**Analyst Presentation** 

**2Q21** Prof. Dr. Zieschang | CFO





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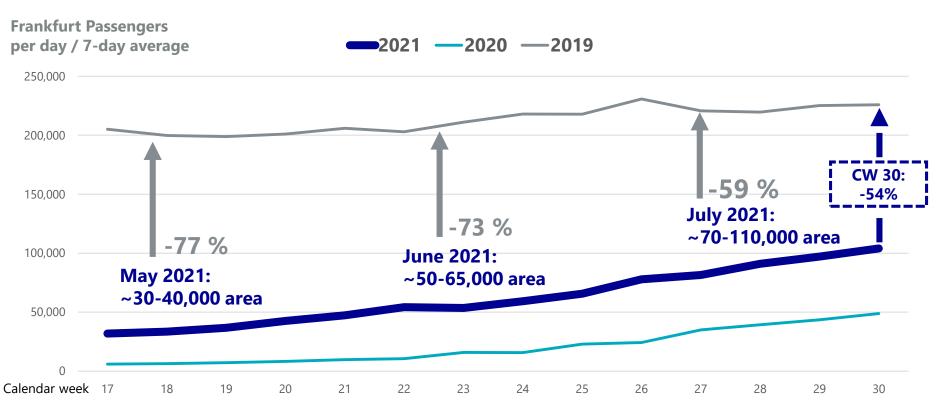
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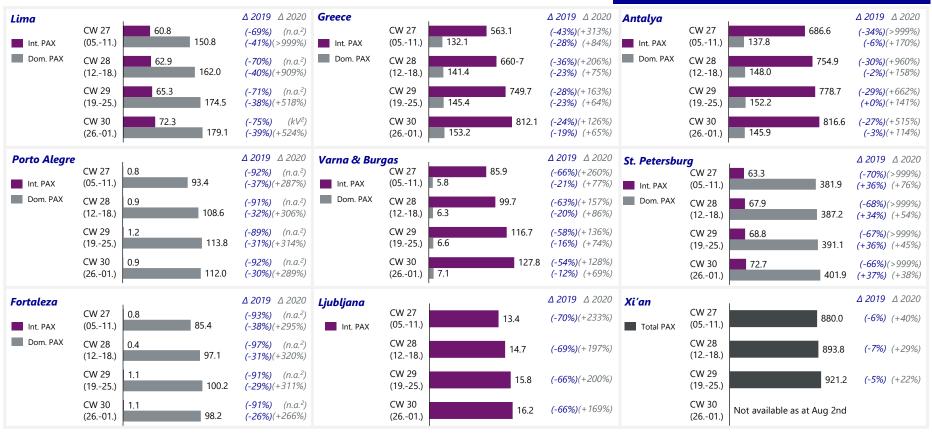
### **Business Update** Latest Trends

FRA Prelim. JULY 2021 102% of 2019 Cont Destintations offered @ ~70% Seat Load Factor 75% of 2019 Intercont Destinations offered @ ~60% Seat Load Factor



### **Business Update** Latest Trends

#### Accelerating Momentum also across International Holdings



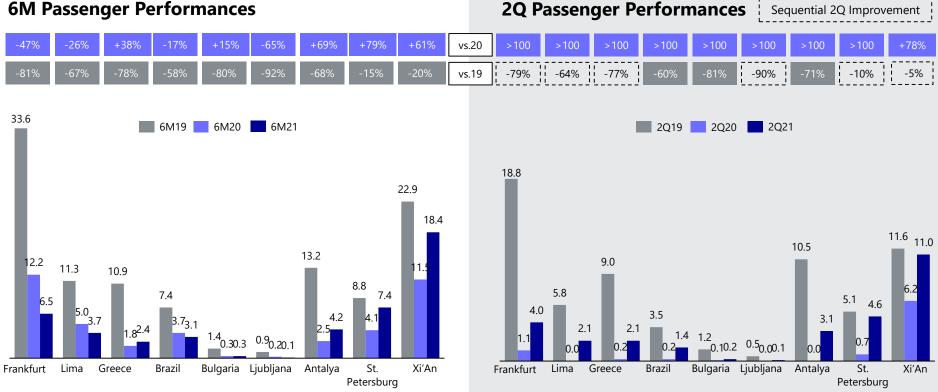
<sup>1</sup> in `000 passengers

<sup>2</sup> n.a. = not available, no passenger traffic in 2020

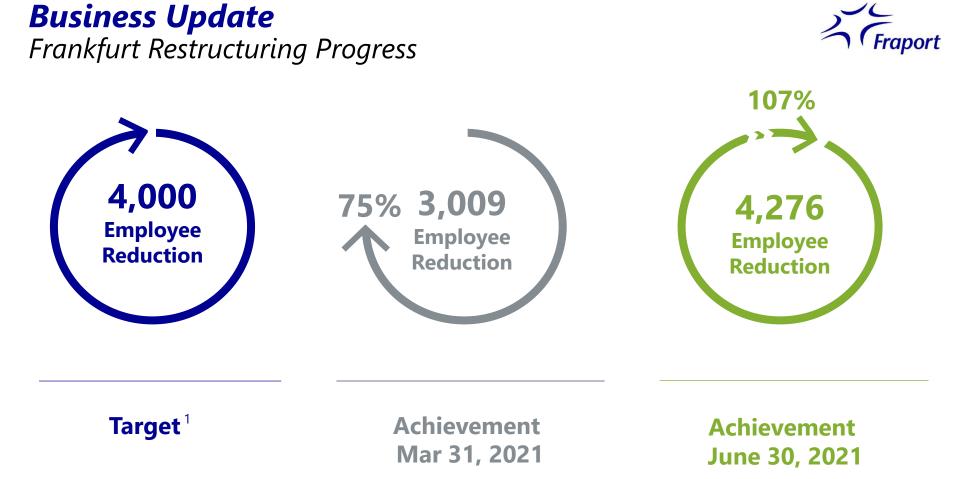
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### **Business Update** Passenger Review









