., Acciona) and self-handling (e.g., Lufthansa)
- ~22,100 aircraft handled in 2015**

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

Fraport handles approximately 36.0% of the „free market“ (excluding Lufthansa self handling)

---

**Ground Handling**  
**Core Business Area: Central Infrastructure 2015**

**Central Infrastructure**
- Sole provider
- Provision of infrastructure, incl. Baggage conveyor system (>80 km)
- Baggage performance in 2015: 1.66 ‰ misconnected baggage

**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
- Fueling and de-icing facilities
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 (2015): 119,277 baggage items a day
- System reliability rate: 99.6%
- Transport speed: 2.5 m/sec; max. speed 5 m/sec
- Only 1.66 misconnected baggage per 1,000 items* in FRA – top performance of our Fraport Ground Services

* Related to all checked and transferred baggage

Ground Handling
Core Business Area: Cargo Services 2015

Cargo Services

- Open market: third-party handlers (e.g., LUG, Aviapartner) & self-handlers (LH)
- FCS Frankfurt Cargo Services owned by Fraport 49% and WFS 51%
- ~ 522,000 metric tons of cargo

Activities

- Handling and documentation of import, export, and transfer freight
- Handling of special freight
- Dangerous Goods handling
- Pharmaceutical storage/handling
- Airmail
- Perishable
- Office rentals
- Commissioning and deconsolidation services
- Bonded warehouse
- Truck dispatching
- Last-minute and express services

FCS handles around 43% of the “free market” (excluding Lufthansa self-handling)

* Basis: Cargo Tonnage 2015; Source: FCS
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
Withdrawal of the Regulation Proposal on groundhandling services at Union airports by the European Commission on December 12th

2015
No concrete activities by European Institutions towards a further liberalization of the Ground Handling market within the European Union

Source: Fraport

Ground Handling
Restructuring for profitable Growth

Step 1: Cutback of corporate benefits (started 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 (started 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

External Activities & Segments
Fraport Activities Worldwide*

* US = Management of retail areas, Shanghai and Hong Kong = other operations

Closing of transaction for concessions of Greek regional airports expected for end of 2016
**External Activities & Services**

**Segment Structure**

- **Airports Majority Holdings**
  - Jorge Chavez Int'l Airport (LIM), Peru, 70.01%
  - Varna Airport (VAR) & Burgas Airport (BOJ), Bulgaria, 40%
  - Ljubljana Jože Pučnik Airport (LJU), Slovenia, 100%
  - Greek Regional Airports, 65%*

- **Airports Minority Holdings**
  - Antalya International Airport (AYT), Turkey, 51%
  - Hanover Airport (HAJ), Germany, 30%
  - Indira Gandhi International Airport (DEL), India, 10%
  - Xi’an Xianyang International Airport (XLY), China, 24.5%
  - Pulkovo Airport (LED), Russia, 35.5%

- **Service Providers**
  - Tradeport (Logistics), Hong Kong, 18.75%
  - AIRMALL Boston Inc. (BOS), USA, 100%
  - AIRMALL Cleveland Inc. (CLE), USA, 100%
  - AIRMALL Pittsburgh Inc. (PIT), USA, 100%

- **Services**
  - Facility Management
  - Information and Telecommunications
  - Corporate Infrastructure Management
  - Airport Expansion South

* Fraport share at least 65%

---

**External Activities & Services**

**Key Figures**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
<th>EBITDA Margin</th>
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</thead>
<tbody>
<tr>
<td>2010</td>
<td>439.0</td>
<td>240.2</td>
<td>135.6</td>
<td>54.7%</td>
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<tr>
<td>2011</td>
<td>496.1</td>
<td>254.7</td>
<td>148.1</td>
<td>51.3%</td>
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<td>2012</td>
<td>516.4</td>
<td>273.8</td>
<td>164.7</td>
<td>53.0%</td>
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<tr>
<td>2013</td>
<td>416.9</td>
<td>141.1</td>
<td>85.4</td>
<td>33.8%</td>
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<td>2014</td>
<td>398.5</td>
<td>152.4</td>
<td>84.8</td>
<td>38.2%</td>
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<tr>
<td>2015</td>
<td>510.3</td>
<td>186.1</td>
<td>103.1</td>
<td>36.5%</td>
</tr>
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</table>

