

# **23FY VISUAL FACT BOOK**

**Investor Relations** 

March 2024



## DISCLAIMER

This Visual Fact Book has been updated and printed in March 2024.

The information contained in this Visual Fact Book has not been independently verified. No representation or warranty – whether expressed or implied – is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained therein. Neither the company nor any of its affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss arising from any use of this document or its content or otherwise arising in connection with this document.

This Visual Fact Book does not constitute an offer or invitation to purchase or subscribe for any share and neither this document nor any part of it shall form the basis of, or be relied upon in connection with, any contract or commitment whatsoever.

This Visual Fact Book contains forward-looking statements that are based on current estimates and assumptions made by the management of Fraport to the best of its knowledge. Such forward-looking statements are subject to risks and uncertainties, the non-occurrence or occurrence of which could cause the actual results – including the financial condition and profitability of Fraport – to differ materially from or be more negative than those expressed or implied by such forward-looking statements. This also applies to the forward-looking estimates and forecasts derived from third-party studies. Consequently, neither the company nor its management can give any assurance regarding the future accuracy of the opinions set forth in this document or the actual occurrence of the predicted developments.

By accepting this Visual Fact Book, you agree with the foregoing.

Please consider the Environment before printing this Document.

## **TABLE OF CONTENTS**



### **Company Snapshot** Group Overview **Group Strategy**

### **Current Development**

Frankfurt Airport Major Holdings



**Frankfurt Airport** Market Position Expansion

#### **Financials** 6 Fraport Group Segments

### **Frankfurt Segments**

3

Aviation Retail & Real Estate **Ground Handling** 



5

### ESG Environmental Social Governance



International Holdings Portfolio

Features of Major Holdings



# Share & IR Dates

**IR** Contact



# 1 COMPANY OVERVIEW





## **GROUP OVERVIEW** AT A GLANCE







- Founded 1924 → 100 years company history
- Full service provider in the airport business
- Origin: Frankfurt Airport
  - #1 passenger airport in Germany
  - #1 cargo airport in Europe
  - ~300 direct connections: Largest number worldwide
  - ~80,000 employees: Largest workplace in Germany
  - ~50% of the German population in the 200km catchment area
  - ~500 train connections per day: Outstanding intermodally of rail, air and road
- IPO in 2001: starting signal for international growth
- Today: Active at 30 airports on 4 continents
- Around 241 million passengers handled

## **GROUP OVERVIEW** HISTORY

1924	Foundation, Operation at Rebstock site in Frankfurt/Main, Germany, co. name "Südwestdeutsche Luftverkehrs AG"	
1936	Start of operations at today's airport site in Frankfurt: "FRA"	
1945	End of WW II: 77% of FRA destroyed, US took over airport control	
1954/55	Resumption of civil aviation businesses by "Flughafen Frankfurt/Main AG"	
1972	Inauguration of FRA Terminal 1	
1984	3 <sup>rd</sup> FRA Runway "West" goes into service	
1994	Inauguration of FRA Terminal 2	
1997	Start of international expansion	
2001	IPO: new co. name "Fraport AG"	
2011	4 <sup>th</sup> FRA Runway "Northwest" goes into service	





2014	Accelerated international growth: addition of Ljubljana, Fraport USA and awarding of Greek concessions
2016	FRA Retail JV with Gebr. Heinemann founded
2017	Take over of concessions to operate 14 Greek airports
2018	Take over of concessions to operate 2 Brazilian airports and JFK T5 retail concession, Hanover divestment
2019	Take over of Nashville retail concession, FRA Terminal 3 cornerstone laying
2020	Take over of Newark Terminal B retail concession; completion of Greek Regional Airports; breakout of Covid-19 pandemic
2021	Completion of construction works at Brazilian Airports
2022	Construction of RWY and Tower at Lima Airport completed, new Terminal under construction
2023	Takeover of responsibility for passenger security checks at Frankfurt Airport





## **GROUP OVERVIEW** PORTFOLIO



## **GROUP OVERVIEW** PASSENGER NUMBERS

Passengers in mil.



<sup>1</sup> Disposal of minority stake in Xi'an Airport

Fraport AG

## **GROUP OVERVIEW** 2023 DETAILED TRAFFIC PERFORMANCES

Site	% share	Passenge	Passengers –	
		2023	%	
Frankfurt	100	59,355,389	21.3	
Fraport Brasil	100	12,432,100	41.5	
// Fortaleza	100	5,603,590	-3.0	
// Porto Alegre	100	7,497,402	12.7	
Ljubljana	100	1,270,382	30.9	
Lima	80.01	21,246,660	14.1	
Fraport Greece	73.4	33,870,682	11.8	
// Kerkyra (Corfu)	73.4	4,068,053	8.5	
// Chania (Crete)	73.4	3,648,416	10.9	
// Kefalonia	73.4	860,533	5.3	
// Kavala	73.4	304,414	21.0	
// Aktion/Preveza	73.4	817,206	5.6	
// Thessaloniki	73.4	7,029,957	18.7	
// Zakynthos	73.4	2,081,931	> 100.0	
// Mykonos	73.4	1,659,187	-1.7	
// Skiathos	73.4	552,844	8.1	
// Santorini (Thira)	73.4	2,775,804	1.1	
// Kos	73.4	2,954,719	5.8	
// Mytilene (Lesvos)	73.4	497,499	13.3	
// Rhodes	73.4	6,142,813	4.9	
// Samos	73.4	477,306	5.5	
Fraport Twin Star	60	3,686,997	17.9	
// Burgas	60	1,848,169	12.4	
// Varna	60	1,838,828	23.9	
Antalya	51/50	35,735,407	15.0	
Delhi	10	72,214,841	21.4	

- Most of the airports saw traffic surge during 2023. Total passenger volume increased by c.13% compared to 2022 and reached a share of 98% compared to 2019
- Particularly strong increase recorded in Ljubljana, Bulgaria and Antalya
- Frankfurt 2023 passenger levels back at 84% of 2019 record level
- Best traffic recovery at majority owned airport Portfolio recorded at Fraport Greece: 112% of 2019

## **GROUP OVERVIEW** FINANCIAL SUMMARY

Revenue FY 23:	EBITDA FY 23:	Group Result FY 23:
<b>EUR 4.00bn</b>	<b>EUR 1.20bn</b>	EUR 431mn
+25%	+17%	> 100%
Excl. IFRIC 12:	EBIT FY 23:	Attributable Result:
<b>EUR 3.49bn</b>	<b>EUR 703mn</b>	EUR 393mn
+22%	+24%	> 100%
EPS FY 23:	Operating Cash Flow FY 23:	Net Debt YE 23:
EUR 4.26	<b>EUR 863mn</b>	<b>EUR 7.71bn</b>
> 100%	+10%	+9%
DPS FY 23:	Free Cash Flow FY 23:	Net Debt / EBITDA YE 23:
EUR 0	<b>EUR -656mn</b>	<b>6.4</b> x
0%	+11%	-0.5x

## **GROUP OVERVIEW** DETAILED GROUP FINANCIALS



Figures including one-off and consolidation effects, main effects are:

2010: Release of €c.80 mil. tax provision 2012: Extraordinary profit in Financial Result from Asset Management 2013: IFRS11 "Joint arrangements" applied 2014: Fraport USA & Ljubljana included 2015: €c.8mil. Air IT Inc. disposal book gain 2016: €c.40 mil. EBITDA impact from 10.5% St. Petersburg disposal, with €c.36 mil. Group result impact, in addition: €c.199 mil. EBITDA impact from MNL compensation, with €c.121 mil. Group result impact, €c.-38 mil. EBITDA impact from staff restructuring provision, €c.-22 mil. FraSec impairment & €c.-7 mil. write-down on Fraport USA 2018: Hanover airport disposal: €c.25 mil. EBITDA, €c.84 mil. EBT, and €c.76 mil. Group result impact

2019: IFRS 16 applied: EBITDA impact €c.48 mil., and €c.-9 mil. Group result impact 2020: Global Covid-19 pandemic, high Frankfurt restructuring provision of €c.299 mil. 2021: Settlement security services (€c.58 mil.), Compensation for Covid-19 losses in Frankfurt of € c.160 mil. and compensations in international portfolio of € c.161 mil. 2022: Sale of stake in Xi'an (EBITDA impact of €54 mil.), compensations for Covid-19 in intl. portfolio: €43 mil., write down of St. Petersburg loan receivables: €c.-163 mil.

## **GROUP OVERVIEW** BUSINESS STRUCTURE

### Frankfurt Based





### International Activities



Performance of Frankfurt Know how

## **GROUP OVERVIEW** SEGMENT OVERVIEW

Aviation		Retail & Real Estate		Ground Handling		International Activities & Services	
Airside and Terminal Management, Corporate Safety and Security		Retail, Parking, Leasing and Marketing of Real Estate		Central Infrastructure, Ramp, Passenger, Baggage and Cargo Services		Global Investments Management & FRA service units, such as, IT, Facility & Corporate Infrastructure Management	
Revenue % of Group EBITDA % of Group EBIT % of Group Employees <sup>1</sup>	€1,099 mil. 27 € 308 mil. 25 € 152 mil. 20 3,447	Revenue % of Group EBITDA % of Group EBIT % of Group Employees <sup>1</sup>	€ 498 mil. <sup>12</sup> € 370 mil. <sup>30</sup> € 274 mil. <sup>35</sup> 594	Revenue % of Group EBITDA % of Group EBIT % of Group Employees <sup>1</sup>	€ 677 mil. 17 € -34 mil. € -74 mil. 7,716	Revenue % of Group EBITDA % of Group EBIT % of Group Employees <sup>1</sup>	€ 1,726 mil. <i>43</i> € 560 mil. <i>45</i> € 351 mil. <i>45</i> 6,083
% of Group	19	% of Group	3	% of Group	43	% of Group	34

<sup>1</sup> Annual Average

## **GROUP OVERVIEW** COVID-19 PASSENGER RECOVERY AT FRANKFURT

Passengers in million



## **GROUP STRATEGIE** INTERNATIONAL AIRPORTS PASSENGER RECOVERY POST COVID-19



## NEW GROUP STRATEGY FRAPORT.2030



## **GROUP STRATEGY** BUSINESS CASE BUILT ON MEGA TRENDS



		<i>.</i>	
Source	Term	Reference	Average annual growth
Airbus	2019 – 2042	Passenger kilometers sold	+3.6%
Boeing	2019 – 2042	Passenger kilometers sold	+3.7%
Embraer	2019 – 2042	Passenger kilometers sold	+3.2%
ACI	2019 – 2041	Number of passengers	+3.5%

## **GROUP STRATEGY** REGIONAL GROWTH PROJECTIONS 2019-41



Source: ACI World Airport Traffic Forecasts 2022-2041

Fraport AG

## **GROUP STRATEGY** LINK BETWEEN GDP AND FREQUENCY OF TRAVELLING



Sources: Airbus Global Market Forecast | Oxford Economics

# 2 FEATURES OF FRANKFURT AIRPORT

TATATATA

## MARKET POSITION KEY FACTS

## 59.4mn Pax

#1 in Germany #6 in Europe

# 1.9mn m.t. Cargo

#1 in Germany#1 in Europe

## c.40mn People

#1 Catchment area in Europe (within 200km)

# c.2/3 Blue Chips

#1 Catchment area in Germany (within 200km)