### **Business Update** 2Q21 COVID-19 Compensations



### Germany

- €159.8mn relief granted by German state to keep Frankfurt Airport open during 1st 2020 lockdown period
- Grant partly paid by Federal and local state
- EBITDA impact recorded in 2Q21
- Cash inflow expected 3Q21



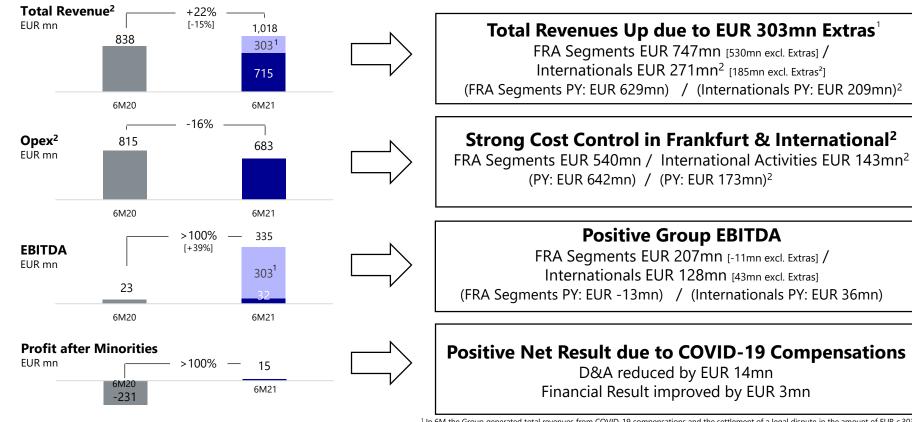
### Greece

- Relief package passed by Greek parliament in total amount of up to €177.8mn
- Relief via no-payment of concession charges now and in the future (fixed and variable) = no cash inflow to Fraport Greece, but also no cash outflows for the concessions
- Removal of fixed charges led to positive 2Q21 €69.7mn one-off



### **6M21 Financials** Positive International EBITDA and Frankfurt Extras<sup>1</sup>



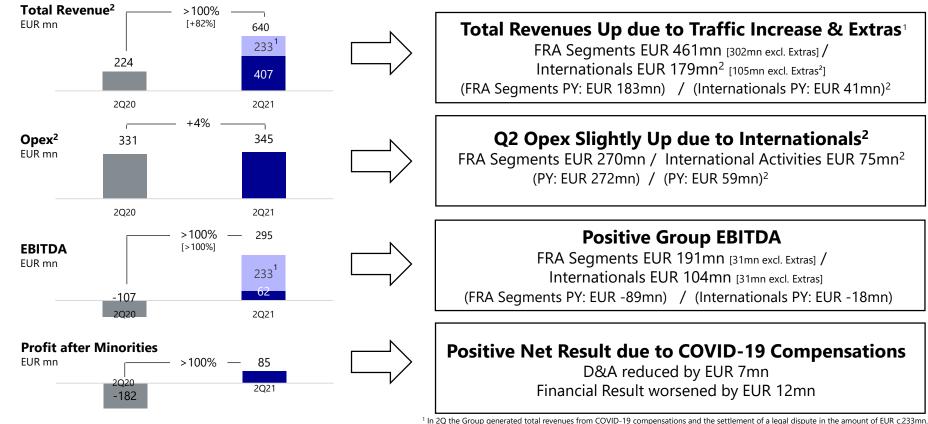


<sup>1</sup> In 6M the Group generated total revenues from COVID-19 compensations and the settlement of a legal dispute in the amount of EUR c.303nn. An overview of those items is presented in the Appendix. "[mn]" figures correspond to numbers excl. those items. <sup>2</sup> Adjusted for IFRIC 12

# **2Q21 Financials**

### Positive underlying International & Frankfurt EBITDA + Extras<sup>1</sup>

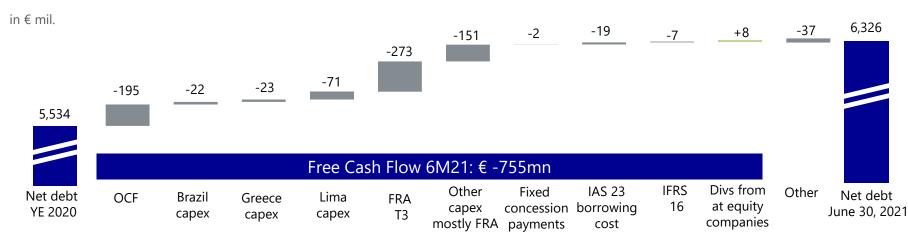




Group generated total revenues from COVID-19 compensations and the settlement of a legal dispute in the amount of EUR c.233mn. An overview of those items is presented in the Appendix. "[mn]" figures correspond to numbers excl. those items. 2 Adjusted for IFRIC 12

### **6M21 Cash Flow** FCF negative due to Severance Payments and Capex





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- > Negative OCF due to EUR 200+mn cash outs for severance payments
- > 2Q21 OCF positive, despite the fact that EUR c.160mn compensation payments are not reflected within 2Q21 / 6M21 OCF
- > Negative FCF due capex programs, esp. Terminal 3 in Frankfurt
- > Net debt at EUR 6.3bn, in line with expectations

Capex figures including down payments to EPC companies

- 1 = Capex in airport op. projects, other intangible assets, PPE, investment property, and at equity investments. No consideration of one-time payments for acquisitions
- 2 = OCF IFRS 16 Capex + Dividends from at equity investments
- 3 = Year-end figures for 2020

