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20FY Visual Fact Book

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# Table of Contents

1. **Company Overview**
   - The Fraport Group
   - Group Strategy

2. **Impacts of COVID-19**
   - Traffic & Financials
   - 2Q21 Update

3. **Frankfurt Airport**
   - Overview
   - Business Segments

4. **Major International Holdings**
   - Portfolio
   - Features of Major Holdings

5. **Detailed Financials**
   - Fraport Group
   - Segments

6. **ESG**
   - Environmental
   - Social
   - Governance

7. **Share & IR**
   - Share
   - Dates
   - IR Contact
1 Company Overview
Attractive Business Model

- Infrastructure provider for globally growing aviation market
- Regulated prices in monopoly business areas
- Successful development of non-aviation areas
- Steady financial growth over past years (pre-COVID)
- Clear stakeholder commitment

Global Airport Operator

- Founded: 1924
- Origin: Frankfurt Airport
- 95+ yrs of airport know how
- IPO: 2001
- Today: active at 31 airports in 11 countries
- c.21,200 employees
- Approx. 320 mil. passengers handled (pre-COVID)
## The Fraport Group

### History

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1924</td>
<td>Foundation, Operation at Rebstock site in Frankfurt/Main, Germany, co. name “Südwestdeutsche Luftverkehrs AG”</td>
</tr>
<tr>
<td>1936</td>
<td>Start of operations at today’s airport site in Frankfurt: “FRA”</td>
</tr>
<tr>
<td>1945</td>
<td>End of WW II: 77% of FRA destroyed, US took over airport control</td>
</tr>
<tr>
<td>1954/55</td>
<td>Resumption of civil aviation businesses by “Flughafen Frankfurt/Main AG”</td>
</tr>
<tr>
<td>1972</td>
<td>Inauguration of FRA Terminal 1</td>
</tr>
<tr>
<td>1984</td>
<td>3rd FRA Runway “West” goes into service</td>
</tr>
<tr>
<td>1994</td>
<td>Inauguration of FRA Terminal 2</td>
</tr>
<tr>
<td>1997</td>
<td>Start of international expansion</td>
</tr>
<tr>
<td>2001</td>
<td>IPO: new co. name “Fraport AG”</td>
</tr>
<tr>
<td>2011</td>
<td>4th FRA Runway “Northwest” goes into service</td>
</tr>
<tr>
<td>2014</td>
<td>Accelerated international growth: addition of Ljubljana, Fraport USA and awarding of Greek concessions</td>
</tr>
<tr>
<td>2016</td>
<td>FRA Retail JV with Gebr. Heinemann founded</td>
</tr>
<tr>
<td>2017</td>
<td>Take over of concessions to operate 14 Greek airports</td>
</tr>
<tr>
<td>2018</td>
<td>Take over of concessions to operate 2 Brazilian airports and JFK T5 retail concession, Hanover divestment</td>
</tr>
<tr>
<td>2019</td>
<td>Take over of Nashville retail concession, FRA Terminal 3 cornerstone laying</td>
</tr>
<tr>
<td>2020</td>
<td>Take over of Newark Terminal B retail concession, inauguration of terminal expansion in Fortaleza</td>
</tr>
<tr>
<td>2021</td>
<td>Completion of Fraport Greece Capex Program</td>
</tr>
</tbody>
</table>
The Fraport Group

Fraport Portfolio

US Retail // 100%
Baltimore: 5.6m Pax / 27.0m (2019), 3 y rem. term
Cleveland: 2.1m Pax / 10.0m (2019), 3 y rem. term
JFK T5: 2.6m Pax / 15.6m (2019), 7 y rem. term
Nashville: 4.1m Pax / 17.1m (2019), 8 y rem. term
Pittsburgh: 1.8m Pax / 9.8m (2019), 8 y rem. term
Newark Terminal B: 1.5m Pax / 8.3m (2019), 4 y rem. term

Germany // 100%
18.8m Pax / 70.6m (2019)
Owner & operator

Slovenia // 100%
0.3m Pax / 1.7m (2019)
34 y min. rem. term

Russia // 25%
10.9m Pax / 19.6m (2019)
20 y rem. term

Bulgaria // 60%
1.0m Pax / 5.0m (2019)
21 y rem. term

Peru // 80.01%
7m Pax / 23.6m (2019)
21 y min rem. term

Brazil // 100%
6.7m Pax / 15.5m (2019)
POA 22y / FOR 27 y min rem. term

Greece // 73.4%
8.6m Pax / 30.2m (2019)
37 y rem. term

India // 10%
28.5m Pax / 67.3m (2019)
16 y min rem. term

Turkey // 51%
9.7m Pax / 35.5m (2019)
6 y rem. term

China // 24.5%
31.1m Pax / 47.2m (2019)
Asset ownership

HK // 18.5%
Cargo handling
Co: Tradeport
6 y rem. term

Company Overview
Historic Passenger Numbers

Passengers in mil.

The Fraport Group

Company Overview

Frankfurt
Majorities (incl. FRA)
Minorities (incl. AYT)
Management Contracts

Passenger Numbers

Historic
The Fraport Group

Group Financials

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>Group Result (before minorities)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>2,195</td>
<td>711</td>
<td>c.80 mil. tax provision</td>
</tr>
<tr>
<td>2012</td>
<td>2,442</td>
<td>849</td>
<td>2013: IFRS11 “Joint arrangements” applied</td>
</tr>
<tr>
<td>2013</td>
<td>2,376</td>
<td>733</td>
<td>2014: Fraport USA &amp; Ljubljana included</td>
</tr>
<tr>
<td>2014</td>
<td>2,395</td>
<td>790</td>
<td>2015: €8 mil. Air IT Inc. disposal book gain</td>
</tr>
<tr>
<td>2015</td>
<td>2,599</td>
<td>849</td>
<td>2016: €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 &amp; €-7.4 mil. write-down on Fraport USA</td>
</tr>
<tr>
<td>2016</td>
<td>2,586</td>
<td>1,054</td>
<td>2018: Hanover airport disposal: €25 mil. EBITDA, €83.6 mil. EBT, and €75.9 mil. Group result impact</td>
</tr>
<tr>
<td>2017</td>
<td>2,935</td>
<td>1,003</td>
<td>2019: IFRS 16 applied for the first time, EBITDA impact of €47.5 mil., and €-9.1 mil. Group result impact</td>
</tr>
<tr>
<td>2018</td>
<td>3,478</td>
<td>1,129</td>
<td>2020: €-299 mil. EBITDA impact from staff restructuring provision booked</td>
</tr>
<tr>
<td>2019</td>
<td>3,706</td>
<td>1,180</td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>1,677</td>
<td>-690</td>
<td></td>
</tr>
</tbody>
</table>