* Figures including special and consolidation effects; 2012 figures adjusted for IAS 19
** From 2014 IFRS11 “Joint arrangements” is applied. 2013 retrospectively adjusted
External Activities & Services
Segment Revenue Split 2015

Lima 54%
Twin Star 11%
AMU 12%
Others 16%
Ljubljana 7%

Other Revenues
Are mainly generated by service units at Frankfurt, such as
• Facility management
• Information and telecommunications

External Activities & Services
Fraport manages a Variety of Airports

Hubs
Frankfurt Main
Share: 100%
61.0 mil. passengers
Lima Airport
Share: 70.01%
17.1 mil. passengers
Delhi Airport
Share: 10.0%
46.0 mil. passengers

Regional Airports
Ljubljana Airport
Share: 100%
1.4 mil. passengers
Xi'an Airport
Share: 24.5%
33.0 mil. passengers
Hanover Airport
Share: 30.0%
5.5 mil. passengers
Pulkovo Airport
Share: 35.5%
13.5 mil. passengers

Tourist Airports
Antalya Airport
Share: 51.0%
27.5 mil. passengers
Burgas Airport
Share: 60.0%
2.4 mil. passengers
Varna Airport
Share: 60.0%
1.4 mil. passengers
14 Greek Regional Airports
Share: 65.0%*
23.4 mil. Passengers

* Fraport share at least 65%
### External Activities & Services
#### Financial Overview 2010-2015

<table>
<thead>
<tr>
<th></th>
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<td>AMU (Airmall)</td>
<td>59.7</td>
<td>11.8</td>
<td>3.7</td>
<td>18.6</td>
<td>6.7</td>
<td>0.3</td>
<td>26.2</td>
<td>12.0</td>
<td>69.3</td>
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<td>Ljubljana</td>
<td>34.8</td>
<td>12.6</td>
<td>3.3</td>
<td>33.9</td>
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<td>0.2</td>
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<td>Lima</td>
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<td>15.3</td>
<td>28.1</td>
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<td>Twin Star</td>
<td>53.9</td>
<td>32.4</td>
<td>13.2</td>
<td>40.2</td>
<td>21.1</td>
<td>8.3</td>
<td>6.0</td>
<td>8.9</td>
<td>9.6</td>
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<td>266.9</td>
<td>216.9</td>
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<td>2.4</td>
<td>3.6</td>
<td>7.8</td>
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<td>St Petersburg</td>
<td>233.1</td>
<td>125.4</td>
<td>-8.8</td>
<td>85.5</td>
<td>24.9</td>
<td>8.6</td>
<td>22.2</td>
<td>38.2</td>
<td>--</td>
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<tr>
<td>Hanover</td>
<td>146.1</td>
<td>28.3</td>
<td>3.8</td>
<td>139.0</td>
<td>16.5</td>
<td>-6.7</td>
<td>1.0</td>
<td>11.4</td>
<td>--</td>
</tr>
<tr>
<td>Xi'an</td>
<td>200.7</td>
<td>84.7</td>
<td>20.5</td>
<td>72.0</td>
<td>33.3</td>
<td>18.3</td>
<td>22.8</td>
<td>20.5</td>
<td>2.3</td>
</tr>
</tbody>
</table>