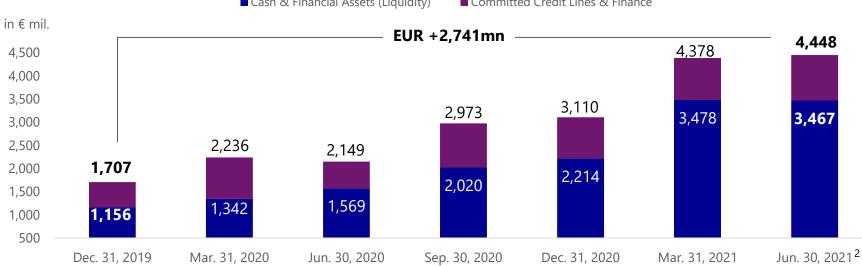
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€ mil.	6M21	6M20	%
Operating cash flow	-195	-97	-
Capex <sup>1</sup>	560	541	+3.6
Free cash flow <sup>2</sup>	-755	-653	-
Net debt <sup>3</sup>	6,326	5,534	+14.3
Equity <sup>3</sup>	3,794	3,759	+0.9
Gearing ratio <sup>3</sup>	173.0	152.9	+20.1PP

## **Financials** All-in Cash and Credit Lines cross EUR 4.4bn<sup>1</sup>



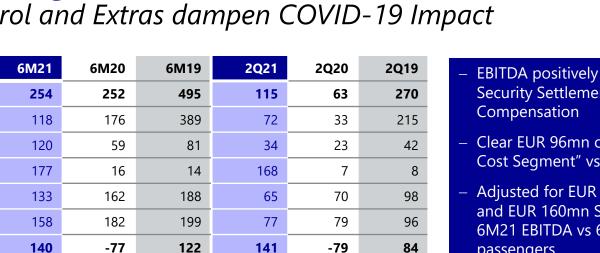


Committed Credit Lines & Finance ■ Cash & Financial Assets (Liquidity)

- Strong increase in Cash and Credit Lines<sup>1</sup> at comparably low interest rates signals high demand for Fraport debt, despite crisis
- Additional finance of EUR c.2.4bn secured in 1H21
- Cash and Credit Lines clearly up, despite negative FCF, severance payments and repayments
- EUR c.160mn cash inflow from German compensation not reflected in 1H21 Firepower

<sup>1</sup> Defined as: Liquidity + Committed Credit Lines & Finance <sup>2</sup> June 30, 2021 break down: Frankfurt 3,080mn + 568mn CL; Greece: 95mn + 1mn CL; Brasil 23mn + 57mn CL; Lima 33mn + 355mn CL; Other: 236mn

## **Aviation Segment** Cost Control and Extras dampen COVID-19 Impact



36

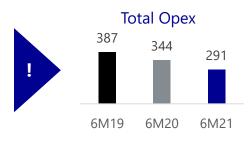
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34

108



- EBITDA positively impacted by EUR 58mn Security Settlement and EUR 160mn State
- Clear EUR 96mn opex reduction in "Fixed Cost Segment" vs. 6M19
- Adjusted for EUR 58mn Security Settlement and EUR 160mn State Compensation flat 6M21 EBITDA vs 6M20, despite -47% passengers
- 2021 charges flat, but average 4.3% increase for 22FY applied



67

73

72

-149



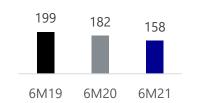
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43



40

44



<sup>1</sup>Other defined as balance of non-staff cost and intersegment cost & revenue Due to commercial rounding discrepancies may occur when summing up, % changes based on unrounded figures

12

EUR mil.

Revenue

Charges

Security

Staff Cost

Other<sup>1</sup>

D&A

EBIT

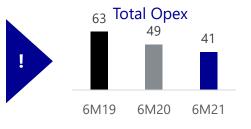
**EBITDA** 

Other Income

# **Retail & Real Estate Segment**

Resilient Real Estate Business, All time High Retail per Passenger

EUR mil.	6M21	6M20	6M19	2Q21	2Q20	2Q19
Revenue	139	158	241	76	56	125
Retail	25	48	104	14	10	56
Real Estate	83	80	83	42	38	42
Parking	20	26	50	11	6	25
Other Income	19	15	18	15	11	3
Staff Cost	22	24	29	11	11	15
Other <sup>1</sup>	19	25	34	12	13	18
EBITDA	117	124	197	68	44	95
D&A	42	46	45	20	23	23
EBIT	75	78	152	48	21	73



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 Segment revenues clearly outperform passenger development

- Resilient Real Estate business on Pre-Corona Level
- Continued high Retail Revenues per Passenger performance
- Clear cost reduction despite already lean business segment
- 6M21 EBITDA and EBIT just slightly below 6M20 levels, despite -47% passengers



Retail p. Pax

4.36

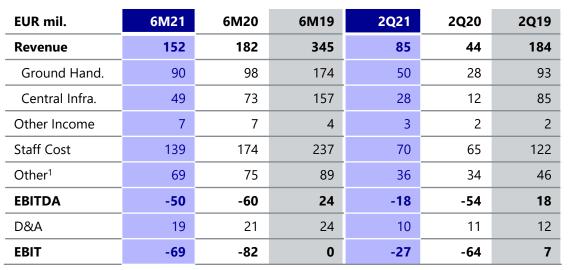
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<sup>1</sup> Other defined as balance of non-staff cost and intersegment cost & revenue

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

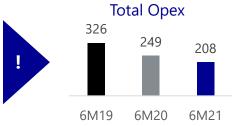
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### **Ground Handling Segment** Clear Cost Focus, 2Q Cost Savings reach Low