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: €8 mil. 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: €-299 mil. EBITDA impact from staff restructuring provision booked
The Fraport Group

Business Structure

Frankfurt Based

Aviation
Retail & Real Estate
Ground Handling

3 Segments

International Activities

3 Kinds of Participation

Asset Deals
Concessions
ORAT

Performance of Frankfurt Know how
### The Fraport Group

#### Group Chart

<table>
<thead>
<tr>
<th>Aviation</th>
<th>Retail &amp; Real Estate</th>
<th>Ground Handling</th>
<th>International Activities &amp; Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Airside and Terminal Management, Corporate Safety and Security</td>
<td>Retail, Parking, Leasing and Marketing of Real Estate</td>
<td>Central Infrastructure, Ramp, Passenger, Baggage and Cargo Services</td>
<td>Global Investments Management &amp; FRA service units, such as, IT, Facility &amp; Corporate Infrastructure Management</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Revenue</th>
<th>% of Group</th>
<th>EBITDA</th>
<th>% of Group</th>
<th>EBIT</th>
<th>% of Group</th>
<th>Employees</th>
<th>% of Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aviation</td>
<td>€ 441 mil.</td>
<td>26.3</td>
<td>€ -184 mil.</td>
<td>-</td>
<td>€ -421 mil.</td>
<td>16.1</td>
<td>6,365</td>
<td>30.0</td>
</tr>
<tr>
<td>Retail &amp; Real Estate</td>
<td></td>
<td></td>
<td></td>
<td>€ 295 mil.</td>
<td>17.6</td>
<td>€ 215 mil.</td>
<td>-</td>
<td>614</td>
</tr>
<tr>
<td>Ground Handling</td>
<td></td>
<td></td>
<td></td>
<td>€ 319 mil.</td>
<td>19.0</td>
<td>€ -265 mil.</td>
<td>-</td>
<td>8,457</td>
</tr>
<tr>
<td>International Activities &amp; Services</td>
<td></td>
<td></td>
<td></td>
<td>€ 622 mil.</td>
<td>37.1</td>
<td>€ 81 mil.</td>
<td>-</td>
<td>5,728</td>
</tr>
</tbody>
</table>

1. Group-wide EBITDA negative at € -251 mil. due to € 299 mil. provision booked for staff restructuring. For further information please refer to Section 5 of this Fact Book.
2. Annual Average.
Our Mission

We are Europe’s best airport operator and set standards worldwide.
### Group Strategy

**Business Case Built on Mega Trends**

- **Middle class**
  - >50% growth expectation within next 20 years

- **Migration**
  - Migration will boost ethnic traffic

- **Globalization**
  - Internationalization of work and education

- **Tourism**
  - Robust Trend towards city and short trips

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**Forecast for the long-term development of global air traffic underline growth expectation**

<table>
<thead>
<tr>
<th>Source</th>
<th>Period</th>
<th>Reference</th>
<th>CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Airbus</td>
<td>until 2038</td>
<td>Revenue passenger kilometres</td>
<td>+4.3%</td>
</tr>
<tr>
<td>Boeing</td>
<td>until 2038</td>
<td>Revenue passenger kilometres</td>
<td>+4.6%</td>
</tr>
<tr>
<td>Embraer</td>
<td>until 2038</td>
<td>Revenue passenger kilometres</td>
<td>+4.4%</td>
</tr>
<tr>
<td>ACI</td>
<td>until 2040</td>
<td>Number of passengers</td>
<td>+3.7%</td>
</tr>
</tbody>
</table>

Sources, a.o., Oxford Economics, Airbus, Boeing, Embraer, ACI

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**Pre-COVID-19 Projections**

**Company Overview**
Regional Growth Projections 2019 - 40

2019-2040 global
Pax CAGR 3.7 %

North America
Pax  CAGR 2.4 %

Europe
Pax CAGR 2.9 %

Latin America
Pax  CAGR 4.3 %

Middle East
Pax CAGR 5.1 %

Africa
Pax  CAGR 3.5 %

Asia / Pacific
Pax  CAGR 4.6 %

Source: Average annual growth rates 2019-2040 for number of passengers ACI

Pre-COVID-19 Projections

Company Overview

20FY Visual Fact Book
Link between GDP and the frequency of travelling

Source: Worldbank, OECD, based on Airbus Global Market Forecast

75% of the emerging countries’ population is expected to take a flight trip in 2035
2 Impacts of COVID-19
Following years of growth, COVID-19 led to an unprecedented drop in Frankfurt Airport air traffic.
**Impacts of COVID-19**

**Traffic Disruptions as of March – Improving Cargo Trend**

**Frankfurt weekly change vs. 2019**

- **January:** First cancellations to and from China
- **March:** USA restricts flights for Europeans
- **April:** Drought
- **August:** Slight recovery during Summer Season
- **November:** Begin of 2nd COVID wave / lockdown

**October:** Cargo positive again

**Calendar week**

| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 | 38 | 39 | 40 | 41 | 42 | 43 | 44 | 45 | 46 | 47 | 48 | 49 | 50 | 51 | 52 | 53 |
| -120% | -100% | -80% | -60% | -40% | -20% | 0% | 20% | 40% | 60% | 80% | 100% |

**2020**
Impacts of COVID-19

Passenger Split 2020

- Western Europe: 47% Domestic, 9% - Eastern Europe: 9% - Far East: 8% - Middle East: 6%
- North America: 11% - Latin America: 4% - Africa: 5% - Domestic: 10% - Domestic: 10% - Domestic: 10%
- Frankfurt Airport

Average SLF:
- 58.4%
- 66% Continental
- 34% Intercontinental

Impacts of COVID-19

- Δ -78% North America
- Δ -73% Latin America
- Δ -72% Africa
- Δ -74% Domestic
- Δ -74% Domestic
- Δ -72% Domestic
- Δ -72% Domestic
- Δ -78% Domestic
- Δ -21.2% P
Impacts of COVID-19

Group-wide Passenger Performances

Monthly Passenger Performances

Annual Passenger Performances

<table>
<thead>
<tr>
<th>City</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frankfurt</td>
<td>70.6</td>
<td>47.2</td>
</tr>
<tr>
<td>Lima</td>
<td>18.8</td>
<td>19.6</td>
</tr>
<tr>
<td>Greece</td>
<td>23.6</td>
<td>10.9</td>
</tr>
<tr>
<td>Brazil</td>
<td>30.2</td>
<td>31.1</td>
</tr>
<tr>
<td>Bulgaria</td>
<td>15.6</td>
<td>9.7</td>
</tr>
<tr>
<td>Ljubljana</td>
<td>6.7</td>
<td>1.7</td>
</tr>
<tr>
<td>Antalya</td>
<td>1.0</td>
<td>0.3</td>
</tr>
<tr>
<td>St. Petersburg</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Impacts of COVID-19-19
**Impacts of COVID-19**