# c.75% Share

#1 Star Alliance Hub in C.Europe

### **c.60% Share** #1 Hub of Top ranked EU Carrier Lufthansa

## 4 Runways

Capacity reserve for up to 126 mov/hr still available

# **3 Terminals**

Capacity for up to 100 mn passengers to be made available by 2026

# **Economic Center**

Germany is #1 Economy in EU

# **Banking Center**

Frankfurt is #1 Center with top connectivity

# **Asset Ownership**

No concession but owned by Fraport

# **Dual Till**

Frankfurt Airport is dual till regulated Infrastructure

## **MARKET POSITION** PASSENGER DEVELOPMENT SINCE 1993

No crisis in the past has ever hit aviation like the Covid-19 pandemic



## MARKET POSITION BACK ON TRACK AFTER COVID-19 RESET

#### Covid-19 led to total break down of air traffic. Since 2022 on recovery path.

Passengers FRA (in million) +6.9% CAGR Modest 1.7% CAGR Strong recovery 70.6 69.5 64.5 61.0 60.8 59.6 59.4 58.0 48.9 Break down due to Covid-19 24.4 18.8 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023

## **MARKET POSITION FY 2023 TRAFFIC SPLIT VS. 2019**



## MARKET POSITION DEPARTING PASSENGERS BY COUNTRY



### MARKET POSITION INCREASING INFRASTRUCTURE UTILIZATION



## MARKET POSITION TRAFFIC SHARE BY AIRLINES



Lufthansa, Condor, Discover Airlines, United Airlines, Air Canada

Sun Express, TUIfly, Turkish Airlines, Air Dolomiti, Singapore Airlines

Emirates, Qatar Airways, Austrian Airlines British Airways, Delta Air Lines

Thai Airways, Aegean Airlines, Tap Air Portugal, Pegasus Airlines, Croatia Airlines

Lufthansa, Condor, Discover Airlines, Air Dolomiti, United Airlines

TUIfly, Sun Express, Turkish Airlines, British Airways, Air China

Austrian Airlines, Swiss, Croatia Airlines Aerologic, Air Canada

KLM Royal Dutch Airl., Air France, Emirates, Qatar Airways, Singapore Airlines

**Top Five Airlines** by passengers are handling more than **70 %** of all passengers travelling Frankfurt

This reflects a total amount of **42.3 million passengers** in 2023

**Top Five Airlines** by movements are offering more than **69 %** of all movements at Frankfurt Airport

This reflects a **total number of 300k movements** in 2023

## **MARKET POSITION** HIGHEST TRANSFER SHARE IN CENTRAL EUROPE

#### **Transfer Share at Frankfurt Airport**



## **MARKET POSITION** SPLIT OF TRANSFER TRAFFIC



- FRA total passengers excl. transit: 59.4 million
- With 50% Frankfurt has the highest rate and highest total number of transferring passengers in Central Europe
- Around 66 % of all transferring passengers come from or go to an intercontinental destination, 56 % are intercont-cont passengers and 10 % intercontintercont
- Intercont traffic has direct impact on charges (higher MTOW) and retail revenue (better spending behaviour)

Sources: Air traffic statistics Fraport AG, Shares refer to outbound travel, final destination

## MARKET POSITION COMPETITIVE LANDSCAPE

Competition for O&D passengers

Competition depending on

availability of route, flight time,

or alternative way of travel, i.e.,

airport, preference of airline, and/

ticket price, travel distance to



#### Competition for transfer passengers

 Except for alternative way of travel, competition same as in O&D market but also: availability of transfer flight to final destination or destination nearby, total flight duration: fitting time of connecting flight and direct flight path vs. diversion, density of network: number of frequencies to origin and destination, quality of airport: transfer process for passenger and baggage as well as comfort level

train, bus, or car

## **MARKET POSITION** FRA MARKET ATTRACTIVENESS



- 59.4 mil. Passengers in 2023 (84% of 2019)
- 86 airlines fly 292 destinations in 92 countries\*
- Lufthansa and Star Alliance hub
- One World, Skyteam and non-allied airlines also fly to Frankfurt

- 1.9 mil. metric tons of freight and mail in 2023 (#1 in Europe)
- Substantial part of freight volume is transported in bellies of passenger aircraft
- Leading cargo hub enhances airline yields via belly freight

- Around 50 % of the German population live within 200km radius from FRA
- ICE, long-distance and regional trains connect FRA with other German cities

- Highest connectivity in Europe
- Capacity increase due to fourth runway and Terminal 3 (to be opened in 2026) offers growth potential

## **MARKET POSITION** ~2/3 OF GERMAN BLUE CHIPS IN 2H RADIUS



## MARKET POSITION CONNECTIVITY AS COMPETITIVE EDGE



Nonstop only (at least one flight per week) | Source: OAG

## **EXPANSION** INVESTMENTS SECURING COMPETITIVE POSITION



## **EXPANSION** TERMINAL 3

- On Track to be Construction-wise completed in 1 Year (2025)
- Commissioning scheduled for Summer 2026

Terminal :

kfurt Airport

- Residual Worth of Contracts to be awarded: EUR c.500mn
- Residual cash out scheme (next Chart) includes Contracts already awarded + to be awarded,
  Residual cash out to be spent until c.2028

## **EXPANSION** TERMINAL 3 PIERS G, H, J



#### Terminal 3: Main Hall and Piers H & J

- Planned completion: 2026
- Passenger capacity: ~14 mil. p. a.
- Parking positions: 24
- 400m Pier H for Schengen operation
- 600m Pier J for Non-Schengen operation

### Terminal 3 Pier G: 1st stage

- Planned completion: 2026
- Passenger capacity: ~4 to 5 mil. p. a.
- Parking positions: 9
- Flexible Schengen/Non-Schengen operations due to swing gates
# **3 FRANKFURT BUSINESS SEGMENTS**

100

000

A 52

AKE 65948 LH

TREPEL

-

# FRANKFURT BUSINESS SEGMENTS OVERVIEW AND SERVICES

	Avi	ation	Retail & Real Estate	Ground Handling	Affiliated Services Part of International Activities Segment
No indepen- dent price setting: Return on Investment approach, Tendered services and or Regulation applies	Airside Management	Airport & Airside Security		Central Infrastructure	
	-Airside Infrastructure			-Baggage Conveyor Belts	
	-Airside Operations			-Passenger Bridges	
	Terminal Management			-PRM	
	-Landside Operations				
	-Capacity Management				
	Corp. Safety and Security				
	-Airport Fire Safety				
	-Emergency Response				
	Noise and Air Quality				
			Retail	Ramp & Passenger Services	Facility Management
)pen / (partly)	1 1 1		-Shopping	-Loading & Unloading	Information and
beralized narket:			-Services	-Walk-out Assistance	Telecommunications
lo part of any	1 1 1		-Advertising	-Check-in & Boarding	Corp. Infrastructure Mgmt.
egulation,	1 1 1		Real Estate	-Lost & Found	Airport Expansion South
Aarket driven	1 1 1		-Rents in Terminals	-Weight & Balances	
orice setting			-Service / Admin. Bldgs.		
38 Visual Fact Book 2023		Car Parking		Fraport	

# AVIATION GERMAN REGULATION FRAMEWORK

- (1) The airport operator is subject to a regulation regarding the charges for the usage of facilities and services connected with the lighting, taking off, landing, and b. parking of an aircraft as well as the handling of passengers and freight ... Approvalc. shall be granted if the charges are regulated according to appropriate, objective, transparent, and non-discriminatory criteria. In particular, it shall be ensured that:
- 1. The services and infrastructure to be paid are clearly defined.
- 2. The calculation of the charges is cost-related and fixed in advance.
- 3. Access to the services and infrastructures of airport is granted to all users in the same way.
- Airport users are not charged differently for basic charges.
   A differentiation of charges ... is permissible; the criteria used must be appropriate, h. objective and transparent...
- (3) Without prejudice to (1), the following shall apply to the approval of the charge scheme...:
- 1. The operator shall submit a draft to the users 6 months before the intended entry into force...
- 2. The application shall be submitted to the regulating authority no later than 5 months before the intended entry into force...
- Approval shall be granted if there is a reasonable relationship between the amount of the charges set by the airport operator and the amount of the expected actual costs, and the orientation towards an efficient provision of services is recognizable...
- 4. The decision of the regulating authority shall be taken within 2 months of receipt of the application...
- 5. At least once a year, the airport operator shall consult the airport users with regard to the charge scheme
- 6. The operator shall provide the airport users the following documents and information before the consultation:
- a. A list of the different services and infrastructures provided in return for the airport

charges collected;

The method used to fix airport charges;

The total cost structure of the facilities and services to which the airport charges relate. This should make it clear that the operator is oriented towards efficient service provision;

Revenues of the various charges and the total cost of the services financed with it;

.

d.

e.

f.

The foreseeable development of charges and traffic at the airport as well as intended investments;

...

The foreseeable outcome of planned major investments in terms of their impact on airport capacity. Only investments which serve the expansion of the airport are considered as investments. Pre-financing should only be taken into account if airport users benefit from improved or more cost-effective services...

### **AVIATION** OVERVIEW OF REGULATED ACTIVITIES

#### Landing and take-off charges (including noise charge)

- Each time an aircraft arrives or departs

 Depending on maximum take-off mass of aircraft, noise category and time of arrival/departure as well as number of departing passengers and freight volume on take-off and landing

- Runway system, including navigational aids - Noise-measurement devices

#### Parking charges

Charges related to parking an aircraft at he airport In relation to size of parking position, parking time and location of the position (terminal or apron)

Aprons, parking positions for aircraf

a true a s a d

#### Type of charge

Charging method

#### Used resource

#### Noise abatement charges

Per departing passenger or per 100 kg of freight on landing and take-off
Depending on noise category of aircraft and time of arrival/departure

- Legal noise abatement measures in the vicinity of the airport

#### Security Charges

- Per departing passenger and per 100 kg of freight on landing or take-off

 Staff and goods control when entering the restricted area

#### Passenger Charges

- Per departing passenger - In relation to fliaht destinatior

Terminal facilities and equipment Transportation of passengers between erminals

# AVIATION OVERVIEW OF REGULATED CHARGES

#### Passenger Charges Total 2023: EUR 558.0 mil.

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

### Landing and Take-off Charges Total 2023: EUR 158.2 mil.

- Mass-related charges based on MTOM
- Passenger (only take-off)/ freight/mail- related charges (variable charges)
- Noise-related charges
- Emission-related charges

#### Aircraft Parking Charges Total 2023: EUR 53.8 mil.

- All charges related to aircraft stand size and length of time parked
- Surcharges for use of terminal position
- Rental contracts can be signed under defined conditions

#### Security Charges Total 2023: EUR 44.5 mil.

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

### Example charges for one A380 round trip: ~ € 12,770 total bill <sup>1</sup>



<sup>1</sup> Assumptions: Daytime flight, 440 Passengers, 50% Transfers

### **AVIATION** PRICE CALCULATION IN REGULATED AVIATION BUSINESS

1 <sup>st</sup>	Projection of Capex and RAB for period in question
2 <sup>nd</sup>	Calculation of pre tax WACC
	=
	Projected pre tax Cost of Capital, i.e., allowed return or EBIT in regulated Aviation business
3rd	Projection of EBIT in regulated Aviation business for period in question, including: volume projection for Frankfurt Airport & cost development
4a) 4b)	If projected EBIT falls below allowed return, price upward potential If projected EBIT exceeds allowed return, price downward potential