Revenue incl. IFRIC 12, Ljubljana & AMU started during 2014, Delhi not included

---

### External Activities & Services
#### History of M&A Activities

- *Minority holdings*
- *Majority holdings*
- *Management contracts*

- **Greek Regional Airports**
  - AMU Airmall 2014
  - Ljubljana (LJU) 2014

- **Hanover (HAJ)**
  - 2001
  - 2006

- **Manila (MNL)**
  - 2002

- **St. Petersburg (LED)**
  - 2010

- **Cairo (CAI)**
  - 2005
  - 2008

- **Xi'an (XII)**
  - 1999
  - 2006

- **Varna & Burgas (VAR & BOJ)**
  - 2006

- **Lima (LIM)**
  - 2001

- **Frankfurt-Hahn (HHN)**
  - 1999
  - 2001

- **Saudi Arabia (RUH & JED)**
  - 2014

1) Closing of transaction to operate Greek airports expected for end of 2016
2) Extension option
3) No concession, shares
4) Frankfurt-Hahn sold to the State of Rhineland Palatinate in Jan. 2009
**External Activities & Services**

**Greek Regional Airports**

<table>
<thead>
<tr>
<th>Cluster A</th>
<th>Cluster B</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Num. of Airports:</strong> 7</td>
<td><strong>Num. of Airports:</strong> 7</td>
</tr>
<tr>
<td><strong>PAX 2015:</strong> 13.1 mil (+8.5% YoY)</td>
<td><strong>PAX 2015:</strong> 10.3 mil (+4.5% YoY)</td>
</tr>
<tr>
<td><strong>Domestic/Intl PAX 2015:</strong> 28%/72%</td>
<td><strong>Domestic/Intl PAX 2015:</strong> 25%/75%</td>
</tr>
</tbody>
</table>

**Fraport share:** at least 65%

**Other shareholders:** Copelouzos Group: max. 35%

**Profile**
- First point of entry to Greece for many international travelers
- December 2015: Signing of concession agreements for 14 Greek regional airports
- Capex:
  - Capex of around €330 mil. in airport infrastructure until 2020
- **Main Carrier(s):**
  - Aegean, Ryanair, easyJet
- **Passengers Total 2015:**
  - 23.4 mil. (+6.7%)
- **Passenger CAGR (2005-2015):**
  - 4.0%

**Regulation**
- Dual Till

**Concession Details**
- 40-year concessions (start expected for Q4 2016) for two Clusters A and B with seven airports each
- Upfront Payment: €1.234 bil.
- Fixed annual concession fee: €22.9 mil. (indexed with CPI)
- Starting in 2020: variable concession fee as a percentage of EBITDA

---

**External Activities & Services**

**AMU Holdings Inc. – AIRMALL**

<table>
<thead>
<tr>
<th></th>
<th>€ mil. 2015</th>
<th>€ mil. 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue*</td>
<td>59.7</td>
<td>20.6</td>
</tr>
<tr>
<td>EBITDA*</td>
<td>11.8</td>
<td>3.8</td>
</tr>
<tr>
<td>EBIT*</td>
<td>3.6</td>
<td>0.9</td>
</tr>
<tr>
<td>EBITDA margin*</td>
<td>19.8%</td>
<td>18.4%</td>
</tr>
<tr>
<td>Fraport share</td>
<td>100%</td>
<td>100%</td>
</tr>
</tbody>
</table>

**Fraport history**
- Since August 2014 belongs AMU Holdings Inc. to Fraport Group.
- Signing / closing: July 23rd / August 1st

**Profile**
- Airmall is the developer and manager of the retail, food and beverage operations at the aviation hubs:
  - Baltimore/Washington, BWI
  - Boston, BOS (terminals B and E)
  - Cleveland, CLE
  - Pittsburgh, PIT

**Facts & Figures**
- Total retail space: 34,000 sqm (366,000 square feet)
- Outlets: about 270 national and international retail and food & beverage outlets
- The airports, where Airmall is active, are handling about 70 million passengers per year

*Figures refer to IFRS accounting, local GAAP figures may differ, 2014 Figures since inclusion in Fraport Group as of August 2014*
**External Activities & Services**