**Major Impacts also on Group Financials**

- **Total Revenue**
  - EUR 1,572mn
  - (-1,767mn) / (-52.9 %)

- **Opex**
  - EUR 1,524mn
  - (-635mn) / (-29.4 %)

- **Adj. EBITDA**
  - EUR 48mn
  - (-1,132mn) / (-95.9 %)

- **Profit After Minorities**
  - EUR -658mn
  - (-1,078mn) / n/a

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**Adverse Revenue Impacts across Portfolio**
- FRA Segments EUR 1,118mn / International Activities EUR 454mn
  - (PY: EUR 2,309mn) / (PY: EUR 1,030mn)

**Strong Cost Control in Frankfurt & International**
- FRA Segments EUR 1,198mn / International Activities EUR 326mn
  - (PY: EUR 1,578mn) / (PY: EUR 581mn)

**Positive adjusted Group EBITDA**
- FRA Segments EUR -79mn / International Activities EUR 128mn
  - (PY: EUR 732mn) / (PY: EUR 449mn)

**Negative Net Result due to COVID-19 Pandemic**
- D&A improved by EUR 18mn
- Financial Result worsened by EUR 110mn

---

1 Adjusted for IFRIC 12
² Adjusted for EUR 299mn staff restructuring provision
**Impacts of COVID-19**

**Substantial Frankfurt Cost Cutting Measures initiated**

**Staff Cost**
- EUR c.250mn Savings with full effect by 2022
  - Continuation of Short time Working Scheme
  - Gradual Reduction of c.4,000 Employees – see next slide

**Non-Staff Cost**
- EUR c.100 – 150mn Savings p. a.
  - Reduction of all non-operational cost items

**Capex**
- EUR c.1bn Savings spread over next 7-8 Yrs
  - Reduction of Frankfurt Capex outside of T3
  - T3 Inauguration in line with demand: c.2025
# Impacts of COVID-19

## 2Q-4Q 2020: EUR 368 mil. Cost Savings in Frankfurt

### Staff Cost Focus
- Implementation of Short time Working Scheme
- Target to reduce c.4,000 Employees

### Non-Staff Cost Focus
- Reduction of all non-operational cost items
- Temporary Closure of Infrastructure

### Achievements 20FY
- Short time Working & new bargaining agreement
- ~2,200 lower Staff number at YE 2020
- In total, ~4,000 Employees contractually fixed to leave
- 2Q-4Q20 Savings: EUR -270mn

### Achievements 20FY
- Review of all Requests
- Temporary Closure of Terminals and Runways
- 2Q-4Q20 Savings: EUR -98mn

### Staff Cost Target
- EUR c.250mn Savings vs. 2019

### Non-Staff Cost Target
- EUR c.100 – 150mn Savings vs. 2019

---

**2Q-4Q 2020: EUR 368 mil. Cost Savings in Frankfurt**

- Reduced Staff and Non-Staff Costs through various measures.
- Significant savings realized through the implementation of cost-cutting strategies.

**Impacts of COVID-19**

- Analysis of financial impacts and strategic decisions made.
- Focus on cost reduction and efficiencies.

---

**2Q-4Q 2020: EUR 368 mil. Cost Savings in Frankfurt**

- Staff Cost Focus
  - Implementation of Short time Working Scheme
  - Target to reduce c.4,000 Employees

- Non-Staff Cost Focus
  - Reduction of all non-operational cost items
  - Temporary Closure of Infrastructure

- Achievements 20FY
  - Short time Working & new bargaining agreement
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  - In total, ~4,000 Employees contractually fixed to leave
  - 2Q-4Q20 Savings: EUR -270mn

- Achievements 20FY
  - Review of all Requests
  - Temporary Closure of Terminals and Runways
  - 2Q-4Q20 Savings: EUR -98mn

- Staff Cost Target
  - EUR c.250mn Savings vs. 2019

- Non-Staff Cost Target
  - EUR c.100 – 150mn Savings vs. 2019

---
Impacts of COVID-19

Annualized Frankfurt Cost Savings of EUR 491mn

- Clear cost reduction by 31% in 2Q-4Q 2020\(^1\)
- Average monthly cost reduced by EUR c.41mn in 2Q-4Q 2020\(^1\)
- Due to regular business operation in 1Q20, 20FY cost down by EUR 380mn from EUR 1,578mn to EUR 1,198mn\(^1\)

**NEW Frankfurt EBITDA Break Even Level at c.25% of 19FY Passengers = c.18mn Passengers**

\(^1\)Without provision for staff restructuring program
\(^2\)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
Impacts of COVID-19

Frankfurt EBITDA Break Even lowered to 50k Pax per day

2020 adjusted EBITDABreak Even level at c.50k Pax per day = 18mn Pax on FY Basis

Adjusted EBITDA in EUR mil. per month

Frankfurt EBITDA Break Even lowered to 50k Pax per day

1 Here: Fraport AG
2 Without provision for staff restructuring program
**Impacts of COVID-19**

### Comprehensive Countermeasures also in Intl. Portfolio

<table>
<thead>
<tr>
<th></th>
<th>OPEX</th>
<th>CAPEX</th>
<th>Compensation</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>- Strict cost saving programs launched</td>
<td>- Mandatory capex programs in Greece and Brazil completed</td>
<td>- Pandemic defined as force majeure in concession contracts</td>
</tr>
<tr>
<td></td>
<td>- Reduction of all non-imminent cost items</td>
<td>- Non-binding and non-started capex programs postponed</td>
<td>- Where applicable: claims for COVID-19 compensations</td>
</tr>
<tr>
<td></td>
<td>- High flexibility to adjust cost base due to lean asset management models</td>
<td>- Lima terminal project downsized</td>
<td>- Successful rebalance already for Greece, Brazil, Bulgaria, Turkey, Slovenia and USA</td>
</tr>
</tbody>
</table>

26 FY Visual Fact Book
### Impacts of COVID-19

#### Positive Intl. EBITDA despite low Passenger Numbers

<table>
<thead>
<tr>
<th>Location</th>
<th>EBITDA 2020 in € mil.</th>
<th>20FY Passengers and PY change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lime</td>
<td>39</td>
<td>7mn PAX, -70%</td>
</tr>
<tr>
<td>Brasil</td>
<td>37</td>
<td>6.7mn PAX, -57%</td>
</tr>
<tr>
<td>Greece</td>
<td>13</td>
<td>8.6mn PAX, -71%</td>
</tr>
<tr>
<td>USA</td>
<td>9</td>
<td></td>
</tr>
<tr>
<td>Twin Star</td>
<td>1</td>
<td>1mn PAX, -79%</td>
</tr>
<tr>
<td>Slovenjia</td>
<td>-2</td>
<td>0.3mn PAX, -83%</td>
</tr>
</tbody>
</table>