### **AVIATION** CALCULATION OF ALLOWED RETURNS IN REGULATED BUSINESS

Pre Tax Cost of Capital =	Invested capital	x	Pre Tax WACC
	2023 WA	CC calculation	
In Frankfurt defined as "Fraport assets"		Cost of equity	Cost of debt
Fraport assets			
Goodwill + Other intangible assets @ cost / 2 + Investment in airport operating projects @ cost / 2 + Construction in progress and lands at cost	Ris	otal market yield 8.3 %: k-free interest rate 0.3 % arket risk premium 8.0 %	Cost of debt
<ul> <li>+ Other Property, plant, and equipment @ cost / 2</li> <li>+ Carrying amounts of the Group companies accounted for using the equity method and other investments</li> </ul>	e	Beta 1.17	
<ul> <li>+ Inventories</li> <li>+ Trade accounts receivable</li> <li>- Current trade accounts payable</li> </ul>		Cost of equity before taxes 14.2 %	Cost of debt before taxes 2.1 %
! Fraport assets to most extent included @ cost / 2, this allows for more stable asset base and prevents value creation solely through depreciation. See also next slid		eholders' equity ratio 48 %: market value	Debt ratio 52 %: interest-bearing 39 %/ non interest-bearing 13 %
		2023 WACC be	efore taxes 7.6 %

# AVIATION RAB: "AT COST / 2" VS. "RESIDUAL CARRYING AMOUNT" APPROACH



# **AVIATION** SIMPLIFIED VALUATION IN "AT COST / 2" APPROACH



- "At Cost/2 Approach" provides more stable pricing environment compared to fluctuating "Residual Carrying Amount Approach"
- In practice: Pure focus on RAB value will lead to dropping valuation upon commissioning of asset item, while the allowed return on RAB + Depreciation is broadly stable (all else equal)
- Broader valuation focus on Allowed return on RAB + Depreciation seems appropriate

# **AVIATION** HISTORIC RETURNS IN AVIATION SEGMENT



2015: ROFRA including ~€10 mil. provision for fire brigade

2016: No charge increase due to withdrawal of application in 2015. ROFRA including €9 mil. staff provision & €22.4mil. impairment on FraSec

2017: New incentive scheme for growing airlines introduced.

46 Visual Fact Book 2023

2018: €21.8 mil. increased D&A due to changes in expected useful life times of assets. 2019: €20.2 mil. increased D&A due to changes in expected useful life times of assets. 2022: "Recovery Program" introduced to realize growth beyond traffic expectations after Covid-19 pandemic

<sup>1</sup> Regulated charges since 2017 include reimbursements to airlines

### **AVIATION** STAKE SALE OF FRANKFURT SECURITY SERVICES

Partnership to strengthen Frankfurt Based Passenger Screening Performance signed on Nov 19<sup>th</sup> 2021

Step 1: Transfer of 26% Equity Stake to Sasse Group Jan. 1<sup>st</sup> 22 Step 2: Transfer of further 25% stake on Jan 1<sup>st</sup> 23

At equity Consolidation as of 2023: 2.4+k Employees and more than EUR 100mn Revenues involved



### **AVIATION** RESTRUCTURING OF SECURITY SERVICES AT FRANKFURT AIRPORT



### Takeover of Security Responsibilities in 2023

- Fraport to enhance Security Product jointly with Federal Police
- Fraport to tender Frankfurt Security Lots and to procure Security Equipment

# Second Se

### **Financial Impacts**

- Fraport passes on Costs of procured Assets to Customers
- Fraport becomes billing Interface: 2023 Security Services Revenues & Cost expected to be EUR c.250mn + Airport Security Revenues & Cost

# **AVIATION** FRANKFURT TERMINAL 1 SECURITY RELOCATION



Relocation of Terminal 1 Concourse B Passenger Screening Lanes towards Terminal Entrance 24 Lanes (current Tech) to be replaced by 14 Lanes (new Tech) in 2 Steps, Phase 1: 2025, Phase 2: 2027 New Security Concept Enables seamless Passenger Connecting between Concourse A and B Schengen: c.60% of FRA total

# **RETAIL & REAL ESTATE** DEVELOPMENT OF FRANKFURT RETAIL BUSINESS

### **Until IPO**

- Low focus on Retail business
- Airports with pure function to serve as interface between road and air
- Fraport acted as "landlord", renting out retail space
- Some shops even were closed over the weekend
- No KPI's or targets

### Until ~2015

- Increasing focus on Retail business
- Retail areas expanded and modernized
- Fraport still acting as landlord, renting out space
- Introduction of promoting activities for individual customers / nationalities together with shop operators
- Upcoming of KPI's and targets

#### Since ~2015

- Very strong focus on Retail business
- Retail activities expanded beyond point of sale: multi channel approach
- Online offering enables shopping well ahead of traveling
- Online platform also enables shops to maximize offering and to go for continuous advertising
- Since 2017 Fraport has also been directly involved as shop operator, based on JV with Gebr. Heinemann
- Further measures introduced like home delivery option, adding shops to online platform etc.

# **RETAIL & REAL ESTATE KPI "RETAIL REVENUE PER PASSENGER"**



<sup>1</sup> Retail revenue according to new segment structure / revenue split, including IT services for passengers

\*Affected by Covid Pandemic. 2021 adjusted by €10 mil. DTF kick back

# **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

# **RETAIL & REAL ESTATE** SHIFTS IN SPENDING BEHAVIOR



### Shifts reflect exchange rate developments and socio-economic developments

<sup>1</sup> Total average Duty Free spendings of passengers in 2023. Average = 1.0<sup>-2</sup> Compared to 2019

# RETAIL & REAL ESTATE PARKING & MOBILITY

- Management of:
  - c. 30,000 parking lots
  - c. 33,000 contract customers and
  - c.15 mil. transactions p.a.
- E-Mobility strategy based on customer needs
- Digitization is critical success factor:
  - 80% of parking spaces are **pre-booked**
  - **Data-driven management:** strategically, operationally, and commercially
  - **Yield management** with the aim of maximizing profit



# **RETAIL & REAL ESTATE** PROPERTY DEVELOPMENT

### Further Expansion CargoCity South (CCS)

- Contract signed with DHL for new development project
- Further areas at CCS give opportunity to exploit additional potential

### Development of strategic Logistics & Cargo hub

- New areas will be developed to strengthen Frankfurt Airport as a Logisitcs & Cargo hub
- Further potential for project development in the medium-term

### More opportunities close by Gateway Gardens

- Own areas and more options as part of the Gateway Gardens development company
- Development together with strategic partners depending on market environment brings upside potential







# **GROUND HANDLING** CENTRAL INFRASTRUCTURE

### Central Infrastructure

- Sole provider
- Regulated business
- Provision of infrastructure, incl. Baggage conveyor system (80+ km)
- Baggage connectivity in 2023: 95.8%
- ~ 25.4 mil. pieces of 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 RAMP & PASSENGER SERVICES

### Ramp Services

- One third-party handler: WISAG
- ~191k A/C / ~24.2 mil. tons MTOM handled 2023

#### Tasks, among others:

 A/C acceptance, Loading and unloading services, Passenger & crew transport, Baggage, Cargo, Mail transport, De-icing, Water supply, Cleaning

### **Passenger Services**

- Open market: third-party handlers (e.g., WISAG) and selfhandling (e.g., Lufthansa)
- ~19.6k aircraft handled in 2023

#### Tasks, among others:

• Check-in & boarding, Ticketing, Baggage tracing, Flight and Ground Ops, Ramp Agents, General aviation terminal



#### 57 Visual Fact Book 2023

<sup>&</sup>lt;sup>1</sup> Base: LHS A/C Movements, RHS: Passengers Fraport AG

# **4 MAJOR INTERNATIONAL HOLDINGS**



### **PORTFOLIO** 23 AIRPORTS I 5 RETAIL CONCESSIONS I 1 OTHER OPERATIONS



# PORTFOLIO TIMELINE



<sup>1</sup> Shareholding extension possible <sup>2</sup> Shareholding / Freehold <sup>3</sup> Extension option available <sup>4</sup> Sold to State of Rhineland Palatinate

# PORTFOLIO KEY FACTS

Investment	% share	Consolidation	Investment type	Concession charge	Capex obligation <sup>1</sup>	Regulation
Fortaleza	100	Full	Concession until 2047	Fixed minimum <sup>5</sup> + 5% revenue component	Modernizing and expanding the airport	Dual till
Porto Alegre	100	Full	Concession until 2042 <sup>3</sup>	Fixed minimum <sup>5</sup> + 5% revenue component	Modernizing and expanding the airport	Dual till
Ljubljana	100	Full	Asset ownership <sup>4</sup>	/	/	Dual till
Lima	80.01	Full	Concession until 2041 <sup>3</sup>	Fixed minimum + revenue component	Modernization of existing infrastructure fulfilled, new runway constructed, new terminal under construction	Single till
Greek regionals	65	Full	Concession until 2057 <sup>3</sup>	Fixed minimum + EBITDA component	Modernizing and expanding the airport portfolio	Dual till with predefined charge mechanism
Varna & Burgas	60	Full	Concession until 2046	Fixed minimum + revenue component	Construction of 2 new terminals fulfilled	Dual till
Antalya (current concession)	51/50 <sup>2</sup>	@equity	Concession until 2026	Fixed	Construction of new terminal fulfilled	Dual till with fixed charges
Antalya (new concession)	49/50 <sup>2</sup>	@equity	Concession 2027-2051	Fixed	Expansion of terminal and other airport facilities	Dual till with fixed charges
Delhi	10	@cost	Concession until 2036 <sup>3</sup>	Revenue component	Contruction of new terminal, new runway, other airport facilities fulfilled	Hybrid till

<sup>1</sup> W/o maintenance capex and investments subject to traffic growth <sup>2</sup> Share of voting rights: 51% (current concession) 49% (new concession) / dividend share: 50% each <sup>3</sup> Extension option available <sup>4</sup> Right to operate airport derived from land use contract until 2054, extension possible <sup>5</sup> starting in year 6 of the concession

## **PORTFOLIO** AIRPORTS TYPES



Varna Airport Share: 60% 1.8 mil. passengers

Antalya Airport Share: 51% 35.7 mil. passengers

# FEATURES OF MAJOR HOLDINGS FRAPORT BRASIL



# FEATURES OF MAJOR HOLDINGS FRAPORT SLOVENIJA: LJUBLJANA AIRPORT



Passengers in mil.<sup>1</sup>



Fraport ownership: 100%

Fraport investment since: September 2014

**Investment type:** Right to operate airport derived from 40 years land use contract, extension possible

#### **Airport profile:**

Capital city airport of Slovenia 1 Runway, capacity of 32 movements/hour (combined) 1 Terminal, capacity of 4 mil. passengers/year,

**Cost of acquisition:** ~€240 mil. for acquisition of shares, no concession charges

Scope of Fraport activities: Aviation, non-Aviation & Ground Handling

Capex obligation: Maintenance and additional capex for terminal extension

Regulation: Dual till

**2023 profits to Group:** € 1.8 mil.

Share in 2023 Group result: ~1%

# FEATURES OF MAJOR HOLDINGS FRAPORT USA: AIRMALL RETAIL CONCESSIONS

#### Washington Dulles International Airport (IAD)



Washington Ronald Reagan National Airport (DCA)



#### Fraport ownership: 100%

#### Fraport investment since: August 2014

**Investment type:** Based on concession agreements, Fraport USA subleases terminal concession areas to retail, food & beverage operators at the following airports:

- Baltimore, concession rolled forward on monthly basis until new tendering
- Cleveland, concession until January 2025
- Newark (Terminal B), concession until January 2025<sup>1</sup>
- New York JFK (Terminal 5), concession until March 2028<sup>1</sup>
- Nashville, concession until January 2029<sup>1</sup>
- Washington (IAD und DCA), concession until March 2034

**Cost of acquisition:** ~€45 mil. for acquisition of shares

**Scope of Fraport activities:** Planning, designing & leasing of commercial areas **Capex obligation:** Pre-defined capex requirements focused on the improvement of common areas

2023 profits to Group: €16.4 mil.