- Disproportionately low revenue decline compared to pure passenger development, a.o., due to MTOW related charges and lower decline in Aircraft movements
- Stringent cost measures led to 36% opex reduction vs. 6M19
- Still: negative EBITDA
- Price increase of 3% in Central Infrastructure implemented



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14







75

6M20

69

6M21

<sup>1</sup>Other defined as balance of non-staff cost and intersegment cost & revenue Due to commercial rounding discrepancies may occur when summing up, % changes based on unrounded figures

#### Staff Cost Total Opex **EBITDA** FUR mn <sup>2</sup>Q21 underlying EUR -160mn EUR -236mn FUR -134mn EBITDA positive [-352mn] @4mn Passengers 776 642 454 540 360 342 382<sup>394</sup> 294 370 220235 208 214 197 272 270270 191 149145 146 144 76 -13 -89 2Q 6M 1Q 2Q 6M 1Q 2Q 6M 1Q 2Q 6M 1Q 2Q 6M 10 20 6M 1Q 2Q 6M 10 20 6M 1Q 2Q 6M 2020 2019 2020 2021 2019 2019 2020 2021

- Clear cost reduction by c.30% compared to 6M19
- Average monthly cost reduced to EUR c.90mn from EUR c.130mn in 6M19

Cost Savings led to flat EBITDA despite low Passenger Volumes

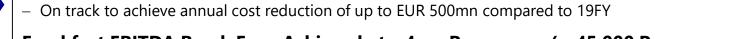
### Frankfurt EBITDA Break Even Achieved at c.4mn Passengers (= 45,000 Passengers per day)

= 22-23% of 19FY Passengers (previous Guidance: 4.5mn Passengers and or c.25% of 19FY Passengers)

<sup>1</sup> 1Q21 EBITDA ex. Security Settlement: EUR -42mn <sup>2</sup> 2Q21 EBITDA ex. German Compensation: EUR +31mn <sup>3</sup> 6M21 EBITDA ex. before mentioned items: EUR -10mn

**3 Frankfurt Segments** 

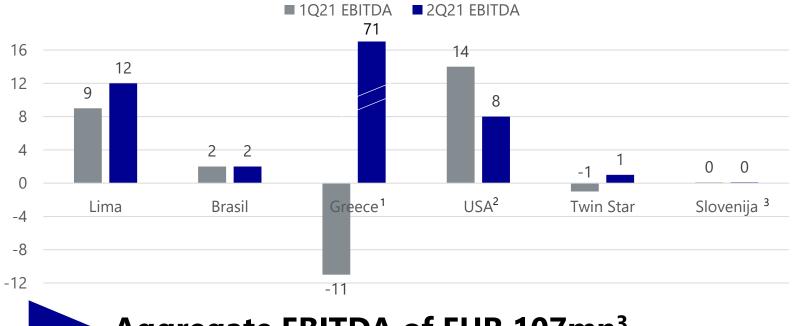
Due to commercial rounding discrepancies may occur when summing up, % changes based on unrounded figures





### *Majority International Holdings Positive EUR c.107mn EBITDA thanks to Countermeasures*





## Aggregate EBITDA of EUR 107mn<sup>3</sup>

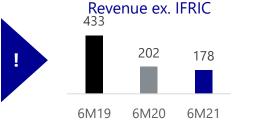
<sup>1</sup> Fraport Greece 2Q EBITDA ex. Extras: EUR +2mn <sup>2</sup> Fraport USA EBITDA ex. Extras: EUR +8mn <sup>3</sup> Fraport Slovenija EBITDA ex. Extras: EUR -2mn <sup>4</sup> 6M Aggregate EBITDA ex. Extras: EUR +22mn

### **International Activities & Services Segment** Cost Reduction offset Revenue Decline = Positive EBITDA

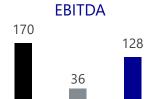
EUR mil.	6M21	6M20	6M19	2Q21	2Q20	2Q19
Revenue	266	319	702	150	87	400
IFRIC 12	88	117	269	48	49	144
ex IFRIC 12	178	202	433	102	38	256
Other Income	93	7	5	76	3	3
Staff Cost	118	138	164	59	59	84
Other ex IFRIC12 <sup>1</sup>	25	36	104	16	0	62
EBITDA	128	36	170	104	-18	114
D&A	91	93	86	46	46	44
EBIT	37	-57	84	58	-64	70



- Revenue excl. IFRIC 12 down by more than 50% vs. 6M19
- Clear opex reduction in Frankfurt "Services" sub-segment and International Holdings
- Positive 2Q21 EUR 70mn impact from Fraport Greece rebalance
- 6M21 EUR 14mn impact from cancellation of fixed minimum lease obligations at Fraport US







6M20

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<sup>1</sup>Other defined as balance of non-staff cost and intersegment cost & revenue <sup>2</sup> Adjusted for IFRIC 12 Due to commercial rounding discrepancies may occur when summing up, % changes based on unrounded figures

6M21

Positive EBITDA with or w/o Extras

# **Updated Group Outlook**



Despite low near-term Visibility positive Group Result possible

	19FY Results	20FY Results	21FY Outlook
Passengers FRA	70.6 mil.	18.8 mil.	Below 20 to ~25 mil.
Revenue	€3.71bn	€1.68 bn	€~2 bn
EBITDA	€1,180 mil.	Adj. value at €+48 mil. reported at € -251 mil.	€~300 to ~450 mil. + €160 mil. → €~460 mil. to €~610 mil.
EBIT	€705 mil.	€ -708 mil.	Slightly negative area + €160 mil. → positive area
Group result	€454mil.	€ -690 mil.	Negative area + €160 mil. → slightly negative to slightly positive
Dividend proposal	€ 0 / share	€ 0 / share	€ 0 / share