**EBITDA of EUR 97mn**
Impacts of COVID-19

**Intl. Countermeasures compensate EUR 576mn Revs drop**

- Sharp Cost Reduction to EUR 326mn (-44%)\(^1\)\(^2\) despite operation of a global airport network
- 2Q-4Q20 cost base with even steeper decline to EUR 212mn (-54%)\(^1\)\(^2\)
- Positive adjusted and reported EBITDA despite low traffic levels

NEW International Activities EBITDA Break Even Levels → see next slide

---

\(^1\)Adjusted for IFRIC 12 \(^2\)Without provision for staff restructuring program

\(^3\)Adjusted for IFRIC 12 and 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
### Impacts of COVID-19

#### New Intl. EBITDA Break Even Levels

<table>
<thead>
<tr>
<th>City</th>
<th>2020 Passenger break even level per day</th>
<th>2020 Passenger break even level</th>
<th>As % of 19FY</th>
<th>21FY Passenger Expectation&lt;sup&gt;1&lt;/sup&gt;</th>
</tr>
</thead>
<tbody>
<tr>
<td>Greece</td>
<td>~20k</td>
<td>~7.5mn</td>
<td>~25%</td>
<td>About 50% of 19FY</td>
</tr>
<tr>
<td>Brazil</td>
<td>~15k</td>
<td>~5.5mn</td>
<td>~35%</td>
<td>More than 50% of 19FY</td>
</tr>
<tr>
<td>Lima</td>
<td>~7k</td>
<td>~2.5mn</td>
<td>~10%</td>
<td>Less than 50% of 19FY</td>
</tr>
<tr>
<td>Twin Star</td>
<td>~2.8k</td>
<td>~1mn</td>
<td>~20%</td>
<td>Up to 50% of 19FY</td>
</tr>
<tr>
<td>Ljubljana</td>
<td>~1.5k</td>
<td>~0.5mn</td>
<td>~30%</td>
<td>~40% of 19FY</td>
</tr>
</tbody>
</table>

<sup>1</sup> Depending on various factors, including for, the progress of the vaccination programs
Impacts of COVID-19

Group-wide Capex Reduction of EUR 403 Million

FY 2020 Capex Spend EUR c.1,147mn
= EUR 403mn Savings vs. mid point of 2020 Guidance (-26%)

Total Capex incl. fixed concession payments & borrowing cost: EUR1.5-1.6bn

- Frankfurt T3: € c.536 mil. (€-64 mil.), Other Capex: €c.326 mil. (€-24 mil.)
- Lima: € c.101 mil. (€-149 mil.)
- Greece: € c.97 mil. (€-3 mil.)
- Brasil: € c.44 mil. (€-106 mil.)
- Fixed Concessions & Borrowing Cost: € c.42 mil. (€-58 mil.)
Impacts of COVID-19

Financing Activities Enhanced to Increase Cash Reserves

- Strong Increase in Firepower\(^1\) signals high demand for Fraport debt, despite Crises
- Liquidity + Committed Credit Lines up by EUR ~1.4bn, despite negative FCF and repayment of debt
- Total 20FY finance signed in amount of EUR c.2.9bn
- Average cost of debt down by ~40bps to 2%

\(^1\) Firepower = Liquidity + Committed Credit Lines & Finance  \(^2\) Dec. 31, 2020 break down: Frankfurt 1,720mn + 490mn CL; Greece: 144mn + 1mn CL; Brasil 32mn + 61mn CL; Lima 59mn + 344mn CL; Other: 258mn
Impacts of COVID-19

On our Way to “The New Fraport”
Impacts of COVID-19

“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 → next slide
Impacts of COVID-19

“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.”
“The New Fraport”: Greener

- Reduction of CO₂ 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.”
"Once the pandemic has been overcome, traffic will recover quickly due to uninterrupted demand and catch-up effects" 
"Long-term development only moderately slowed down by the consequences of the crisis" 
"FRA is more robust on the demand and supply side than other locations due to its strong catchment area, central location in the EU main economic area, and its airside and landside connectivity"
Impacts of COVID-19

Vaccination Progress and ACI Europe Forecast

Vaccination Progress

% of vaccinated people\(^1\)
(share of population with min. one dose)

<table>
<thead>
<tr>
<th>Country</th>
<th>20th April</th>
<th>20th May</th>
</tr>
</thead>
<tbody>
<tr>
<td>UK</td>
<td>49 %</td>
<td>55 %</td>
</tr>
<tr>
<td>USA</td>
<td>40 %</td>
<td>48 %</td>
</tr>
<tr>
<td>Germany</td>
<td>21 %</td>
<td>39 %</td>
</tr>
<tr>
<td>Spain</td>
<td>21 %</td>
<td>35 %</td>
</tr>
<tr>
<td>EU total</td>
<td>20 %</td>
<td>34 %</td>
</tr>
<tr>
<td>Greece</td>
<td>18 %</td>
<td>29 %</td>
</tr>
</tbody>
</table>

ACI Europe expects to reach pre-COVID levels in a high case scenario as early as 2024

ACI Europe passenger forecast for European airports\(^2\)
(% of 2019)

\(^1\) Our World in Data
\(^2\) ACI Europe Forecast – April 21st, 2021
### Impacts of COVID-19

#### Group: Near-Term low Visibility / Mid-Term Confidence!

<table>
<thead>
<tr>
<th></th>
<th>19FY Results</th>
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<th>21FY Outlook</th>
</tr>
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<td>€ -708 mil.</td>
<td>Slightly negative area</td>
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<td>€ -690 mil.</td>
<td>Negative area</td>
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<td>€ 0 / share</td>
<td>€ 0 / share</td>
<td>€ 0 / share</td>
</tr>
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2.1 Impacts of COVID-19 / 2Q21 Update
Impacts of COVID-19

May-June-July Traffic Trends

Frankfurt Passengers per day / 7-day average

- **May 2021:** ~30-40,000 area
  -77%

- **June 2021:** ~50-65,000 area
  -73%

- **July 2021:** ~70-100,000 area
  -57%

FRA JULY 2021
102% of 2019 Cont Destinations offered
@ XX% Seat Load Factor
75% of 2019 Intercont Destinations offered
@ XX% Seat Load Factor
Impacts of COVID-19

July Traffic Trends International Holdings

**Lima**

- **KW 25 (21-27):**
  - Int. PAX: 55,7
  - Dom. PAX: 131,5
- **KW 26 (28-04):**
  - Int. PAX: 60,1
  - Dom. PAX: 133,7
- **KW 27 (05-11):**
  - Int. PAX: 60,9
  - Dom. PAX: 150,8
- **KW 28 (12-18):**
  - Int. PAX: 63,1
  - Dom. PAX: 162,0