Share in 2023 Group result: ~4%

### FEATURES OF MAJOR HOLDINGS LIMA AIRPORT





Fraport ownership: 80.01%

Fraport investment since: February 2001

Investment type: 40 years concession + extension option

### **Airport profile**

Capital city airport of Peru & regional hub in Latin America 2 runways (2<sup>nd</sup> runway put into operation in April 2023) 1 terminal (new terminal under construction)

**Cost of acquisition:** Multiple stage acquisition + annual variable revenue linked concession charge of ca. 46.5%

#### Scope of Fraport activities: Aviation & non-Aviation

**Capex obligation:** Obligation to modernize existing infrastructure fulfilled; the new runway has been put into operation in 2023, while the new terminal will be inaugurated in the end of 2024, with the second phase of expansion to be completed in 2025.

Regulation: single till

**2023 profits to Group:** €32.1 mil.

Share in 2023 Group result: ~7%

### FEATURES OF MAJOR HOLDINGS FRAPORT GREECE

Cluster A Airports	Cluster B Airports	•	
Num. of Airports: 7	Num. of Airports: 7		1
PAX 2023: 18.8 mil (+12.6% YoY)	PAX 2023: 15.0 mil (+4,0% YoY)		I
Domestic/Intl PAX 2023: 18%/82%	Domestic/Intl PAX 2023: 16%/84%	6	



#### Fraport ownership: 65%

Fraport investment since: April 2017

Investment type: 40 years concession until 2057

Airports profile: 14 regional airports with strong touristic share

**Cost of acquisition:** Upfront payment of  $\leq 1.234$  bn., fixed annual installments of  $\leq 22.9$  mil. (indexed with Greek CPI), and as of 2021 additional variable component of c. 28.5% EBITDA (not or not fully applicable from 2021 to 2023 due to Covid-19)

**Scope of Fraport activities:** Upgrade, maintenance, management and operation of the 14 regional airports

**Capex obligation:** Imminent works to modernize and expand airports completed until 2021

**Regulation:** Dual till with aviation charges set at €13 per departing passenger at the beginning, and fixed increase to €18.5 +/- 90% p.a. of Greek CPI following fulfillment of capex obligation

**2023 Profits to Group**: €79.1 mil.

**Share in 2023 Group result**: ~18%

# FEATURES OF MAJOR HOLDINGS FRAPORT TWIN STAR: VARNA & BURGAS AIRPORTS



 Fraport ownership: 60%

Fraport investment since: November 2006

Investment type: 40 years concessions until 2046

Airports profile: Largest airports except of Sofia and gateway to the Black Sea coastVarna:1 runway, 2 terminalsBurgas:1 runway, 2 terminals

**Cost of acquisition:** € 3.0 mil. upfront payment and variable concession fee of 19.2% of total revenues

Scope of Fraport activities: Aviation, non-Aviation & Ground Handling

**Capex obligation:** Obligation to construct 2 new terminals fulfilled, further investments subject to traffic

Regulation: Dual till with multi year contracts

**2023 profits to Group:** €5.8 mil.

Share in 2023 Group result: ~1%

### FEATURES OF MAJOR HOLDINGS ANTALYA AIRPORT





**Fraport ownership:** Share of voting rights: 51% / dividend share: 50%

Fraport investment since: 1999, concession was renewed in September 2007

**Investment type:** 19 years concession until 2026 (2 years extension due to Covid-19)

**Airport profile** Largest Airport in Turkey outside of Istanbul 2 Runways, 3 Terminals

**Cost of acquisition:** Upfront payment of ~€500 mil. and annual installments of €100 mil. since 2010 / € 116 mil. in 2025 & 2026 (deferred payments due to Covid-19)

Scope of Fraport activities: Aviation & non-Aviation

Capex obligation: Obligation to construct a domestic terminal fulfilled.

**Regulation:** Dual till with aviation charges set at €15 per departing international and €3 per departing domestic passenger

2023 profits to Group: ~€82 mil.

Share in 2023 Group result: ~19%

# FEATURES OF MAJOR HOLDINGS NEW ANTALYA CONCESSION

Operational Period	<ul> <li>Exclusivity to operate all terminals at Antalya Airport from January 2027 to December 2051</li> <li>The current Antalya Airport concession will expire in December 2026</li> </ul>
SPV	<ul> <li>Fraport's share in the company: 49%; TAV's share in the company: 51%</li> <li>Dividend rights 50/50, co-control</li> </ul>
Consolidation	Asset to be consolidated by equity method
Total Concession Rent	Total concession rent payable is 7.25 billion EUR + VAT
Concession Rent Payment Schedule	<ul> <li>25% of total concession rent were paid up front to State Airports Authority (DHMI) in March 2022</li> <li>10% of total concession rent will be paid between 2027 and 2031 in equal annual instalments (2% p.a.)</li> <li>65% of total concession rent will be paid between 2032 and 2051 in equal annual instalments (3.25% p.a.)</li> </ul>
Pax Fees/ Security Fee During New Period	<ul> <li>International: 17 EUR (currently 15 EUR)/ Domestic: 3 EUR (no change)</li> <li>Security Fee of 3.00 EUR unchanged but as of 2027 no sharing (50/50) with the airport authority (DHMI)</li> </ul>
Сарех	<ul> <li>Approx. 915 million EUR will be invested during concession period, of which approx. 750 million EUR will be invested between 2022-25</li> </ul>
Financing	Both capex and upfront payment of the total concession rent will be majority debt-financed
Impact on Fraport Group	<ul> <li>Fraport will continue its international success story in Turkey.</li> <li>Fraport will inject approx. 500 million EUR equity (equity + shareholder loans) into the SPV.</li> <li>As the SPV is consolidated at equity, the equity injection will increase Group net debt by the same amount.</li> <li>Over lifetime of the new concession period, dividend returns will compensate for this effect.</li> </ul>

### FEATURES OF MAJOR HOLDINGS DELHI AIRPORT





#### **Fraport ownership:** 10%

#### Fraport investment since: April 2006

**Investment type:** 30 years concession until 2036 with extension option until 2066

**Airport profile** Capital city airport & largest airport in India 4 Runways, 3 Terminals

**Cost of acquisition:** ~€40 mil.

Scope of Fraport activities: Services as per Airport Operator Agreement

**Capex obligation:** Construction of new terminal, runway and other airport facilities fulfilled

**Regulation:** Hybrid till (aeronautical charges with 30% non-aeronautical revenues subsidized)

2023 profits to Group: n/a as investment is valued at cost

Share in 2023 Group result: n/a

### FEATURES OF MAJOR HOLDINGS CONSTRUCTION WORKS AT LIMA AND ANTALYA AIRPORT

# Lima

- Inauguration of new Terminal in December 2024
- Capacity to increase to c.40mn Pax until end of 2025



### Antalya

- Inauguration of new Terminal in Q1 2025
- Capacity to increase in first step to c.65mn Pax
# **5 CURRENT DEVELOPMENT**

R

URKISH AIRLINES

5.00=

## CURRENT DEVELOPMENT **BUSINESS REVIEW**

Frankfurt Close to 60mn PAX

Intl' Airports PAX at 98% of 2019

EBITDA above 2019

**Further Steps to Decarbonize** 

**New Corporate Strategy Revealed** 



**Mid Point of 2023 Outlook Achieved** 

Mid Term Guidance Fulfilled<sup>1</sup>

Mid Term Guidance Exceeded<sup>1</sup>



On Our Way to Become CO<sub>2</sub> Free by 2045

**Financial Targets For 2030 Provided** 



## CURRENT DEVELOPMENT TRAFFIC REVIEW

### Frankfurt Close to 60mn PAX

- PAX Recovery Accelerates over the Course of 2023 with 4Q23 being c.91%
- China Recovery at c.47% on FY basis with Nov/Dec. being c.78%

### Intl' Airports reach 2019

- Greece with strong Summer Traffic and Season Extension
- Ljubljana impacted by Absence of Flag Carrier
- Twin Star impacted by Proximity to Russia/Ukraine
- Antalya tops 2019 despite Absence of c.4mn Russian PAX
- Lima with growing Momentum in 2023
- Brazil impacted by Market Consolidation, predominantely in Fortaleza

### 23FY Passenger Recovery vs. 2019



## **CURRENT DEVELOPMENT** FRANKFURT SUMMER FLIGHT SCHEDULE 2024

NORLD EXPO 2030

1 ( **( )** ( **)** ( **)** 

Further narrowing the gap to pre-pandemic traffic figures

- Seat Capacities: +5% vs. 2023
  Seat Capacities: just under 20% of 20
- Seat Capacities: just under 90% of 2019

- Movements: +6% vs. 2023
- Movements: just under 90% of 2019

## **CURRENT DEVELOPMENT** FRANKFURT STAFFING

Ground Handling Other FRA Positions FraSec

Number of Employees (as per Reporting Date)

Frankfurt Consolidated Staff Number as of Dec. 31, 2023: 16,101 down by c.4.7k vs. YE'19



### **CURRENT DEVELOPMENT** GERMAN PUBLIC SECTOR BARGAINING AGREEMENT



Main Building Blocks For 3 Frankfurt Segments Staff Costs	23FY	24FY
Security Adjustment	-110	
Non-Permanent Payments	c.30	-30mn drop out, +5mn new
Permanent Adjustments (23FY from annualizing 2022 Effects)	c.35	c.70
Other: Mainly Staff Volume Effects	c.30	Tbd

## **CURRENT DEVELOPMENT** FRANKFURT INFLATION PROTECTION

**Dual-Till regulated Infrastructure** 

### Aviation

#### Full Cost (Inflation) Coverage Potential via Regulation, albeit with Time Gap Potential of up to c.12 months

Total 22FY Segment Opex: 681mn (2019: 786mn)

### **Retail & Real Estate**

Retail & Car Park Revenues mostly follow direct Inflation, Real Estate – continues Price Adjustments

> Total 22FY Segment Opex: 134mn (2019: 136mn)

## **Ground Handling**

Coverage Potential of Central Infrastructure Cost Inflation (c.35-40% of Segment Cost / Time Gap Potential of up to c.12 months), Ground Services Opex Inflation to be priced-in going forward

> Total 22FY Segment Opex: 632mn (2019: 656mn)

- Airport Charges with annual Price Revision to allocate Cost of running the Infrastructure on Users and allow appropriate Return on Invested Capital
- Security Business Pricing & Opex Reimbursement covered by Federal Framework

- Unregulated Segment (Opex), but:
- Retail Revenues usually as percentage of Shop Turnover; excl. Advertisement
- Parking lots with flexible Pricing
- Real Estate continues price adjustments

- **Central Infrastructure** with annual Price Revision to allocate Cost of running the Infrastructure on Users and allow appropriate Return on Invested Capital
- **Ground Services** usually with fixed price contracts, new Contracts with focus on Price / Labor Index formula

## **CURRENT DEVELOPMENT** INTERNATIONAL ACTIVITIES INFLATION PROTECTION



- Airport Charges with annual Greek CPI-link (CPI x 0.9)
- **Non-Aviation** usually as MAGs and percentage of Turnover

### Ljubljana



 Airport Charges RoRAB linked
 Non-Aviation usually as MAGs and percentage of Turnover