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# Appendix

Prof. Dr. Matthias Zieschang I CFO

## **Appendix** Group P+L



€ million	6M 2021	6M 2020	Q2 2021	Q2 2020
Revenue	810.9	910.6	425.9	249.5
Other internal work capitalized	19.1	18.5	9.6	8.9
Other operating income	276.0	26.0	252.5	14.7
Total revenue	1,106.0	955.1	688.0	273.1
Cost of materials	-298.0	-366.3	-160.2	-144.0
Personnel expenses	-411.8	-497.2	-203.9	-204.6
Other operating expenses	-60.9	-69.0	-28.8	-31.0
EBITDA	335.3	22.6	295.1	-106.5
Depreciation and amortization	-219.2	-232.8	-108.8	-116.0
EBIT/Operating result	116.1	-210.2	186.3	-222.5
Interest income	30.6	14.5	6.5	7.3
Interest expenses	-123.0	-86.0	-68.0	-38.1
Result from companies accounted for using the equity method	-10.9	-45.9	4.4	-25.3
Other financial result	7.1	18.7	6.7	17.3
Financial result	-96.2	-98.7	-50.4	-38.8
EBT/Result from ordinary operations	19.9	-308.9	135.9	-261.3
Taxes on income	-4.5	77.5	-43.0	65.6
Group result	15.4	-231.4	92.9	-195.7
thereof profit attributable to non-controlling interests	-5.0	-20.1	7.6	-13.4
thereof profit attributable to shareholders of Fraport AG	20.4	-211.3	85.3	-182.3
Earnings per €10 share in €				
basic	0.22	-2.29	0.92	-1.97
diluted	0.22	-2.28	0.92	-1.97

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### **Appendix** Cash Flow

€ million	6M 2021	6M 2020	Q2 2021	Q2 2020
Result attributable to shareholders of Fraport AG	20.4	-211.3	85.3	-182.3
Result attributable to non-controlling interests	-5.0	-20.1	7.6	-13.4
Adjustments for				
Taxes on income	4.5	-77.5	43.0	-65.6
Depreciation and amortization	219.2	232.8	108.8	116.0
Interest result	92.4	71.5	61.5	30.8
Gains/losses from disposal of non-current assets	-5.3	-0.5	-5.3	-0.6
Others	-7.3	-30.8	-6.9	-25.7
Changes in the measurement of companies accounted for using the				
equity method	10.9	45.9	-4.4	25.3
Changes in inventories	-0.4	-0.1	-0.6	-1.1
Changes in receivables and financial assets	-179.1	38.1	-111.8	-7.9
Changes in liabilities	-36.7	-36.5	-103.1	-33.7
Changes in provisions	-258.1	-72.9	-36.1	-30.9
Operating activities	-144.5	-61.4	38.0	-189.1
Financial activities				
Interest paid	-61.1	-32.5	-34.5	-26.0
Interest received	20.7	11.9	18.9	2.4
Paid taxes on income	-9.7	-14.6	-2.7	24.0
Cash flow used in/from operating activities	-194.6	-96.6	19.7	-188.7



€ million	6M 2021	6M 2020	Q2 2021	Q2 2020
Cash flow used in/from operating activities	-194.6	-96.6	19.7	-188.7
Investments in airport operating projects	-126.5	-156.9	-57.2	-59.2
Capital expenditure for other intangible assets	-1.9	-5.8	-0.9	-2.7
Capital expenditure for property, plant, and equipment	-423.4	-357.9	-216.3	-195.4
Capital expenditure for "Investment property"	-8.5	-18.9	-8.5	-9.2
Investments in companies accounted for using the equity method	0.0	-1.2	0.0	0.0
Dividends from companies accounted for using the equity method	7.6	1.4	7.6	1.4
Proceeds from disposal of non-current assets	8.4	0.4	8.4	0.0
Cash flow used in investing activities excluding investments in cash deposits and securities	-544.3	-538.9	-266.9	-265.1
Financial investments in securities and promissory note loans	-645.9	-253.0	-422.4	-245.1
Proceeds from disposal of securities and promissory note loans	268.2	144.6	155.9	120.7
Increase/decrease of time deposits with a term of more than three months	-881.8	-425.2	68.8	-335.1
Cash flow used in investing activities	-1,803.8	-1,072.5	-464.6	-724.6
Dividends paid to non-controlling interests	0.0	-0.6	0.0	-0.6
Cash inflow from long-term financial liabilities	2,088.4	1,454.3	316.8	926.1
Repayment of long-term financial liabilities	-2.9	-58.8	-1.1	-2.1
Changes in current financial liabilities	-94.8	-329.4	-58.8	-240.3
Cash flow/used in from financing activities	1,990.7	1,065.5	256.9	683.1
Changes in restricted cash and cash equivalents	30.1	17.4	24.3	17.1
Change in cash and cash equivalents	22.4	-86.2	-163.7	-213.1
Cash and cash equivalents as at January 1 and April 1	216.4	543.5	405.1	659.7
Foreign currency translation effects on cash and cash equivalents	5.0	-19.2	2.4	-8.5
Cash and cash equivalents as at June 30	243.8	438.1	243.8	438.1

### **Appendix** Financial Position

in € million	June 30, 2021	Dec 31, 2020
		,
Non-current assets		
Goodwill	19.3	19.3
Investments in airport operating projects	3,332.9	3,221.2
Other intangible assets	111.8	119.1
Property, plant, and equipment	7,599.5	7,330.3
Investment property	88.2	123.3
Investments in companies accounted for using the equity method	153.6	165.5
Other financial assets	649.9	350.3
Other financial receivables and assets	113.0	100.2
Other non-financial receivables and assets	137.4	133.0
Deferred tax assets	176.9	175.8
	12,382.5	11,738.0
Current assets		
Inventories	22.8	22.3
Trade accounts receivable	157.1	125.4
Other current financial assets	248.0	190.7
Other current financial receivables and assets	19.3	28.2
Other current non-financial receivables and assets	251.6	102.1
Income tax receivables	9.3	10.1
Cash and cash equivalents	2,743.5	1,864.4
	3,451.6	2,343.2
Total	15,834.1	14,081.2