**Griechenland**

- **KW 25 (21-27):**
  - Int. PAX: 34,1
  - Dom. PAX: 113,6
- **KW 26 (28-04):**
  - Int. PAX: 450,1
  - Dom. PAX: 121,2
- **KW 27 (05-11):**
  - Int. PAX: 563,1
  - Dom. PAX: 132,1
- **KW 28 (12-18):**
  - Int. PAX: 660,7
  - Dom. PAX: 141,4

**Antalya**

- **KW 25 (21-27):**
  - Int. PAX: 414,3
  - Dom. PAX: 115,8
- **KW 26 (28-04):**
  - Int. PAX: 579,2
  - Dom. PAX: 127,4
- **KW 27 (05-11):**
  - Int. PAX: 686,6
  - Dom. PAX: 137,8
- **KW 28 (12-18):**
  - Keine Daten verfügbar

**Porto Alegre**

- **KW 25 (21-27):**
  - Int. PAX: 0,8
  - Dom. PAX: 85,8
- **KW 26 (28-04):**
  - Int. PAX: 0,8
  - Dom. PAX: 84,9
- **KW 27 (05-11):**
  - Int. PAX: 0,8
  - Dom. PAX: 93,3
- **KW 28 (12-18):**
  - Int. PAX: 1,1
  - Dom. PAX: 109,2

**Varna & Burgas**

- **KW 25 (21-27):**
  - Int. PAX: 46,3
  - Dom. PAX: 3,8
- **KW 26 (28-04):**
  - Int. PAX: 67,4
  - Dom. PAX: 4,4
- **KW 27 (05-11):**
  - Int. PAX: 85,9
  - Dom. PAX: 5,8
- **KW 28 (12-18):**
  - Int. PAX: 99,7
  - Dom. PAX: 6,3

**St. Petersburg**

- **KW 25 (21-27):**
  - Int. PAX: 320,7
  - Dom. PAX: 54,5
- **KW 26 (28-04):**
  - Int. PAX: 342,2
  - Dom. PAX: 61,6
- **KW 27 (05-11):**
  - Int. PAX: 359,4
  - Dom. PAX: 63,3
- **KW 28 (12-18):**
  - Int. PAX: 394,3
  - Dom. PAX: 67,9

**Fortaleza**

- **KW 25 (21-27):**
  - Int. PAX: 0,7
  - Dom. PAX: 61,5
- **KW 26 (28-04):**
  - Int. PAX: 0,9
  - Dom. PAX: 76,0
- **KW 27 (05-11):**
  - Int. PAX: 0,8
  - Dom. PAX: 85,5
- **KW 28 (12-18):**
  - Int. PAX: 0,4
  - Dom. PAX: 98,1

**Ljubljana**

- **KW 25 (21-27):**
  - Int. PAX: 8,8
  - Dom. PAX: 217,4
- **KW 26 (28-04):**
  - Int. PAX: 11,6
  - Dom. PAX: 273,7
- **KW 27 (05-11):**
  - Int. PAX: 13,4
  - Dom. PAX: 310,1
- **KW 28 (12-18):**
  - Int. PAX: 14,7
  - Dom. PAX: 346,5

**Xi’an**

- **Total PAX:**
  - KW 25 (21-27): 828,5
  - KW 26 (28-04): 828,1
  - KW 27 (05-11): 880,0
  - KW 28 (12-18): Keine Daten verfügbar
# Impacts of COVID-19

## 6M & 2Q Passenger Review

### 6M Passenger Performances

<table>
<thead>
<tr>
<th>City</th>
<th>6M19</th>
<th>6M20</th>
<th>6M21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frankfurt</td>
<td>12.2</td>
<td>6.5</td>
<td>11.3</td>
</tr>
<tr>
<td>Lima</td>
<td>10.9</td>
<td>3.7</td>
<td>5.0</td>
</tr>
<tr>
<td>Greece</td>
<td>7.4</td>
<td>3.1</td>
<td>1.8</td>
</tr>
<tr>
<td>Brazil</td>
<td>13.2</td>
<td>9.3</td>
<td>7.4</td>
</tr>
<tr>
<td>Bulgaria</td>
<td>8.8</td>
<td>4.2</td>
<td>4.1</td>
</tr>
<tr>
<td>Ljubljana</td>
<td>4.1</td>
<td>7.4</td>
<td>11.5</td>
</tr>
<tr>
<td>Antalya</td>
<td>22.9</td>
<td>12.2</td>
<td>18.4</td>
</tr>
<tr>
<td>St. Petersburg</td>
<td>33.6</td>
<td>11.3</td>
<td>10.9</td>
</tr>
<tr>
<td>Xi’an</td>
<td>11.3</td>
<td>5.0</td>
<td>3.7</td>
</tr>
</tbody>
</table>

### 2Q Passenger Performances

<table>
<thead>
<tr>
<th>City</th>
<th>2Q19</th>
<th>2Q20</th>
<th>2Q21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frankfurt</td>
<td>18.8</td>
<td>4.0</td>
<td>5.8</td>
</tr>
<tr>
<td>Lima</td>
<td>9.0</td>
<td>2.1</td>
<td>2.1</td>
</tr>
<tr>
<td>Greece</td>
<td>3.5</td>
<td>0.2</td>
<td>0.2</td>
</tr>
<tr>
<td>Brazil</td>
<td>1.4</td>
<td>0.2</td>
<td>0.1</td>
</tr>
<tr>
<td>Bulgaria</td>
<td>1.2</td>
<td>10.2</td>
<td>0.5</td>
</tr>
<tr>
<td>Ljubljana</td>
<td>11.5</td>
<td>3.1</td>
<td>3.1</td>
</tr>
<tr>
<td>Antalya</td>
<td>1.1</td>
<td>0.7</td>
<td>0.7</td>
</tr>
<tr>
<td>St. Petersburg</td>
<td>10.5</td>
<td>1.2</td>
<td>0.0</td>
</tr>
<tr>
<td>Xi’an</td>
<td>11.6</td>
<td>11.0</td>
<td>6.2</td>
</tr>
</tbody>
</table>

Sequential 2Q Improvement

- vs. 20: >100
- vs. 19:
  - Brazil: -79%
  - Antalya: -64%
  - Lima: -77%
  - Greece: -60%
  - Bulgaria: -81%
  - Ljubljana: -90%
  - St. Petersburg: -71%
  - Xi’an: -10%
  - Frankfurt: -5%
Impacts of COVID-19

Frankfurt Restructuring Progress

Target

Achievement Mar 31, 2021

Achievement June 30, 2021

4,000 Employee Reduction

75% 3,009 Employee Reduction

4,276 Employee Reduction

1 Measured against 20,792 Employees as per YE 2019
Impacts of COVID-19

2Q21 COVID-19 Compensations

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

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
Impacts of COVID-19

6M21 COVID-19 Compensations and Security Settlement

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

Group Aggregate

1Q 21 Revenue
EUR +57.8mn

1Q 21 Total Revenue / EBITDA / EBIT
EUR +70.2mn

1Q21 EBT
EUR +87.7mn

2Q 21 Total Revenue / EBITDA / EBIT / EBT
EUR +232.6mn
In 6M21 the Group generated total revenues from COVID-19 compensations and the settlement of a legal dispute in the amount of EUR 303mn. An overview of those items is presented on slide 45. "[ ] mn" figures correspond to numbers excl. those items.