- Airport Charges with annual BRL CPI-link (CPI – X - Q)
- Non-Aviation usually as MAGs and percentage of Turnover



Airport Charges negotiated with Concession Grantor Non-Aviation usually as MAGs and percentage of Turnover



- Airport Charges annual US-RPI-link – X, multi-annual Revision of X-factor
- **Non-Aviation** usually as MAGs and percentage of Turnover / Profit Sharing



**Revenues** usually as MAGs and percentage of Turnover

## CURRENT DEVELOPMENT 2024 BUSINESS UPDATE

Frankfurt Summer Schedule

**Frankfurt Terminal 3** 

**Frankfurt PV Plant** 

**Lima Terminal** 

Antalya



just under 90% of 2019 Seat Capacities Expected



Parking House Opened, Commercial Areas Awarding Underway



2.8km of Solar Power For Frankfurt by End 2024



**Opening Date Set For December 18th, 2024** 



**Construction 70+% Completed; Opening Q1 2025** 

## **CURRENT DEVELOPMENT** IR MILESTONES FORWARD-LOOKING EXCERPTS

2024	2026	2028
9.5% FRA Airport Charge Increase Implemented	Commissioning of "Gamechanger" FRA T3	Final Payments of Frankfurt Terminal 3 Project expected
Commissioning of new Lima Terminal	Temporary Closure of FRA T2 New FRA Windpark PPA	FRA T2 Refurbishment underway
Commissioning of major FRA PV Plant	FRA to latest reach Pre-COVID PAX Level – Target for 2025/26	Group to Run mostly on Maintenance Capex

### 2025

Commissioning of new Antalya Terminal & 2<sup>nd</sup> phase of Lima Terminal

Group FCF Break Even Targeted

### 2027

New FRA Concourse B Passenger Screening Lines – Marking new Era of FRA T1 Retail & Passenger Experience

New AYT Concession Takeover

Intl. Activities Capex about to Run on Maintenance Need

### 2030

EUR ~2Bn EBITDA target

EUR ~1Bn FCF Target

FRA T2 to reopen

## CURRENT DEVELOPMENT ACHIEVEMENTS

Frankfurt Close to 60mn PAX

Intl' Airports PAX at 98% of 2019

EBITDA 2023 above 2019

FRA Airport Charges Implemented

**Further Steps to Decarbonize** 



Mid Point of 2023 Outlook Achieved

Mid Term Guidance Fulfilled<sup>1</sup>



Mid Term Guidance Exceeded<sup>1</sup>



+4.3% in 22, +4.9% in 23, +9.5% in 24



**Masterplan Decarbonization Finalized** 





**B** 

6313

## FRAPORT GROUP DETAILED GROUP FINANCIALS



Figures including one-off and consolidation effects, main effects are:

2015: €c.8mil. Air IT Inc. disposal book gain

2016: €c.40 mil. EBITDA impact from 10.5% St. Petersburg disposal, with €35.9 mil. Group result impact, in addition: €198.8 mil. EBITDA impact from MNL compensation, with €121.4 mil. Group result impact, €-37.7 mil. EBITDA impact from staff restructuring provision, €-22.4 mil. FraSec impairment & €-7.4 mil. write-down on Fraport USA 2018: Hanover airport disposal: €25 mil. EBITDA, €83.6 mil. EBT, and €75.9 mil. Group result impact 2019: IFRS 16 applied for the first time, EBITDA impact of €47.5 mil., and €-9.1 mil. Group result impact 2020: Global Covid-19 pandemic, high Frankfurt restructuring provision of €c.299 mil.

2021: Settlement security services (€c.58 mil.) ,Compensation for Covid-19 losses in Frankfurt of € c.160 mil. and compensations in international portfolio of € c.161 mil.

2022: Sale of stake in Xi'an (EBITDA impact of €54 mil.), compensations for Covid-19 in intl. portfolio: €43 mil., write-off of St. Petersburg loan receivables: €c.-163 mil.

### **FRAPORT GROUP** MAJOR SPECIAL ITEMS 2023/22

#### <u>1Q 2023</u>

Aviation

EUR +22.0mn Other Income: Initial fair value recognition and gain on disposal of Security Business

### <u>2Q 2023</u>

Aviation

EUR +4.1mn Other Income: In connection with the disposal of the Security Business EUR +1.9mn Other Opex: In connection with the disposal of the Security Business (EUR +2.8 mn 9M effect)

<u>3Q 2023</u> International Activities / Fraport USA EUR +11.0 mn Other Income: Pittsburgh Compensation

4Q 2023 Aviation EUR -15.1mn Other Income: In connection with the disposal of the Security Business

EUR -2.8mn Other Opex: In connection with the disposal of the Security Business

**International Activities / Fraport Brasil** EUR +18.6 mn Other Income: Rebalance Economic Equilibrium

#### <u>1Q 2022</u>

**Financial Result** 

EUR +20.0mn Result from companies accounted for using the equity method: Xi'An Reversal of Impairment Loss EUR -48.2mn Other financial result: Write-off Thalita Loan

2Q 2022

International Activities / Xi'An EUR +53.7mn Other Income: Gain on Asset Disposal Financial Result EUR -115.1mn Other financial result: Write-off Thalita Loan EUR -19.3 mn Interest Expense: Refinancing of Fraport Greece Loan

<u>3Q 2022</u> International Activities / Fraport Greece EUR +23.6 mn Other Income: State Settlement Agreement

4Q 2022 Retail & Real Estate EUR +18.6mn Other Income: Disposal of Property Development Ground Handling EUR -33.6mn Other Opex: Provision for possible settlement of claims International Activities / Fraport Brasil EUR +18.5 mn Other Income: Rebalance Economic Equilibrium

### FRAPORT GROUP REVENUE & EBITDA SPLIT



## FRAPORT GROUP **BALANCE SHEET**



## FRAPORT GROUP CAPEX AND CASH FLOW OVERVIEW

Capex<sup>1</sup> 2010 – 2023



2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023

Capex<sup>1</sup> in % of D&A 2010 – 2023



2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023

Strong negative impact from COVID-19 pandemic from 2020on.



2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023



2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023

<sup>1</sup> Capex as: Cash Flow in PPE, airport operating projects, intangible assets, investment property & at equity investments <sup>2</sup> New Free Cash Flow definition incl. dividends from minorities applied from 2013 onwards

89 Visual Fact Book 2023

## FRAPORT GROUP CASH MANAGEMENT



## FRAPORT GROUP CASH POSITION & MATURITY PROFILE



91 Visual Fact Book 2023

Dec. 31, 2023 break down: Frankfurt 3,261mn + 489mn CL; Greece: 304mn; Lima 71mn + 469mn CL; Brasil 46mn; Other: 360mn

## **FRAPORT GROUP** VALUE MANAGEMENT

### 2023 WACC: 7.6% 2022 WACC: 7.3%

€ mil.	Frap Gro		Aviation		Retail & Real Estate		Ground Handling		Intl' Activities & Services	
	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022
Adjusted EBIT <sup>1</sup>	822.9	677.4	155.2	40.7	273.3	258.9	-73.8	-102.1	468.2	479.9
Fraport assets	12,477.7	11,383.8	4,664.1	4,152.3	2,893.5	2,672.6	953.2	852.1	3,966.9	3,706.9
Costs of capital before tax	948.3	831.0	354.5	303.1	219.9	195.1	72.4	62.2	301.5	270.6
Fraport value added before tax	-125.4	-153.6	-199.2	-262.4	53.4	63.8	-146.2	-164.3	166.7	209.3
ROFRA	6.6	6.0	3.3	1.0	9.4	9.7	-7.7	-12.0	11.8	12.9
ROFRA (Return on Fraport assets)					Adjusted EBIT <sup>1</sup>					
			=		Fraport assets					

<sup>1</sup> EBIT including one-off effects and investments accounted for using the equity method before Taxes

## **SEGMENT AVIATION** KEY FIGURES



2016: €-9.0 mil. EBITDA impact from creation of staff-related provision and €22.4mil. impairment on FraSec

2017, 2018 & 2019 and 2022: Figures include reimbursements to airlines based on growth incentives

2020: €-96.4 mil. EBITDA impact from staff restructuring provision booked

2021: €+218 mil. EBITDA from state compensations for Covid-19 losses and security settlement

Fraport AG

## SEGMENT AVIATION REVENUE SPLIT



94 Visual Fact Book 2023

<sup>1</sup> E.g. critical parts, additional security measures and passenger segregation, insurance, etc.

Fraport AG

### **SEGMENT RETAIL & REAL ESTATE KEY FIGURES**



### **SEGMENT RETAIL & REAL ESTATE** REVENUE SPLIT



#### 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 airline buildings and / or other companies built

### **SEGMENT RETAIL & REAL ESTATE** RETAIL REVENUE SPLIT



Retail Segments	Outlets <sup>2</sup>
Duty Free & Travel Value	20
Specialty Shops	118
Food & Beverages <sup>3</sup>	68
Other Services, e. g. Car Rental <sup>4</sup>	59

<sup>1</sup> Retail revenue according to new segment structure, including IT services for passengers <sup>2</sup> As of Dec 31, 2023 <sup>3</sup> Including mobile sales units <sup>4</sup> Excluding ATMs

### **SEGMENT RETAIL & REAL ESTATE** REAL ESTATE REVENUE SPLIT



### Land / Infrastructure

• Energy supply infrastructure

#### Leaseholds

- Fraport-owned land leased to Lufthansa (most part of DLH base)
- Heritable building rights to logistics companies and Lufthansa

#### **Rents for Service & Admin. Buildings**

Office buildings, maintenance and apron buildings

### **Rents from Terminals**

Offices, lounges, storage mainly rented to airlines

## **SEGMENT GROUND HANDLING** KEY FIGURES



2022: €-33.6 mil. EBITDA impact from creation of provision for potential settlement of claims

Fraport AG

### **SEGMENT GROUND HANDLING** REVENUE SPLIT



### **Ground Handling charges** For services provided to airlines including:

- Ramp services
- Passenger services
- Cargo Services

### **Central Infrastructure charges**

Charges 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

## SEGMENT INTERNATIONAL ACTIVITIES & SERVICES KEY FIGURES



Figures including one-off and consolidation effects, main effects are:

2015: Air IT Inc. disposed: book gain of ~€8 mil.

2016: €40.1 mil. EBITDA impact from disposal of a 10.5% stake in St.

Petersburg and €198.8 mil. EBITDA impact from MNL compensation payment, €-7.9 mil. EBITDA impact from creation of staff-related provision & €7.4mil. write down on Fraport USA

2018: sale of Hanover airport: EBITDA/EBIT effect of €25.0 mil.

2019: first-time application of IFRS 16: EBITDA impact €+47.5 mil., EBIT impact €+2.9 mil.