**Aerodrom Ljubljana at a Glance**

---

### Profile
- Capital city airport
- Gateway to the Balkan/Adriatic region

### Infrastructure
- 1 runway, capacity for 25 movements/hour
- Terminal capacity for 2 mil. passengers/year

### Home Carrier
- Adria Airways

### Further Carriers
- Turkish Airlines, Air France, Air Serbia, Wizzair, easy jet

### Passenger CAGR (2005-2015)
- 1.7%

---

**External Activities & Services**

**Aerodrom Ljubljana Financials**

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>2015</th>
<th>2014*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>1.44</td>
<td>1.31</td>
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<tr>
<td>Movements in '000</td>
<td>32.9</td>
<td>31.4</td>
</tr>
<tr>
<td>Revenue</td>
<td>34.8</td>
<td>7.2</td>
</tr>
<tr>
<td>EBITDA</td>
<td>12.6</td>
<td>1.7</td>
</tr>
<tr>
<td>EBIT</td>
<td>2.6</td>
<td>-0.8</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>36.2%</td>
<td>23.6%</td>
</tr>
<tr>
<td>Fraport share</td>
<td>100%</td>
<td>97.99%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full</td>
<td>full</td>
</tr>
</tbody>
</table>

---

**Fraport share: 100%**

**Fraport history**
- Successful bid for 75.5% of Aerodrom Ljubljana shares with signing on September 5th and closing on October 10th 2014
- Thereafter mandatory takeover offer resulting in a Fraport share of 97.99%
- 100% shareholding since March 2015

**Contractual details**
- Acquisition of shares of a listed company
- no concession fee
- Right to operate the airport derived from an existing long-term land use contract with a term of 40 years

**Capex**
- No Capex obligations
  - investments subject to traffic development

---

* 2014 Figures since inclusion in Fraport Group as of October 2014
External Activities & Services
Lima Airport at a Glance

Profile
- Largest airport in Peru
- Regional hub for South/Middle-America

Main Carrier
- LAN

Further Carriers
- American Airlines, Delta, United, Air Canada, Iberia, KLM, Air France, Copa Airlines, etc.

2015 review
- Traffic growth primarily driven by domestic passengers (+11.8%)
- >90% of Peruvian international traffic handled in Lima

2016 outlook
- Further passenger growth expected

- 11.7%

Skytrax World Airport Award
Category South America

External Activities & Services
Lima Airport Financials

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>17.1</td>
<td>15.7</td>
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<tr>
<td>Movements in ‘000</td>
<td>166.4</td>
<td>155.1</td>
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<tr>
<td>Revenue’</td>
<td>277.9</td>
<td>214.3</td>
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<td>EBITDA’</td>
<td>100.1</td>
<td>76.7</td>
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<td>EBIT’</td>
<td>82.5</td>
<td>61.8</td>
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<td>EBITDA margin’</td>
<td>36.0%</td>
<td>35.8%</td>
</tr>
<tr>
<td>Fraport share</td>
<td>70.01%</td>
<td>70.01%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full</td>
<td>full</td>
</tr>
</tbody>
</table>

Fraport share: 70.01%

Other shareholders
- International Finance Corporation (IFC) (19.99%)
- AC Capitales SAFI S.A. (10.00%)

Fraport history
- 2001 – 2007 Fraport held 42.75%
- Since May 2008 70.01%
- 30-year BOT concession contract, with extension options

Concession Details
- The greater amount of: Either the annual minimum concession fee of 15mn USD adjusted with CPI or 46.511% of Gross Revenues (without IFRIC 12 revenues) after payment and deduction of CORPAC-fee (ATC) of 50% of Takeoff Revenues and 20% of Int. PAX Revenues. In addition 1% Regulatory Fee on same base

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

Capex
- Until 2015 total CAPEX: USD 353.4 mil.
  Upcoming: new terminal, 2nd runway

* Figures before consolidation / Figures refer to IFRS accounting, local GAAP figures may differ
External Activities & Services
Varna and Burgas Airports at a Glance

Profile
• Tourist gateway to the Black Sea
• Second and third biggest airports in Bulgaria