**Total Revenues Up due to EUR 303mn Extras**
- FRA Segments EUR 747mn [530mn] / Internationals EUR 271mn [185mn]
- (PY: EUR 629mn) / (PY: EUR 209mn)

**Strong Cost Control in Frankfurt & International**
- FRA Segments EUR 540mn / International Activities EUR 143mn
- (PY: EUR 642mn) / (PY: EUR 173mn)

**Positive Group EBITDA**
- FRA Segments EUR 207mn [-11mn] / Internationals EUR 128mn [43mn]
- (PY: EUR -13mn) / (PY: EUR 36mn)

**Positive Net Result due to COVID-19 Compensations**
- D&A reduced by EUR 14mn
- Financial Result improved by EUR 3mn

---

1 In 6M the Group generated total revenues from COVID-19 compensations and the settlement of a legal dispute in the amount of EUR 303mn. An overview of those items is presented on slide 45. "[ ] mn" figures correspond to numbers excl. those items.

2 Adjusted for IFRIC 12
Impacts of COVID-19

2Q21 Positive Underlying EBITDA and Extras

In 2Q the 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 on slide 45. "[ mn]" figures correspond to numbers excl. those items.

Total Revenues Up due to Traffic Increase & Extras

FRA Segments EUR 461mn [302mn] / Internationals EUR 179mn [105mn]

(PY: EUR 183mn) / (PY: EUR 41mn)

Q2 Opex Slightly Up due to Internationals

FRA Segments EUR 270mn / International Activities EUR 75mn

(PY: EUR 272mn) / (PY: EUR 59mn)

Positive Group EBITDA

FRA Segments EUR 191mn [32mn] / Internationals EUR 104mn [30mn]

(PY: EUR -89mn) / (PY: EUR -18mn)

Positive Net Result due to COVID-19 Compensations

D&A reduced by EUR 7mn
Financial Result worsened by EUR 12mn
Impacts of COVID-19

Negative 6M21 FCF due to Severance Payments & Capex

in € mil.

Free Cash Flow 6M21: € -755mn

<table>
<thead>
<tr>
<th>Capex figures including down payments to EPC companies</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 = Capex in airport op. projects, other intangible assets, PPE, investment property, and at equity investments. No consideration of one-time payments for acquisitions</td>
</tr>
<tr>
<td>2 = OCF – IFRS 16 – Capex + Dividends from at equity investments</td>
</tr>
<tr>
<td>3 = Year-end figures for 2020</td>
</tr>
</tbody>
</table>

Comments

› 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

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>6M21</th>
<th>6M20</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating cash flow</td>
<td>-195</td>
<td>-97</td>
<td>-</td>
</tr>
<tr>
<td>Capex¹</td>
<td>560</td>
<td>541</td>
<td>+3.6</td>
</tr>
<tr>
<td>Free cash flow²</td>
<td>-755</td>
<td>-653</td>
<td>-</td>
</tr>
<tr>
<td>Net debt³</td>
<td>6,326</td>
<td>5,534</td>
<td>+14.3</td>
</tr>
<tr>
<td>Equity³</td>
<td>3,794</td>
<td>3,759</td>
<td>+0.9</td>
</tr>
<tr>
<td>Gearing ratio³</td>
<td>173.0</td>
<td>152.9</td>
<td>+20.1PP</td>
</tr>
</tbody>
</table>
Impacts of COVID-19

All-in Cash and Credit Lines cross EUR 4.4bn

- Strong increase in Cash and Credit Lines\(^1\) 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

\(^1\) Defined as: Liquidity + Committed Credit Lines & Finance
\(^2\) June 30, 2021 break down: Frankfurt 3,080mn + 568mn CL; Greece: 95mn + 1mn CL; Brasil 23mn + 57mn CL; Lima 33mn + 355mn CL; Other: 236mn
Impacts of COVID-19

Repayment Profile

in € mil.

<table>
<thead>
<tr>
<th>Liquidity as of Jun 30, 2021</th>
<th>Financial Liabilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>4,448</td>
<td>3,467</td>
</tr>
<tr>
<td>3,467</td>
<td></td>
</tr>
<tr>
<td>9,793</td>
<td></td>
</tr>
</tbody>
</table>

- €8.4 bn Fraport AG debt
- €1.08 bn Greece debt
- €298 mn Brazil debt
- €24 mn Lima debt

Average debt condition ~ 2.1% interest rate

1 2021 including for EUR 150mn repayments of RCF and EUR 110mn in connection with CPP
## Impacts of COVID-19

**Despite low Visibility positive Group Result possible**

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<td>€ 0 / share</td>
<td>€ 0 / share</td>
</tr>
</tbody>
</table>
3 Frankfurt Airport
Market Position

Key Facts

70.6mn Pax
#1 in Germany
#4 in Europe

2.1mn m.t. Cargo
#1 in Germany
#2 in Europe

c.40mn People
#1 Catchment area in Europe (within 200km)

2/3 of blue chips
#1 Catchment area in Germany (within 200km)

Economic Center
Germany is #1 Economy in EU

Banking Center
Frankfurt is #1 Center with top connectivity

4 Runways
20+% Capacity reserve still available

3 Terminals
30+% Capacity to be made available by 2023

Asset Ownership
Frankfurt Airport is not a concession but owned by Fraport

Dual Till
Frankfurt Airport is dual till regulated Infrastructure

For better comparison and to assess the recovery path: Pre-COVID-19 figures illustrated on this chart – to see impacts of COVID-19 pls. see Section 2 of this Fact Book
## Biggest Passenger Airports