2020: €-46.6 mil. EBITDA impact from staff restructuring provision booked

2021: €+160 mil. EBITDA impact from compensations for Covid-19 losses

2022: €+42 mil. EBITDA impact from compensations for Covid-19 losses; €+54 mil. EBITDA impact from stake disposal in Xi'an

#### **Fully consolidated Group companies**

€ million	Share in %		Re	venue <sup>1)</sup>			EBITDA			EBIT			Result
		FY23	FY22	Δ%	FY23	FY22	Δ%	FY23	FY22	Δ%	FY23	FY22	Δ%
Fraport USA	100	115.7	103.4	+11.9	61.6	49.6	+24.2	29.0	4.8	> 100	16.4	-1.8	_
Fraport Slovenija	100	43.4	33.9	+28.0	12.8	7.6	+68.4	2.4	-2.7	_	1.8	-2.6	_
Fortaleza + Porto Alegre <sup>2)</sup>	100	108.3	90.0	+20.3	66.4	60.1	+10.5	31.0	28.8	+7.6	2.4	-3.5	_
Lima	80.01	792.0	590.1	+34.2	109.2	100.2	+9.0	80.3	83.4	-3.7	32.1	37.2	-13.7
Fraport Greece <sup>3)</sup>	65	545.2	443.8	+22.8	271.3	271.7	-0.1	206.3	208.5	-1.1	79.1	69.9	+13.2
Twin Star	60	51.2	43.5	+17.7	20.6	19.3	+6.7	10.9	8.6	+26.7	5.8	4.2	+38.1

#### Group companies accounted for using the equity method

€ million	Share in %		Re	venue <sup>1)</sup>			EBITDA			EBIT			Result
		FY23	FY22	Δ%	FY23	FY22	Δ%	FY23	FY22	Δ%	FY23	FY22	Δ%
Antalya Antalya II	51/50 <sup>4)</sup> 49/50 <sup>5)</sup>		396.6 _	+17.9 -	371.6 –	323.0	+15.0	255.3 –	208.3	+22.6	163.7 10.2	119.6 –22.6	+36.9

1) Revenue adjusted by IFRIC 12: Lima 2023: 326.4 Mio € (2022: 277.9 Mio €); Fraport Greece 2023: 508.3 Mio € (2022: 433.5 Mio €); Fortaleza + Porto Alegre: 2023: 95.4 Mio € (2022: 81.3 Mio €);

Antalya 2023: 463.2 Mio € (2022: 388.8 Mio €)

2) Sum of the Group companies Fortaleza and Porto Alegre.

3) Fraport Regional Airports of Greece A and Fraport Regional Airports of Greece B are collectively referred to as "Fraport Greece"

4) Share of voting rights: 51%, dividend share: 50%

5) Share of voting rights: 49%, dividend share: 50%

Greece €mn	4Q23	4Q22	4Q19
Revenue	99	77	80
Revenue w/o IFRIC 12	88	73	49
- Airport Charges	56	53	34
- Retail	25	13	10
- Other	7	7	5
Total Revenue	99	77	80
Opex (ex. IFRIC 12)	58	54	31
EBITDA	30	19	18

3Q23	3Q22	3Q19
255	228	177
252	226	144
208	185	127
31	29	7
13	12	10
255	251	177
102	70	38
150	179	106

2Q23	2Q22	2Q19
	-	-
159	117	128
138	113	81
112	94	69
17	11	5
9	8	7
159	117	128
47	39	34
91	74	47

1Q23	1Q22	1Q19
32	22	78
30	22	23
21	16	15
3	1	4
6	5	4
32	22	79
29	23	23
1	-1	0

Antalya €mn	4Q23	4Q22	4Q19
Revenue	99	92	80
Revenue w/o IFRIC 12	95	84	80
- Airport Charges	59	49	48
- Retail	32	32	29
- Other	4	3	3
Total Revenue	99	92	80
Opex (ex. IFRIC 12)	21	18	18
EBITDA	74	66	62

3Q23	3Q22	3Q19
216	191	183
216	191	183
140	115	125
71	71	54
5	5	4
216	191	184
32	24	21
184	167	163

2Q23	2Q22	2Q19
121	94	112
121	94	112
74	57	76
42	33	33
5	4	3
121	94	112
21	14	15
100	80	98

1Q23	1Q22	1Q19
31	20	26
31	20	24
16	10	12
12	8	9
3	2	3
33	20	26
19	10	9
14	10	15

Note: Due to commercial rounding discrepancies may occur when summing up, % changes based on unrounded figures

Lima €mn	4Q23	4Q22	4Q19	3Q23	3Q22	3Q19	2Q23	2Q22	2Q19	1Q23	1Q22	1Q19
Revenue	195	171	112	217	169	108	198	132	127	182	119	89
Revenue w/o IFRIC 12	90	79	92	86	78	86	76	65	87	74	55	82
- Airport Charges	50	47	52	50	47	46	44	38	49	43	31	46
- Retail	17	11	17	14	11	18	11	9	17	11	7	15
- Other	23	21	23	22	20	22	21	18	21	20	17	21
Total Revenue	195	171	112	217	169	108	198	132	127	182	119	89
Opex (ex. IFRIC 12)	63	53	58	56	49	54	51	41	53	47	34	50
					20	22		24	24		21	32
EBITDA	27	26	34	31	29	32	25	24	34	27	21	32
Lima USDmn	4Q23	4Q22	4Q19	3Q23	3Q22	3Q19	2Q23	2Q22	2Q19	1Q23	1Q22	1Q19
Lima USDmn Revenue	4Q23 210	4Q22 176	4Q19 124	3Q23 236	3Q22 172	3Q19 120	2Q23 216	2Q22 140	2Q19 143	1Q23 195	1Q22 133	1Q19 101
Lima USDmn	4Q23	4Q22	4Q19	3Q23	3Q22	3Q19	2Q23	2Q22	2Q19	1Q23	1Q22	1Q19
Lima USDmn Revenue	4Q23 210	4Q22 176	4Q19 124	3Q23 236	3Q22 172	3Q19 120	2Q23 216	2Q22 140	2Q19 143	1Q23 195	1Q22 133	1Q19 101
Lima USDmn Revenue Revenue w/o IFRIC 12	4Q23 210 <b>97</b>	4Q22 176 <b>82</b>	4Q19 124 <b>102</b>	3Q23 236 <b>94</b>	<b>3Q22</b> 172 <b>80</b>	3Q19 120 <b>96</b>	2Q23 216 <b>83</b>	<b>2Q22</b> 140 <b>70</b>	2Q19 143 <b>98</b>	1Q23 195 <b>80</b>	1Q22 133 <b>62</b>	1Q19 101 93
Lima USDmn Revenue Revenue w/o IFRIC 12 - Airport Charges	4Q23 210 <b>97</b> 54	<b>4Q22</b> 176 <b>82</b> 48	4Q19 124 <b>102</b> 57	<b>3Q23</b> 236 <b>94</b> 54	<b>3Q22</b> 172 <b>80</b> 47	<b>3Q19</b> 120 <b>96</b> 51	<b>2Q23</b> 216 <b>83</b> 48	<b>2Q22</b> 140 <b>70</b> 40	<b>2Q19</b> 143 <b>98</b> 55	<b>1Q23</b> 195 <b>80</b> 46	1Q22 133 <b>62</b> 35	1Q19 101 <b>93</b> 53
Lima USDmn Revenue Revenue w/o IFRIC 12 - Airport Charges - Retail	4Q23 210 <b>97</b> 54 18	4Q22 176 82 48 11	4Q19 124 <b>102</b> 57 19	<b>3Q23</b> 236 <b>94</b> 54 15	<b>3Q22</b> 172 <b>80</b> 47 11	3Q19 120 <b>96</b> 51 19	2Q23 216 <b>83</b> 48 12	2Q22 140 70 40 10	<b>2Q19</b> 143 <b>98</b> 55 19	1Q23 195 <b>80</b> 46 12	1Q22 133 62 35 8	<b>1Q19</b> 101 <b>93</b> 53 17
Lima USDmn Revenue Revenue w/o IFRIC 12 - Airport Charges - Retail - Other	4Q23 210 <b>97</b> 54 18 25	4Q22 176 82 48 11 23	4Q19 124 <b>102</b> 57 19 26	3Q23 236 94 54 15 25	3Q22 172 80 47 11 22	3Q19 120 <b>96</b> 51 19 26	2Q23 216 83 48 12 23	2Q22 140 <b>70</b> 40 10 20	2Q19 143 98 55 19 24	1Q23 195 <b>80</b> 46 12 22	1Q22 133 62 35 8 19	1Q19 101 93 53 17 23

Note: Due to commercial rounding discrepancies may occur when summing up, % changes based on unrounded figures

Brasil €mn	4Q23	4Q22	4Q19	3Q23	3Q22	3Q19	2Q	23 2Q2	2 2Q19	1Q23	1Q22	1Q19
Revenue	33	29	55	27	23	65		23 2	1 77	25	5 18	86
Revenue w/o IFRIC 12	26	24	26	25	22	24		22 1	21	23	17	23
- Airport Charges	14	13	15	14	12	15		13 1	) 13	13	9	15
- Retail	5	4	4	4	4	4		4	4 3	4	4 4	4
- Other	7	7	7	7	6	5		5	5 5	6	5 4	4
Total Revenue	52	48	56	28	23	66		24 2	5 78	25	5 19	87
Opex (ex. IFRIC 12)	16	14	16	12	9	13		12 1	2 13	9	) 10	15
EBITDA	29	29	10	13	13	11		1 1	1 9	14	l 8	9
Brasil BRLmn	4Q23	4Q22	4Q19	3Q23	3Q22	3Q19	2Q	23 2Q2	2 2Q19	1Q23	1Q22	1Q19
Revenue	4023	155	4Q19 254	146	120	289		26 10		137		368
Revenue w/o IFRIC 12	137	133	116	131	114	105		20 10		128		99
- Airport Charges	76	71	69	76	63	68		58 5		70		64
- Retail	25	23	18	24	21	16		21 1		22		04
		23	10	24	21	10		<u>-   i</u>	14			15
- Other		22		21	20	21		21 2	10	20	26	15
- Other	36	33	29	31	30	21		31 2		30		20
Total Revenue	36 <b>281</b>	258	29 <b>259</b>	148	123	292	1	28 13	2 342	139	110	20 <b>371</b>
	36		29				1	-	<b>2 342</b> 7 55		<b>110</b>	20

Note: Due to commercial rounding discrepancies may occur when summing up, % changes based on unrounded figures

4Q19

5

5 6 -1

Twin Star €mn		4Q23	4Q22	
Revenue		6	5	
Revenue w/o IFRIC 12		6	5	
- Airport Charges	-	3	3	
- Retail	-	1	1	
- Other	-	2	1	
Total Revenue	-	6	5	
Opex (ex. IFRIC 12)	-	8	6	
EBITDA	_	-2	-1	
	-			

3Q23	3Q22	3Q19
29	26	41
29	26	41
18	16	27
5	4	5
6	6	9
30	26	41
11	9	14
19	17	27

2Q23	2Q22	2Q19
11	9	15
11	9	15
6	5	9
2	2	2
3	2	4
11	9	15
6	4	6
5	5	9

1Q23	1Q22	1Q19
5	3	3
5	3	3
3	1	2
1	0	0
1	2	1
5	3	3
6	4	4
-1	-1	-1

Ljubljana €mn	4Q23	3 4Q22
Revenue	1.	1 8
Revenue w/o IFRIC 12	11	1 8
- Airport Charges	I	5 3
- Retail		i 0
- Other	1	5 5
Total Revenue	11	9
Opex (ex. IFRIC 12)		8 8

Q22	4Q19	3Q23
8	9	13
8	9	13
3	4	7
0	1	1
5	4	5
9	11	13
8	9	7
1	2	6

3Q23	3Q22	3Q19
13	11	14
13	11	14
7	5	7
1	1	1
5	5	6
13	11	14
7	7	8
6	4	6

2Q23	2Q22	2Q19
11	9	13
11	9	13
5	4	6
1	0	1
5	5	6
12	9	13
8	7	8
4	2	5

1Q23	1Q22	1Q19
9	6	10
9	6	10
3	2	4
0	0	1
6	4	5
9	6	10
8	6	6
1	0	4

Note: Due to commercial rounding discrepancies may occur when summing up, % changes based on unrounded figures