Liabilities and equity		
in € million	June 30, 2021	Dec 31, 2020
Shareholders' equity		
Issued capital	923.9	923.9
Capital reserve	598.5	598.5
Revenue reserves	2,134.1	2,096.4
Equity attributable to shareholders of Fraport AG	3,656.5	3,618.8
Non-controlling interests	137.8	139.9
¥	3,794.3	3,758.7
Non-current liabilities		
Financial liabilities	9,035.3	6,936.5
Trade accounts payable	77.7	42.6
Other financial liabilities	1,062.5	1,061.0
Other non-financial liabilities	83.1	86.7
Deferred tax liabilities	38.7	39.7
Provisions for pensions and similar obligations	43.2	46.7
Provisions for income taxes	53.9	51.0
Other provisions	163.7	196.5
	10,558.1	8,460.7
Current liabilities		
Financial liabilities	757.5	810.7
Trade accounts payable	198.2	294.6
Other current financial liabilities	187.8	230.3
Other current non-financial liabilities	147.9	100.1
Provisions for income taxes	32.7	43.1
Other provisions	157.6	383.0
	1,481.7	1,861.8
Total	15,834.1	14,081.2





### Segments / P+L lines

### Aviation

1Q 21 EUR +57.8mn Revenue: Settlement Security Dispute 2Q 21 EUR +159.8mn Other Income: Compensation for Operational Losses during 1st lockdown period 2020

### International Activities / Fraport USA

1Q 21 EUR +11.6mn Other Income: Cancellation Minimum Lease Obligations 2Q 21 EUR + 2.3mn Other Income: Cancellation Minimum Lease Obligations

### **International Activities / Fraport Slovenija**

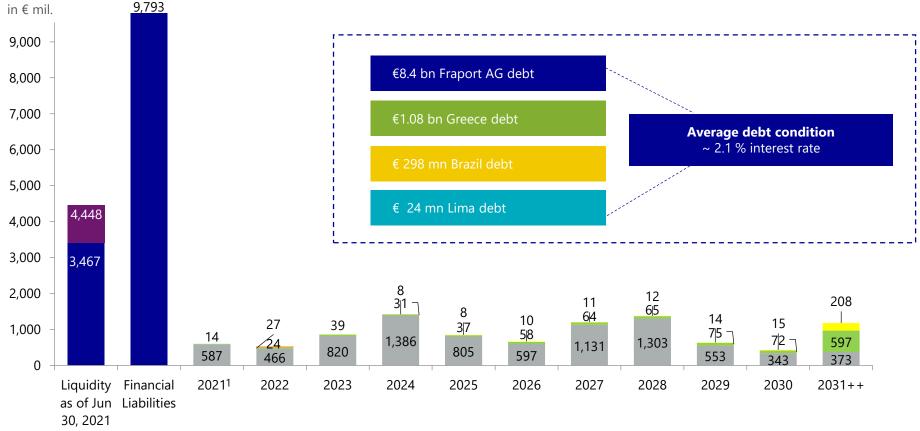
1Q 21 EUR + 0.8mn Other Income: Cancellation Minimum Lease Obligations 2Q 21 EUR + 0.8mn Other Income: Cancellation Minimum Lease Obligations

### **International Activities / Fraport Greece**

2Q 21 EUR +69.7mn Other Income: State Settlement Agreement

#### **Financial Result** 1Q 21 EUR +17.5mn Interest Income: Settlement Security Dispute

### **Appendix** Repayment Profile



<sup>1</sup>2021 including for EUR 150mn repayments of RCF and EUR 110mn in connection with CPP



### **Appendix** International Holdings



Except for Ljubljana all International Holdings with positive 6M21 EBITDA

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

- any consentation of our companies											-		
€ million	Share in %		Re	evenue <sup>1)</sup>			EBITDA			EBIT			Result
		6M21	6M20	Δ%	6M21	6M20	Δ%	6M21	6M20	Δ%	6M21	6M20	Δ%
Fraport USA	100	24.9	21.8	+14.2	22.0	8.8	>100	4.6	-13.8	-	0.9	-17.1	-
Fraport Slovenija	100	7.4	9.4	-21.3	-0.3	0.1	-	-5.6	-6.1	_	-4.5	-5.6	_
Fortaleza + Porto Alegre <sup>2)</sup>	100	34.3	55.4	-38.1	4.6	4.8	-4.2	-6.2	-4.4	_	-16.4	-8.6	_
Lima	80.01	120.2	117.7	+2.1	20.1	29.7	-32.3	13.1	22.2	-41.0	3.0	11.7	-74.4
Fraport Greece <sup>3)</sup>	73.4	43.7	78.4	-44.3	60.1	-15.0	-	29.8	-41.1	_	-9.5	-67.4	_
Twin Star	60	5.5	4.5	+22.2	0.1	-3.3	-	-5.5	-9.1	_	-6.9	-10.9	_
Group companies accour	nted for using	the equit	ty metho	d									
€ million	Share in %		Re	evenue <sup>1)</sup>			EBITDA			EBIT			Result
		6M21	6M20	Δ%	6M21	6M20	Δ%	6M21	6M20	Δ%	6M21	6M20	Δ%
Antalya	51/50 <sup>4)</sup>	47.4	25.3	+87.4	24.6	9.7	>100	-30.5	-47.0	_	-35.8	-68.9	_
Pulkovo/Thalita	25	73.7	57.6	+28.0	33.5	13.4	>100	18.8	-3.6	-	-14.9	-60.8	_
Xi'an	24.5	109.1	67.0	+62.8	23.6	3.0	>100	1.2	-20.8	_	3.3	-18.8	_

Figures refer to IFRS accounting, not local GAAP, percent changes based on unrounded figures

<sup>1)</sup> Revenue adjusted by IFRIC 12: Lima €59.2mn (2020: €83.0mn); Fraport Greece: €32.4mn (2020: €27.9mn); Fortaleza + Porto Alegre: €18.5mn (2020: €23.5mn); Antalya: €40.9mn (2020: €25.3mn ); Pulkovo/Thalita €72.9mn (2020: €57.2mn)

<sup>2)</sup> Sum of the Group companies Fortaleza and Porto Alegre.