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
• Bulgarian Air Charter, Bulgaria Air

Further Carriers
• Air Via, S7 / Siberia Airlines, Turkish Airlines, Wizz Air

• 1.8%

External Activities & Services
Varna and Burgas Airports Financials

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>53.9</td>
<td>60.7</td>
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<tr>
<td>EBITDA</td>
<td>32.4</td>
<td>35.7</td>
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<tr>
<td>EBIT</td>
<td>20.9</td>
<td>24.4</td>
</tr>
<tr>
<td>EBITDA margin*</td>
<td>60.1%*</td>
<td>58.8%*</td>
</tr>
<tr>
<td>Fraport share</td>
<td>60%</td>
<td>60%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full</td>
<td>full</td>
</tr>
</tbody>
</table>

Varna
Passengers in mil. | 2015 | 2014
1.4

Movements in 000 | 2015 | 2014
12.0

Burgas
Passengers in mil. | 2015 | 2014
2.4

Movements in 000 | 2015 | 2014
18.3

Fraport share: 60%

Other shareholders
• Airport Services – Bulgaria EAD (40%)

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

Concession Details:
• Concession fee: 19.2% of revenues (without IFRIC 12)

Regulation
• Dual till

Capex
• € 173 mil. until 2015
• 2 new terminals completed in 2013
• Further investments subject to traffic growth: e. g. expansion of arrival and departure area and expansion of movement area

* Influenced by IFRIC 12; organic EBITDA margin 2014: 60.0% // 2015: 60.3%
External Activities & Services
Antalya Airport at a Glance

Profile
- 3rd largest airport in Turkey 2015
- 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, Turkish Airlines*, Pegasus

Further Carriers
- Condor, Onur Air, Corendon, Nordwind, Transaero, Freebird, AtlasGlobal

- 5.8%

* Including low-cost subsidiary Anadolu Jet Airlines

---

External Activities & Services
Antalya Airport Financials

<table>
<thead>
<tr>
<th></th>
<th>€ mil. 2015</th>
<th>€ mil. 2014</th>
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</thead>
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<tr>
<td>Passengers in mil.</td>
<td>27.5</td>
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<td>Movements in '000</td>
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<td>Revenue ‘</td>
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<td>326.8</td>
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<tr>
<td>EBITDA ‘</td>
<td>258.3</td>
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<td>160.6</td>
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<td>Fraport share</td>
<td>51%</td>
<td>51%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>At equity</td>
<td>At equity</td>
</tr>
</tbody>
</table>

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

Other shareholders
- İC İştaş İnşaat Sanayi ve Ticaret A.Ş. (48.99%)
- Fraport İC İştaş Havayolları İşletme A.Ş. (0.01%)

Fraport history
- Fraport operates Int’l Terminal 1 since 1999
- Current concession term: Sep. 2007 – Dec. 2024 (concession comprises only terminal operations)
- Since Sep. 2007 Fraport is operating Int’l Terminal 1 + Domestic Terminal with its partners
- From 23rd Sep. 2009 till 2024 Fraport operates all 3 terminals

Concession Details
- Net lease fee for current concession term: €2.01 bn (upfront payments in 2007/2008, fixed annual payments from 2010 until 2024)

Regulation
- Fixed passenger fee (3€/domestic & 15€/international departing passenger)

Capex (Obligation)
- Investment program of € 99 mil. for modernization of infrastructure and new domestic terminal (already commissioned in 2010) successfully accomplished

* IFRS figures before consolidation
**External Activities & Services**

**Saint Petersburg, Russia**

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>233.1</td>
<td>369.9</td>
</tr>
<tr>
<td>EBITDA</td>
<td>125.4</td>
<td>108.7</td>
</tr>
<tr>
<td>EBIT</td>
<td>87.1</td>
<td>67.0</td>
</tr>
<tr>
<td>Result</td>
<td>-8.8</td>
<td>-291.7</td>
</tr>
</tbody>
</table>