2

**EBITDA** 

## **SEGMENT INTERNATIONAL & ACTIVITIES** FRAPORT GREECE IFRIC 12 & STATE SETTLEMENTS



Underlying IFRIC 12







#### **EBITDA ex. State Compensation Effects**

State Compensation Effects (saving on fixed and variable concession payments or other)

### SEGMENT INTERNATIONAL & ACTIVITIES CASH FLOWS OF FULLY CONSOLIDATED INVESTMENTS


### **SPECIAL IFRS ACCOUNTING POLICIES** IFRS 16 / IFRIC 12 ACCOUNTING PRINCIPLES OVERVIEW 1

	Year	Lease payment	Present value 6% discounting example
	1	60,000	56,604
	2	60,000	53,400
The <b>right of use</b> is	3	60,000	50,377
initially recognized at the NPV of the	4	60,000	47,526
future fixed	5	60,000	44,835
concession or lease	6	60,000	42,298
liabilities	7	60,000	39,903
nabilities	8	60,000	37,645
	9	60,000	35,514
	10	60,000	33,504
	Sum	600,000	NPV: 441,605

Financial Position:	Initial Recognition (t <sub>0</sub> )	
Assets	-	Equity + Liabilities
	<b>"Other financial liabilities"</b> NPV of fixed concession or lease obligation	441,605
ightarrow Capex in connection with the asset will be added to the asset item	ightarrow Accounted for in current and non-current liabilities	

### **SPECIAL IFRS ACCOUNTING POLICIES** IFRS 16 / IFRIC 12 ACCOUNTING PRINCIPLES OVERVIEW 2

	Imp	acts on Annual Ac	counts after 1 <sup>st</sup> Period		
Cash Flow: IFRIC 12	Operating Cash Flow Investment Cash Flow	0 - <b>60,000</b>	Cash Flow: IFRS 16	Operating Cash Flow Financing Cash Flow	0 - <b>60,000</b>
Assets Equity + Liabilit					
Intangible asset item (t0) 441,		441,605 C	Other financial liabilities (t0)		441,605
Right of use to be depreciated over 10 years		1:	NPV adjustment of fixed lease /concession obligation after 1st period $\rightarrow$ 6% add back on 441,605		+26,496
		<b>397,444</b> A	Accounting of 1st lease / concession payment		-60,000
Cash & Cash equivalents -60,00		-60,000 O	0 Other financial liability – at the end of 1st period		408,101
		Earnings before Taxes – see P+L		-70,657	
Change in Total Assets vs. t0 -104,161		hange in Equity & Liabilities v	s. t0	-104,161	

	Operating results		The NPV treatment of concession or lease obligations will lead to
D.1	- Depreciation	-44,161	more negative Earnings at the beginning of a concession and lease
P+L	- Interest expenses	-26,496	
	Earnings before Taxes	-70,657	Interest Expeses are inflated over Credit-linked Interest Expenses

### **SPECIAL IFRS ACCOUNTING POLICIES** IAS 23 ACCOUNTING PRINCIPLE OVERVIEW

Borrowing costs (IAS 23) that relate to the acquisition, construction, or production of a qualifying asset are **required to be capitalized** as part of the acquisition/production cost of such assets. The planned investment amount forms the basis for determining the qualifying assets. If the volume exceeds €25 million and if the construction period is 1+ year, all assets produced as part of the measure are recognized as qualifying assets. The application will lead to **reduced Interest Expenses** during the construction phase **(positive Earnings effect)** and **higher D&A** following the commissioning of the qualifying asset **(negative Earnings effect)**. As the capitalized borrowing costs, in case of Fraport, are reported as "**Capex**" in the Cash Flow Statement, the application of IAS 23 is "**neutral**" on Free **Cash Flow**. The Application, however, **increases the reported Operating Cash Flow** and simultaneously **increases the reported Cash Flow used in Investitug Activities**.

Capitalized Interest Amount = (Investment to + Investment ti) / 2 x Cost of Debt



### APPENDICES D&A & INTEREST EXPENSES

EUR mn	23FY	22FY	21FY	20FY	19FY
Depreciation & Amortization	501	465	443	458	475
o/w IFRS16 related <sup>1</sup>	37	41	38	45	45
o/w IFRIC12 related <sup>2</sup>	134	116	106	94	84
o/w other D&A	330	308	299	319	346
Interest Expenses	318	314	269	193	197
o/w IFRS16 related <sup>1</sup>	7	9	9	11	12
o/w IFRIC12 related <sup>2</sup>	69	86	75	55	55
o/w other Interest Expenses	313	263	226	163	175
o/w capitalized borrowing cost	-71	-44	-41	-36	-46
	1				

4Q23	3Q23	2Q23	1Q23	4Q22	3Q22	2Q22	1Q22
143	123	119	116	115	124	114	112
9	9	9	10	11	11	10	10
37	34	33	29	30	30	29	27
97	80	77	77	74	83	75	75
85	73	81	78	63	67	108	75
2	2	2	2	2	2	2	2
16	13	18	21	15	18	31	23
87	78	75	72	58	57	86	61
-20	-20	-14	-17	-12	-10	-11	-11

Frankfurt Terminal 3 & Lima Terminal Construction Progress reflected in increased amount of capitalized borrowing cost

<sup>1</sup> IFRS 16 specifies how **leases** are recognized, measured, presented, and disclosed. Based on the application of IFRS 16, depreciation charges and interest expenses incurred. <sup>2</sup> IFRIC 12 specifies how **service concession arrangement** are recognized, measured, presented, and disclosed. Based on the application of IFRIC 12, depreciation charges and interest expenses incurred. Note: Due to commercial rounding discrepancies may occur when summing up, % changes based on unrounded figures



### ESG CONTENTS



Environmental: CO<sub>2</sub>, Air Quality & Noise



Social: Employee satisfaction, Diversity, Regional engagement

Governance: Executive & Supervisory boards, AGM

Strong Focus on Sustainable Development and Annual Reporting of ESG Performances

Environmental and Social **Risk Assessment** embedded in Corporate Strategy

Management Remuneration also linked to ESG components

### ESG OUR WAY TO A CLIMATE-NEUTRAL GROUP

We want to meet people's need for mobility without placing an additional burden on the environment. We are working hard to achieve this.



No offsetting of  $CO_2$  emissions (Scope 1 and 2) is to take place throughout the Group.

### ESG WIND PARK CPPA

Commercial PPA signed with Provider EnBW on Dec. 10<sup>th</sup> , 2021 New Windpark "He Dreiht" projected to be commissioned by 2H26 Purchase of 85MW will reduce Frankfurt CO<sub>2</sub> Emissions by c.80k m.t. or just under 50% of 2019



### ESG NEW FRANKFURT PV PLANT



- New PV Plant to be constructed next to Take-off RWY West
- Test run currently underway
- Final Stage planned at approx.
   2,600m of length and c.100m of width for 1H24
- Max. Electricity Production of 13 MW

Frankfurt on Track to
 Reduce its CO<sub>2</sub> Emissions
 w/o any Compensations

ESG DIVERSITY

Female Quota	Women in Mgmt	Disabilities	
<b>23.8 %</b> -2.8 PP	Level 1 29.4% +1.3PP	<b>7.1 %</b>	
	Level 2 33.9% +2.3PP		
Average Age	Foreigners in Germany	Trainees	
<b>45.4</b> years	30.5 %	312	
+0.1 years	+1.1 PP	+32	Ser.

### **ESG** GOVERNANCE: 2-TIER BOARD STRUCTURE



### ESG EXECUTIVE BOARD



Dr. Stefan Schulte

International Activities FRA Airport Expansion Corp. Strategy, ESG & PR

07 – 09: Fraport COO 03 – 07: Fraport CFO 01 – 03: Deutz CFO 96 – 00: Infostrada mgmt, CFO Else: A.o. Director at Mannesmann



Anke Giesen

FRA Retail & Real Estate FRA IT, Legal, Corp. Auditing, Corp. Compliance

09 – 12: Douglas CHRO 04 – 09: Pfleiderer CHRO 01 – 04: Pfleiderer mgmt. Else: A.o. Mgmt positions at Mannesmann



Dr. Pierre Dominique Prümm FRA Aviation FRA Infrastructure Mgmt

12 – 18: Fraport EVP Aviation 09 – 12: Fraport SVP Corp. Development Else: A.o. Mgmt positions at Hanover Airport and Amadeus Germany



Julia Kranenberg

FRA Ground Handling FRA HR

20 – 21: Avacon AG CHRO 18 – 19: E.ON 16 – 17: innogy SE 07 – 15: RWE Else: Mgmt-Positions at RWE HR, varoius positions as lawyer at WestLB



Dr. Matthias Zieschang

Corp. Finance, Controlling & Accounting, FRA Procurement & Facility Mgmt

01 – 07: DB Netz CFO 99 – 01: Scandlines CFO 97 – 99: DB Head of Financial Strategy Else: A.o. Specialist financing BASF

### ESG EXECUTIVE BOARD REMUNERATION

Component	Remuneration system
	Non-performance-related components
Fixed compensation	<ul> <li>Base salary</li> <li>Annual adequacy review</li> </ul>
Ancillary benefits	<ul> <li>Private use of a company car with optional driver services</li> <li>Making use of Fraport AG's VIP service free of charge for private matters for lifetime and accompanied by family members</li> <li>Manager check-up</li> <li>Payment of half of the total contributions toward their pension insurance</li> <li>Contribution to statutory or private medical and health care insurance in line with legal provisions</li> </ul>
	Performance-related components
Short-term performance related remuneration (bonus)	<ul> <li>Design of the bonus as a market standard target bonus system         <ul> <li>60% EBITDA</li> <li>40% ROFRA</li> <li>Limit at 150 % of the target amount</li> <li>Modifier (0,9–1,1) to assess the collective performance of the Executive Board and environmental, social and governance goals (ESG)</li> </ul> </li> </ul>
Long-term performance related remuneration (PSP)	<ul> <li>Four-year period</li> <li>Limit at 150% of the assignment value</li> <li>Performance criteria:         <ul> <li>70% Earnings per Share (EPS)</li> <li>30% relative Total Shareholder Return (TSR) compared to MDAX</li> </ul> </li> </ul>

### Total **remuneration capped** for all Board members

#### **CEO** salary cap:

€3.0mil. o/w fixed annual is €715k

### **Other board members**

cap: €2.2mil. each o/w fixed annual is €500-520k

### **ESG** EXECUTIVE BOARD REMUNERATION

	Other agreements
Maximum remuneration	Maximum total remuneration according to Section 87a (1) sentence 2 No 1 AktG for the sum of all performance-related and non-performance-related remuneration components
Shareholding obligation	Obligation to purchase Fraport AG shares in the amount of a basic annual gross remuneration within 5 years
Clawback/Malus	Clawback and malus regulations imply the possibility of partial or complete reduction or reclaim of the variable remuneration
Ancillary activities	<ul> <li>Remuneration payments of internal Group mandates on the Supervisiory Board will be credited to the remuneration.</li> <li>Supervisory board mandates outside of the Group require the permission of the Supervisory board and his decision, whether remuneration paid for this is to be offset.</li> </ul>
Subsequent non-competition obligation	<ul> <li>For a period of two years</li> <li>A monthly paid ex gratia compensation (50% of the contractual benefits last received on the avarage of the last three completed fiscal years)</li> <li>Credited against the retirement pension in accordance with the pension scheme in the service contract</li> </ul>
Benefits in case of premature termination of Executive Board membership	<ul> <li>Entitlement in the event an appoitment is revoked without good cause</li> <li>Limit at two total annual remunerations or at the remuneration of the remaining term of the employment contract (serverance cap)</li> </ul>
Other benefits	<ul> <li>Conclusion of a D&amp;O liability insurance and an accident insurance</li> <li>Private use of a company mobile device</li> <li>Lifetime access to a parking spot at Frankfurt Airport</li> </ul>