FRA ranks #15 worldwide | #4 in Europe

<table>
<thead>
<tr>
<th>Rank</th>
<th>City</th>
<th>Airport</th>
<th>Pass.(m)</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Atlanta</td>
<td>ATL</td>
<td>110.5</td>
<td>+2.9</td>
</tr>
<tr>
<td>2</td>
<td>Beijing</td>
<td>PEK</td>
<td>100.0</td>
<td>-1.0</td>
</tr>
<tr>
<td>3</td>
<td>Los Angeles</td>
<td>LAX</td>
<td>88.1</td>
<td>+0.6</td>
</tr>
<tr>
<td>4</td>
<td>Dubai</td>
<td>DXB</td>
<td>86.4</td>
<td>-3.1</td>
</tr>
<tr>
<td>5</td>
<td>Tokyo</td>
<td>HND</td>
<td>85.5</td>
<td>-1.7</td>
</tr>
<tr>
<td>6</td>
<td>Chicago</td>
<td>ORD</td>
<td>84.4</td>
<td>+1.2</td>
</tr>
<tr>
<td>7</td>
<td>London</td>
<td>LHR</td>
<td>80.9</td>
<td>+1.0</td>
</tr>
<tr>
<td>8</td>
<td>Shanghai</td>
<td>PVG</td>
<td>76.2</td>
<td>+2.9</td>
</tr>
<tr>
<td>9</td>
<td>Paris</td>
<td>CDG</td>
<td>76.2</td>
<td>+5.4</td>
</tr>
<tr>
<td>10</td>
<td>Dallas</td>
<td>DFW</td>
<td>75.1</td>
<td>+8.6</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Rank</th>
<th>City</th>
<th>Airport</th>
<th>Pass.(m)</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>11</td>
<td>Guangzhou</td>
<td>CAN</td>
<td>73.4</td>
<td>+5.2</td>
</tr>
<tr>
<td>12</td>
<td>Amsterdam</td>
<td>AMS</td>
<td>71.7</td>
<td>+0.9</td>
</tr>
<tr>
<td>13</td>
<td>Hong Kong</td>
<td>HKG</td>
<td>71.4</td>
<td>-4.2</td>
</tr>
<tr>
<td>14</td>
<td>Incheon</td>
<td>ICN</td>
<td>71.2</td>
<td>+4.2</td>
</tr>
<tr>
<td>15</td>
<td>Frankfurt</td>
<td>FRA</td>
<td>70.6</td>
<td>+1.5</td>
</tr>
<tr>
<td>16</td>
<td>Denver</td>
<td>DEN</td>
<td>69.0</td>
<td>+7.0</td>
</tr>
<tr>
<td>17</td>
<td>Delhi</td>
<td>DEL</td>
<td>68.5</td>
<td>-2.0</td>
</tr>
<tr>
<td>18</td>
<td>Singapore</td>
<td>SIN</td>
<td>68.3</td>
<td>+4.0</td>
</tr>
<tr>
<td>19</td>
<td>Bangkok</td>
<td>BKK</td>
<td>65.4</td>
<td>+3.2</td>
</tr>
<tr>
<td>20</td>
<td>New York</td>
<td>JFK</td>
<td>62.6</td>
<td>+1.5</td>
</tr>
</tbody>
</table>
Market Position

FY 2019 Traffic Split

For better comparison and to assess the recovery path: Pre-COVID-19 figures illustrated on this chart – to see impacts of COVID-19 pls. see Section 2 of this Fact Book

Average SLF
- 79.6 %
  - Δ + 0.3 %P

Continental
- 64 %
  - Δ +0 %

Intercontinental
- 36 %
  - Δ +3 %
# Departing Passengers by Country

<table>
<thead>
<tr>
<th>Country</th>
<th>Market Position</th>
<th>Pre-COVID-19</th>
<th>Recovery</th>
<th>Source: Opal</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA</td>
<td></td>
<td>3.9</td>
<td>+3.5%</td>
<td></td>
</tr>
<tr>
<td>Germany</td>
<td></td>
<td>3.5</td>
<td>-3.7%</td>
<td></td>
</tr>
<tr>
<td>Spain</td>
<td></td>
<td>2.7</td>
<td>+0.2%</td>
<td></td>
</tr>
<tr>
<td>Italy</td>
<td></td>
<td>1.9</td>
<td>-2.3%</td>
<td></td>
</tr>
<tr>
<td>United Kingdom</td>
<td></td>
<td>1.5</td>
<td>-2.2%</td>
<td></td>
</tr>
<tr>
<td>France</td>
<td></td>
<td>1.1</td>
<td>+1.5%</td>
<td></td>
</tr>
<tr>
<td>Turkey</td>
<td></td>
<td>1.0</td>
<td>+10.8%</td>
<td></td>
</tr>
<tr>
<td>Canada</td>
<td></td>
<td>0.9</td>
<td>+4.2%</td>
<td></td>
</tr>
<tr>
<td>Austria</td>
<td></td>
<td>0.9</td>
<td>-5.3%</td>
<td></td>
</tr>
<tr>
<td>China</td>
<td></td>
<td>0.8</td>
<td>+0.0%</td>
<td></td>
</tr>
<tr>
<td>Portugal</td>
<td></td>
<td>0.8</td>
<td>+0.1%</td>
<td></td>
</tr>
<tr>
<td>Poland</td>
<td></td>
<td>0.8</td>
<td>+0.2%</td>
<td></td>
</tr>
<tr>
<td>Greece</td>
<td></td>
<td>0.7</td>
<td>+7.0%</td>
<td></td>
</tr>
<tr>
<td>India</td>
<td></td>
<td>0.6</td>
<td>+8.3%</td>
<td></td>
</tr>
<tr>
<td>Switzerland</td>
<td></td>
<td>0.6</td>
<td>-1.2%</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td>13.2</td>
<td>+2.8%</td>
<td></td>
</tr>
</tbody>
</table>
Market Position

Traffic Shares by Airlines

For better comparison and to assess the recovery path: Pre-COVID-19 figures illustrated on this chart – to see impacts of COVID-19 pls. see Section 2 of this Fact Book

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

This reflects a total amount of 51.2 million passengers in 2019

Top Five Airlines by movements are offering more than 70% of all movements at Frankfurt Airport

This reflects a total number of movements of 362,308 in 2019
Market Position

*Highest Transfer Share in Central Europe*

For better comparison and to assess the recovery path: Pre-COVID-19 figures illustrated on this chart – to see impacts of COVID-19 pls. see Section 2 of this Fact Book

For example, in 2019, the transfer share was 54%. In 1994, the transfer share was 43%.