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

<sup>4)</sup> Share of voting rights: 51%, dividend share: 50 %

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### **Appendix** International Holdings



# All International Holdings with positive 2Q21 EBITDA

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

Tany consonance croup companies													
€ million	Share in %		Re	evenue <sup>1)</sup>			EBITDA			EBIT			Result
		2Q21	2Q20	Δ%	2 <b>Q</b> 21	2Q20	Δ%	2Q21	2Q20	Δ%	2Q21	2Q20	Δ%
Fraport USA	100	14.5	2.7	>100	8.3	-2.6	-	-0.3	-13.9	_	-2.1	-15.5	_
Fraport Slovenija	100	4.2	2.5	+68.0	0.1	-0.6	-	-2.7	-3.7	-	-2.1	-3.4	_
Fortaleza + Porto Alegre <sup>2)</sup>	100	14.3	19.2	-25.5	2.2	-4.4	-	-3.4	-8.6	_	-8.5	-5.5	_
Lima	80.01	68.9	19.7	>100	11.5	1.2	>100	8.0	-2.6	_	-0.3	-3.5	_
Fraport Greece <sup>3)</sup>	73.4	30.4	27.6	+10.1	70.6	-13.9	-	55.2	-27.1	_	32.2	-37.7	_
Twin Star	60	3.9	1.2	>100	1.0	-2.4	_	-1.7	-5.3	_	-2.2	-6.2	_
Group companies accour	nted for using	the equit	ty metho	d									
€ million	Share in %		Re	evenue <sup>1)</sup>			EBITDA			EBIT			Result
		2Q21	2Q20	Δ%	2Q21	2Q20	Δ%	2Q21	2Q20	Δ%	2Q21	2Q20	Δ%
Antalya	51/50 <sup>4)</sup>	36.5	3.7	>100	21.2	-1.5	-	-6.5	-30.4	-	-8.3	-41.2	_
Pulkovo/Thalita	25	44.5	7.7	>100	25.5	-8.3	-	18.1	-16.4	-	-0.3	-12.0	_
Xi'an	24.5	61.7	34.9	+76.8	17.2	4.6	>100	6.2	-6.4	-	7.4	-4.5	_

Figures refer to IFRS accounting, not local GAAP, percent changes based on unrounded figures

<sup>1)</sup> Revenue adjusted by IFRIC 12: Lima €32.5mn (2020: €8.3mn); Fraport Greece: €24.5mn (2020: €6.8mn); Fortaleza + Porto Alegre: €8.8mn (2020: €2.2mn); Antalya:

€30.0mn (2020: €3.7mn ); Pulkovo/Thalita €43.7mn (2020: €7.7mn)

<sup>2)</sup> Sum of the Group companies Fortaleza and Porto Alegre.

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

<sup>4)</sup> Share of voting rights: 51%, dividend share: 50 %

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### **Appendix – Segment International Activities** NEW EBITDA Break Even Levels and 21FY Outlook



	2020 Passenger break even level per day	2020 Passenger break even level	As % of 19FY	21FY Passenger Expectation <sup>1</sup>	
Greece	~20k	~7.5mn	~25%	About 50% of 19FY	
Brazil	~15k	~5.5mn	~35%	More than 50% of 19FY	
Lima	~7k	~2.5mn	~10%	Less than 50% of 19FY	
Twin Star	~2.8k	~1mn	~20%	Up to 50% of 19FY	
Ljubljana	~1.5k	~0.5mn	~30%	~40% of 19FY	
				Clear 21FY EBITDA Contribution from International Activities expected	

<sup>1</sup> Depending on various factors, including for, the progress of the vaccination programs

## **Appendix** Capex & Cash Flow Outlook 21FY





Total Capex: EUR c.1.1-1.2bn + Fixed Concession Payments & Borrowing Cost: EUR c.50mn Additional EUR c.200mn cash outs for Frankfurt staff restructuring program expected in 21FY – Operating Cash Flow as per EBITDA / Operational Guidance

### = Increase in 21FY Net Debt by EUR <a>> 1bn</a>

### **Appendix** On our Way to "The New Fraport"





### **Appendix – On our Way to "The New Fraport"** Operational Excellence



- "Benchmarking, digitization and sustainability" is our mission to improve our business offering and enhance our traveling experience in the long term
- Restructuring of security business for smooth passenger processes. Basic agreement to take over:
  - Decision on how many security lanes will be opened
  - Procurement process for security equipment
  - Tender of security services
- Smart integration of interfaces along customer journey with focus on innovative concepts, such as Biometrics, remote operations, digital platforms and use of drones
- Close partnership with airlines, retailers and logistic partners to be best positioned for air traffic to restart
- Transfer of Ground Handling into subsidiary  $\rightarrow$  next slide





Image of Frankfurt Terminal 3

### **Appendix – On our Way to "The New Fraport"** Strong Cost Control



- Cultural change accelerated due to COVID-19
- Complexity and inefficiencies taken out
- Reduction of Frankfurt labor force by ~4,000 employees (as of 22FY), thereof more than 3,000 sustainable even with strong traffic growth
- All non-essential cost items in focus
- All capex projects under review
- Targets are:
  - to be leaner,
  - to have more financial flexibility, and
  - to be an efficient platform for customers to realize high yields
- "Leveraging strong Group position via competitive cost structures."