### ESG SUPERVISORY BOARD REMUNERATION

Non-performance related components



2023 Total Board Remuneration was ~€1,321k, o/w Chairman received €131k and Vice Chairman €84.5k

### ESG SUPERVISORY BOARD

#### SH-representatives

Mr. Michael Boddenberg, Chair State representative, Born 1959

Mr. Dr. Bastian Bergerhoff City representative, Born 1968

> Mr. Kathrin Dahnke Independent, Born 1960

Ms. Dr. Margarete Haase Independent, Born 1953

**Mr. Harry Hohmeister** Lufthansa representative, Born 1964

Mr. Mike Josef City representative, Born 1983

Mr. Frank-Peter Kaufmann State representative, Born 1948

Mr. Lothar Klemm State representative, Born 1949

> Ms. Sonja Wärntges Independent, Born 1967

Ms. Prof. Dr.-Ing. Katja Windt Independent, Born 1969 Employee representatives

Mr. Mathias Venema, Vice Chair Born 1972

> Mr. Devrim Arslan Born 1977

Ms. Karina Becker-Lienemann Born 1970

> Ms. Ines Born Born 1989

Mr. Hakan Bölükmese Born 1976

> Mr. Sidar Kaya Born 1989

Ms. Karin Knappe Born 1975

Mr. Felix Kreutel Born 1974

Mr. Matthias Pöschko Born 1973

Mr. Özgür Yalcinkaya Born 1978 German Law for Legal Form of Fraport Parent Company stipulates **20 Board members** 

German Co-Determination Law stipulates **50%** of Board members shall be made up by **Employee representatives** (non-independent)

In case of tie **Chairman** (SHrepresentative) **has casting vote** 

30% Female Quota

**20% Independent members** 

### ESG SUPERVISORY BOARD MEETING ATTENDANCE

#### Attendance at Supervisory Board and committee meetings 2022

Member of the Supervisory Board	Supervisory Board	Finance and audit	Investment and capital	Human resources	Executive	Committee in accordance with Section 27	Nomination
		committee	expenditure committee	committee	committee	of the MitbestG (Mediation committee)	committee
Michael Boddenberg (Chair)	6 / 6 (100 %)				5 / 5 (100 %)		
Devrim Arslan	6 / 6 (100 %)	4 / 4 (100 %)		1 / 1 (100 %)	1 / 1 (100 %)		
Karina Becker-Lienemann (since 23.05.2023)	5 / 5 (100 %)		4 / 4 (100 %)	3 / 3 (100 %)			
Dr. Bastian Bergerhoff	3 / 6 (50 %)	1/4(25%)	0 / 1 (0 %)	2 / 3 (66,67 %)	1 / 1 (100 %)		
Ines Born (until 23.05.2023 / since 04.08.2023)	4 / 4 (100 %)						
Hakan Bölükmese	6 / 6 (100 %)			4 / 4 (100 %)	5 / 5 (100 %)		
Hakan Cicek (until 23.05.2023)	1/1(100%)	2 / 2 (100 %)					
Kathrin Dahnke (since 23.05.2023)	4 / 5 (80 %)		3 / 4 (75 %)				
Peter Feldmann (until 23.05.2023)	1 / 1 (100 %)						
Peter Gerber (until 03.02.2023)	No meetings						
Dr. Margarete Haase	6 / 6 (100 %)	6 / 6 (100 %)			5 / 5 (100 %)		
Harry Hohmeister (since 23.05.2023)	4 / 5 (80 %)						
Mike Josef (since 23.05.2023)	5 / 5 (100 %)				3 / 4 (75 %)		
Frank-Peter Kaufmann	6 / 6 (100 %)		5 / 5 (100 %)	4 / 4 (100 %)	5 / 5 (100 %)		
Sidar Kaya (since 23.05.2023)	5 / 5 (100 %)	4 / 4 (100 %)		3 / 3 (100 %)			
Dr. Ulrich Kipper (until 23.05.2023)	0/1(0%)	1 / 2 (50 %)	1 / 1 (100 %)				
Lothar Klemm	6 / 6 (100 %)	6 / 6 (100 %)	5 / 5 (100 %)				
Karin Knappe (since 08.06.2022)	6 / 6 (100 %)		5 / 5 (100 %)	4 / 4 (100 %)			
Felix Kreutel (since 23.05.2023)	5 / 5 (100 %)		4 / 4 (100 %)				
Ramona Lindner (since 16.02.2022)	1 / 1 (100 %)		1 / 1 (100 %)				
Michael Odenwald (until 23.05.2023)	1 / 1 (100 %)	2 / 2 (100 %)		1 / 1 (100 %)			
Matthias Pöschko	6 / 6 (100 %)		5 / 5 (100 %)		5 / 5 (100 %)		
Qadeer Rana (until 04.01.2023)	No meetings						
Mathias Venema (Vice-Chair)	6 / 6 (100 %)	6 / 6 (100 %)			5 / 5 (100 %)		

### ESG COMMITMENTS

SUSTAINABLE DEVELOPMENT



Since 1997, Fraport AG has been committed to the UN Global Compact corporate responsibility initiative and its principles in the areas of human rights, labor, environment and anticorruption.



environmental management REG.NO. DE-125-00032





• • • charta der vielfalt







Bundesverband Materialwirtschaft, Einkauf und Logistik e.V. Mitglied im ERFOLGSFAKTOR FAMILIE Unternehmensnetzwerk

Mitglied in der hessischen Initiative Beruf und Pflege vereinbaren

### ESG MAJOR RATINGS

<b>MSCI</b> March 2024	Score: AA Rating scale CCC to AAA	Corporate ESG Performance
<b>Sustainalytics</b> January 2024	Score: 13.9 ESG Risk Rating: Low Risk	RATED BY
<b>ISS ESG</b> November 2023	Score: C+ (Prime status) Rating scale D- to A+	TX -
FTSE ESG Rating December 2023	Score: 3.3 Rating scale 0 to 5	the second

FTSE4Good

# 8 SHARE & IR

~

Fraport

Fraport

- CAXINX

(FZ0031

NOBOD T

## SHARE & IR KEY DATA

ISIN:	DE0005773303
Share symbol:	FRA GR (Bloomberg)
	FRAG.DE (Refinitiv)
<ul> <li>Class of share:</li> </ul>	Ordinary bearer shares with a notional par value of $\in$ 10.00 each
<ul> <li>Capital stock (acc. to IFRS):</li> </ul>	€ 924.7 million
<ul> <li>Calculated par value per share:</li> </ul>	€ 10.00
<ul> <li>Number of floating shares</li> </ul>	
on Dec. 31, 2023 <sup>1</sup> :	92,391,339
Listing:	Frankfurt Stock Exchange – official trading (Prime Standard), MDAX <sup>2</sup>
Sustainability Share Indices:	FTSE4Good Index, Germany Ethik 30 Stock Index
<ul> <li>IPO:</li> </ul>	June 11, 2001
<ul> <li>Placement price:</li> </ul>	€ 35.00

<sup>1</sup> Total number of shares less treasury shares <sup>2</sup> Index of Deutsche Börse for mid caps from classic sectors

### SHARE & IR SHAREHOLDER STRUCTURE AS OF DECEMBER 2023<sup>1</sup>



<sup>1</sup> Shareholdings adjusted to total number of shares as of December 2023, shareholdings <3% allocated to Free Float

### SHARE & IR GEOGRAPHICAL SPLIT OF FREE FLOAT<sup>1</sup>



24.2 Australia 21.0 USA/Canada 5.6 Germany 3.6 France 2.1 Nordics

131 Visual Fact Book 2023

<sup>1</sup> Free Float without State of Hesse, Stadtwerke Frankfurt, Lufthansa & treasury shares. Holdings held by different subsidiaries were not pooled. Source: Public Filings, Bloomberg, January 2024

### SHARE & IR STOCK PERFORMANCE



### **SHARE & IR** HISTORIC FIGURES

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Year-end closing price	€	54.39	48.04	58.94	56.17	91.86	62.46	75.78	49.36	59.18	38.05	54.76
Highest price	€	57.41	57.77	62.30	58.94	91.86	96.94	78.68	75.50	68.30	67.62	56.80
Lowest price	€	42.33	47.19	48.04	45.25	55.26	61.56	61.44	30.01	43.12	36.20	38.05
Annual performance (incl. dividend)	%	26.6	-9.4	25.5	-2.4	66.2	-30.4	24.5	-34.9	+19.9	-35.7	+43.9
Earnings per share (basic)	€	2.40	2.54	3.00	4.07	3.57	5.13	4.55	-6.50	0.90	1.43	4.26
Dividend per share <sup>1</sup>	€	1.25	1.35	1.35	1.50	1.50	2.00	0	0	0	0 <sup>1</sup>	0 <sup>1</sup>
Dividend yield on Dec. 31 <sup>1</sup>	%	2.3	2.8	2.3	2.7	1.6	3.2	0	-	-	-	-
Payout ratio <sup>1</sup>	%	52.2	53.1	45.1	36.9	42.0	39.0	0	-	-	-	-
Price-earnings ratio		22.7	18.9	19.6	13.8	25.7	12.2	16.7	-7.6	65.8	26.6	12.9
Average trading volume per day (XETRA)	number	118,554	100,101	151,188	173,666	173,015	160,367	128,953	398,143	256,728	202,994	149,680
Market capitalization on Dec. 31	€ million	5,020	4,436	5,443	5,192	8,494	5,776	7,007	4,564	5,472	3,518	5,064
Total number of shares on Dec. 31	million	92.3	92.3	92.4	92.4	92.5	92.5	92.5	92.5	92.5	92.5	92.5
Number of floating shares on Dec. 31 <sup>2</sup>	million	92.2	92.3	92.3	92.3	92.4	92.4	92.4	92.4	92.4	92.4	92.4

133 Visual Fact Book 2023

<sup>1</sup> Proposed dividend for 2023 fiscal year, payout ratio EPS, not Group result <sup>2</sup> W/o treasury shares

### SHARE & IR DATES



### SHARE & IR CONTACTS



Christoph Nanke c.nanke@fraport.de SVP Finance & IR I +49 (0)69 690 74840



Florian Fuchs f.fuchs@fraport.de VP IR I +49 (0)69 690 74844



Svenja Ebeling s.ebeling@fraport.de Assistance I +49 (0)69 690 74842



Aysegül Bahar-Top a.bahar-top@fraport.de Sustainability Reporting I +49 (0)69 690 29911



Tanja Bäumer t.baeumer@fraport.de Manager IR I +49 (0)69 690 29996 135 Visual Fact Book 2023



Lara Tress-Schilling I.tress-schilling@fraport.de IR Financial Reporting I +49 (0)69 690 74846



Dilyana Sirakova d.Sirakova@fraport.de IR Financial Reporting 1 +49 (0)69 690 74845



Lucas Wacker I.wacker@fraport.de 5 IR Financial Reporting 1 +49 (0)69 690 32987

Fraport AG

## FRANKFURT AIRPORT

### FRANKFURT AIRPORT TERMINAL INFRASTRUCTURE