- **Fraport share:** 35.5%
- **Other shareholders**
  - VTB Bank 50.0%, Russia
  - Koltseva Holding 7.5%, Cyprus
  - Copelouzos Group 7.0%, Greece
- **Profile**
  - 4th largest Russian Airport (after Moscow-DME, Moscow-SVO and Moscow-VKO)
- **Infrastructure**
  - 2 parallel independent runways
  - 1 integrated terminal inaugurated in 2013 (domestic section in February 2015), capacity up to 18 m passengers/year
  - Further investments subject to traffic growth
- **Main Carrier**
  - Rossiya Airlines/ Aeroflot
- **Passengers Total 2015**
  - 13.5 m
- **Passenger CAGR (2005-2015)**
  - 11.1%
- **Regulation**
  - Dual Till
- **Concession Details**
  - 30-year concession (2010-2040)
  - Obligation to maintain IATA Level C service standard
  - Fixed annual concession fee of ca. EUR 2 m
  - Variable concession fee of 11.5% of revenue

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**External Activities & Services**

**Hanover Airport, Germany**

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>146.1</td>
<td>142.0</td>
</tr>
<tr>
<td>EBITDA</td>
<td>28.3</td>
<td>27.1</td>
</tr>
<tr>
<td>EBIT</td>
<td>8.1</td>
<td>7.2</td>
</tr>
<tr>
<td>Result</td>
<td>3.8</td>
<td>1.1</td>
</tr>
</tbody>
</table>

- **Fraport share:** 30%
- **Other shareholders**
  - City of Hanover (35%)
  - State of Lower Saxony (35%)
- **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
- **Contractual details**
  - Shareholding; no concession
  - No fees comparable to a concession fee
- **Main Carriers**
  - Lufthansa, TUIfly, Germanwings
- **Further Carriers**
  - AirBerlin, Swiss, Condor, Turkish Airlines, SunExpress
- **Passenger CAGR (2005-2015)**
  - -0.3%
- **Passengers Total 2015**
  - 5.5 mil.
External Activities & Services
Xi’an, China

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>200.7</td>
<td>143.9</td>
</tr>
<tr>
<td>EBITDA</td>
<td>84.7</td>
<td>56.6</td>
</tr>
<tr>
<td>EBIT</td>
<td>36.1</td>
<td>29.0</td>
</tr>
<tr>
<td>Result</td>
<td>20.5</td>
<td>12.6</td>
</tr>
</tbody>
</table>

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
• Amongst the Top 10 biggest airports 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
• International pier (T3), opened 2015, capacity for 4 mil. passengers

Contractual details
• Shareholding; no concession
• No fees comparable to a concession fee

Main Carrier
• China Eastern Group

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

• 15.3%

Passengers Total 2015
• 33.0 mil.

External Activities & Services
Delhi, India

Fraport share: 10%
Other shareholders
• GMR Group (64%)
• Airports Authority of India (26%)

Profile
• Largest airport in India
• Capital Airport

Infrastructure
• 3 runways, capacity for 70 movements/hour
• 3 terminals, capacity for 55 mil. passengers/year
• Ultimate extension to an airport capacity of 110 mil. passengers in 2034

Main Carrier
• Air India

Further Carriers
• Jet Airways, IndiGo, SpiceJet

• 11.8%

Passengers Total 2015
• 46.0 mil.
Fraport Share & Management

IR Strategy

Focus of Fraport’s Investor Relations

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

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

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

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

**Share Data**

- **ISIN:** DE0005773303
- **Share symbol:** FRA GR (Bloomberg)
  FRAG.DE (Reuters)
- **Class of share:** Ordinary bearer shares with a notional par value of € 10.00 each
- **Capital stock (acc. to IFRS):** € 923.9 million
- **Calculated par value per share:** € 10.00
- **Number of floating shares* on Dec. 31, 2015:** 92,307,711
- **Listing:** Frankfurt Stock Exchange - official trading
  (Prime Standard), MDAX**
- **Sustainability Share Indices:** FTSE4Good-Index, STOXX Global ESG Leaders Index,
  Euronext Vigeo (Eurozone 120), Germany Ethik 30 Stock Index
- **IPO:** June 11, 2001
- **Placement price:** €35.00

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* 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, 2015)**

The relative ownership interest of the individual shareholders was adjusted to the current total number of shares existing as at December 2015, 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, Legg Mason Inc.