### **Appendix – On our Way to "The New Fraport"** Greener

- Reduction of CO<sub>2</sub> emissions is strategic priority
- New photovoltaic plants commissioned and to be further rolled-out
- CO2 neutrality to be achieved by wind park project
- Roll out of hybrid, battery electric and hydrogen fleet
- Continued efficiency gains via refurbishing existing infrastructure
- More cities to be connected via high speed train to leverage best-in-class geographical location
- "Achieving emission targets via reduction of footprint and renewable energies."







# **Appendix** Overview of current Travel Restrictions<sup>1</sup>



#### Partly restricted

- Immigration from, a.o., EU, Brazil, China, India, UK & South Africs restricted (exemptions: US citizens and relatives, visa holders, etc.)
- Mandatory self guarantine (min. 7D with negative test)

#### Partly restricted

- Immigration with negative PCR test only
- No guarantine requirement
- Immigration from Brazil, India. and South Africa suspended

#### Partly restricted

- Immigration with negative test permitted (except for last 14D stay in UK/South Africa)
- Ouarantine recommended
- Flights from UK and South Africa suspended

Totally restricted Partly restricted Unrestricted Status under review

#### Partly restricted

 Immigration possible for EU citizens

 Immigration for virus variant areas restricted, among others, Brazil and India

 Immigration with negative PCR test (<72h) or vaccine

Immigration restrictions for certain countries, a.o., BRA, IND

Partly restricted

- Immigration with negative PCR test (<72h) or vaccine certificate
- No quarantine requirements

<sup>1</sup> Source: IATA and SOS international, mid July

certificate Quarantine requirements possible Partly restricted Partly restricted Partly restricted C\* Immigration possible Immigration with negative Immigration restricted for (except red list countries) non-EU citizens PCR test possible (<72h) (exemptions possible) Immigration from other Possible guarantine countries only possible in Immigration with negative requirement PCR test (<72h) or vaccine urgent cases Connections with some certificate countries suspended, a.o., No quarantine requirement BRA, IND, ZAF

#### Partly restricted

- Immigration for foreigners restricted (except: visa applications for directly connected countries)
- Immigration with negative PCR test only (<72h)
- No guarantine requirement

#### Partly restricted

- Mandatory guarantine requirement for most immigrants (14D)
- Fast track agreements with individual countries (KOR, JP)
- Visa partly suspended

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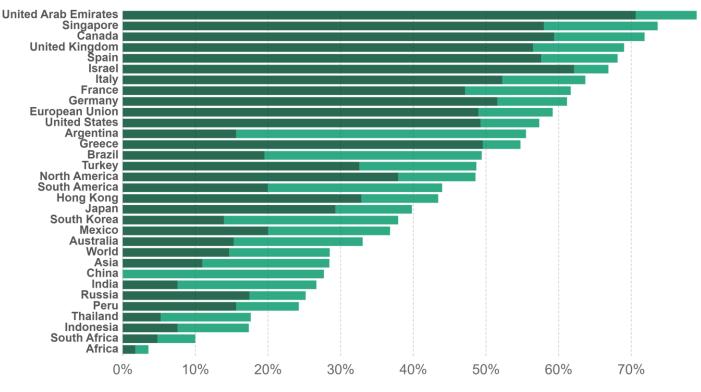
### Share of people vaccinated against COVID-19, Aug 1, 2021

This data is only available for countries which report the breakdown of doses administered by first and second doses.



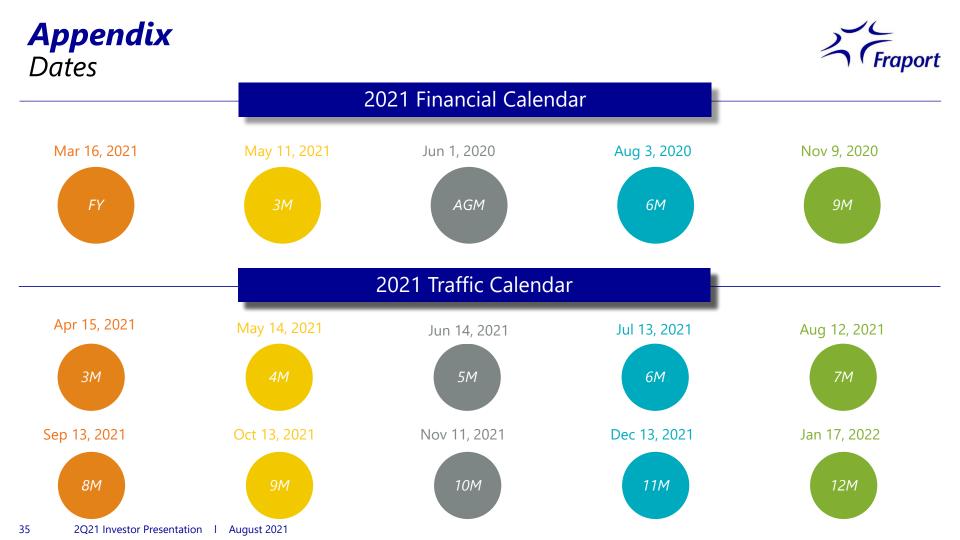


Share of people fully vaccinated against COVID-19 Share of people only partly vaccinated against COVID-19



Source: Official data collated by Our World in Data

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# Thank you for your Attention!

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