Source: ipreo November 2015
* Former RARE
1.7%

Fraport Share & Management
Geographical Split

Geographical Split of Free Float*

<table>
<thead>
<tr>
<th>Country</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Japan</td>
<td>1.5%</td>
</tr>
<tr>
<td>Singapore</td>
<td>2.2%</td>
</tr>
<tr>
<td>Switzerland</td>
<td>1.6%</td>
</tr>
<tr>
<td>Finland</td>
<td>1.4%</td>
</tr>
<tr>
<td>France</td>
<td>7.6%</td>
</tr>
<tr>
<td>Germany</td>
<td>18.6%</td>
</tr>
<tr>
<td>UK</td>
<td>16.1%</td>
</tr>
<tr>
<td>USA</td>
<td>17.4%</td>
</tr>
<tr>
<td>Australia</td>
<td>6.6%</td>
</tr>
<tr>
<td>Switzerland</td>
<td>3.4%</td>
</tr>
<tr>
<td>Unknown/Other**</td>
<td>21.9%</td>
</tr>
</tbody>
</table>

Source: Ipreo March 2016

* Free Float without State of Hesse, City of Frankfurt and Lufthansa Share
** The remainder of countries below 1% and unknown
Fraport Share & Management
Stock Performance 2015

Fraport AG's CEO since September 2009
Responsible for:
- Global Investments and Management
- 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 of Fraport AG
- 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 Operations: Anke Giesen**

Fraport AG’s Executive Director Operations since September 2014

Responsible for:

- Airport Security Management
- Airside and Terminal Management, Corporate Safety and Security
- Retail & Properties
- HR Top Executives

**Brief biography:**

- 2012 – 2014: Executive Director Ground Handling of Fraport AG
- 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
- Studied Law

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**Fraport Share & Management**

**Executive Director Labor Relations: Michael Müller**

Fraport AG’s Executive Director Labor Relations since October 2012

Responsible for:

- Ground Services
- 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
CFO*: Dr. Matthias Zieschang

Fraport AG’s CFO since April 2007
Responsible for:
• Integrated Facility Management
• Information and Telecommunication
• Corporate Infrastructure Management
• Airport Expansion South
• 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

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Glossary

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

Aviation
Fraport business segment. The segment is responsible for Runway and terminal operations, security

BOT
Acronym for Build Operate Transfer

CAGR
Acronym for Compound Annual Growth Rate

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

Ground Handling
Fraport business segment. 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

IFRS 11
As of the start of 2014, Fraport has applied the new IFRS 11 accounting standards. In connection with the application of IFRS 11 “Joint Arrangements,” the joint ventures that until then were proportionately included in the consolidated financial statements according to the proportionate consolidation method must be revalued and consolidated using the equity method.

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 segment. 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
Investor Relations
IR Contact – meet IR

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Investor Relations
IR Contact – meet IR

2016 Financial Calendar
3-months interim release 2016  Wednesday, May 4
Annual General Meeting  Friday, May 20
6-months interim report 2016  Thursday, August 4
9-months interim release 2016  Thursday, November 3

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

www.meet-ir.com

The latest IR Information

2016 Traffic Calendar
March 2016  Tuesday, April 12
April 2016  Thursday, May 12
May 2016  Friday, June 10
June 2016  Tuesday, July 12
July 2016  Wednesday, August 10
August 2016  Monday, September 12
September 2016  Thursday, October 13
October 2016  Thursday, November 10
November 2016  Monday, December 12

Here you find additional information, dates of roadshows and conferences and downloads of the latest presentations.