<table>
<thead>
<tr>
<th>Year</th>
<th>Transfer Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>1994</td>
<td>30%</td>
</tr>
<tr>
<td>1995</td>
<td>35%</td>
</tr>
<tr>
<td>1996</td>
<td>40%</td>
</tr>
<tr>
<td>1997</td>
<td>45%</td>
</tr>
<tr>
<td>1998</td>
<td>50%</td>
</tr>
<tr>
<td>1999</td>
<td>55%</td>
</tr>
<tr>
<td>2000</td>
<td>60%</td>
</tr>
<tr>
<td>2001</td>
<td>65%</td>
</tr>
<tr>
<td>2002</td>
<td></td>
</tr>
<tr>
<td>2003</td>
<td></td>
</tr>
<tr>
<td>2004</td>
<td></td>
</tr>
<tr>
<td>2005</td>
<td></td>
</tr>
<tr>
<td>2006</td>
<td></td>
</tr>
<tr>
<td>2007</td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>54%</td>
</tr>
<tr>
<td>2015</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>54%</td>
</tr>
</tbody>
</table>
FRA total passengers excl. transit: 70.4 million

With 54% Frankfurt has the highest rate and highest total number of transferring passengers in Central Europe

More than 75% of all transferring passengers come from or go to an intercontinental destination, 70% are intercont-cont passengers and 6% intercont-intercont

Intercont traffic has direct impact on charges (higher MTOW) and retail revenue (better spending behaviour)
Market Position

Competitive Landscape

Domestic airports

Main European transfer airports

Middle East & Turkey

Competition for O&D passengers

Competition depending on availability of route, flight time, ticket price, travel distance to airport, preference of airline, and/or alternative way of travel, i.e., train, bus, or car

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

1 Airports 2+ mil. Passengers and in vicinity of 200 km

Features of Frankfurt Airport
## Competitive Landscape – Europe

<table>
<thead>
<tr>
<th>Airport</th>
<th>Existing runways</th>
<th>Slot capacity</th>
<th>Planned runways</th>
<th>Target Capacity</th>
</tr>
</thead>
<tbody>
<tr>
<td>London-Heathrow</td>
<td>2 not independently usable</td>
<td>90 mov/h</td>
<td>1</td>
<td>n.a.</td>
</tr>
<tr>
<td>Paris-Ch.d.Gaulle</td>
<td>4 independently usable</td>
<td>118 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Frankfurt</td>
<td>4 not independently usable</td>
<td><strong>104 mov/h</strong></td>
<td>0</td>
<td><strong>126 mov/h</strong></td>
</tr>
<tr>
<td>Amsterdam</td>
<td>6 independently usable</td>
<td>110 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Madrid</td>
<td>4 independently usable</td>
<td>98 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Munich</td>
<td>2 independently usable</td>
<td>90 mov/h</td>
<td>0</td>
<td>n.a.</td>
</tr>
<tr>
<td>Barcelona</td>
<td>3 n.a.</td>
<td>n.a.</td>
<td>0</td>
<td>n.a.</td>
</tr>
<tr>
<td>Zurich</td>
<td>3 not independently usable</td>
<td>66 mov/h</td>
<td>0</td>
<td>optimization of existing runways, 70 mov/h</td>
</tr>
<tr>
<td>Vienna</td>
<td>2 not independently usable</td>
<td>68-72 mov/h</td>
<td>1</td>
<td>approval of construction not granted yet, 95 mov/h</td>
</tr>
<tr>
<td>Brussels</td>
<td>3 independently usable</td>
<td>74 mov/h</td>
<td>0</td>
<td>optimization of existing runways, 93 mov/h</td>
</tr>
</tbody>
</table>
Market Position

LCC Market Share at European Airports

For better comparison and to assess the recovery path: Pre-COVID-19 figures illustrated on this chart – to see impacts of COVID-19 pls. see Section 2 of this Fact Book

Source: OAG offered Seat Capacities

- **FRA 2019**
- **FRA 2018**
- **Major Hubs**
- **Others**

Size of circle reflects total seat offering per airport
Top 5 US Carriers reach c.80 % market share (Seats)

American Airlines
TWA
US Airways
America West
Delta
Northwest
United
Continental
Southwest
AirTran
Alaska Airlines
Virgin America

Top 5 EU Carriers below 50% market share (Seats)

Lufthansa
Swiss
Austrian
Sabena
Brussels Airlines
Air Berlin
British Airways
Iberia
Air Berlin
Aer Lingus
KLM
Ryanair
Air France
easyJet

Market share

United States

Europe

Pre-COVID-19 traffic figures on this chart – to see impacts of COVID-19 pls. see Section 2 of this Fact Book

Source: OAG
**FRA Market Attractiveness**

**Biggest passenger airport in Germany**
- 70.56 mil. Passengers
- 94 airlines fly about 300 destinations in c.100 countries
- Star Alliance accounts for approximately 75% of passengers at FRA

**Leading cargo hub in Europe**
- 2.1 mil. metric tons of freight and mail in 2019
- 26 cargo airlines flying to 97 destinations in 50 countries
- 37% of freight volume is transported in bellies of passengers aircraft
- Leading cargo hub enhances airline yields via belly freight

**Europe’s largest catchment area**
- 38 mil. people or c.47% of the German population live within 200km radius from FRA
- More than 180 ICE and long-distance trains and 278 regional trains per day
- 4 mil. passengers use long-distance trains to/from FRA = ~12% of originating pax

**Frankfurt Airport – Top of the hubs**
- High connectivity with about 300 destinations
- Competitive level of charges compared to other European hubs
- Superior ground handling quality
- Capacity increase of more than 50% due to fourth runway offers growth potential

---

For better comparison and to assess the recovery path: Pre-COVID-19 figures illustrated on this chart – to see impacts of COVID-19 pls. see Section 2 of this Fact Book.
Market Position

Slot Utilization (2019 Summer Schedule)

For better comparison and to assess the recovery path: Pre-COVID-19 figures illustrated on this chart – to see impacts of COVID-19 pls. see Section 2 of this Fact Book

Slot Utilization

- Between 6am and 10pm: 104 Movements/hour (+2 for ad-hoc traffic e.g. general aviation)
- Between 10pm and 6am: on average: 133 Movements/night
- Night flight ban between 11pm and 5am

Current max: 104
Market Position

c.2/3 of German Blue Chips Within 2h Radius
- More than 100 high-speed feeder trains from 17 cities to and from Frankfurt Airport offered by LH and German Railway, including Basel in Switzerland

- 5 new cities to be added in 2H 21, including Munich, Berlin and Hamburg, covering Germany’s largest cities

- Phase in of new “Sprinter” services in Dec. 21, i.e., direct train services from Munich and Nuremberg to Frankfurt Airport w/o additional stops, shortening travel time to Munich city center to 3hrs and 2hrs to Nuremberg

- Direct city links are environmentally and economical friendly way to connect Frankfurt Airport to major German cities, leveraging best-in-class location and connectivity of the airport
Market Position

Connectivity as Competitive Edge

For better comparison and to assess the recovery path: Pre-COVID-19 figures illustrated on this chart – to see impacts of COVID-19 pls. see Section 2 of this Fact Book

<table>
<thead>
<tr>
<th></th>
<th>Highest Monthly Number of Destinations</th>
<th>Average Monthly Number of Destinations</th>
<th>Lowest Monthly Number of Destinations</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019 FRA</td>
<td>297</td>
<td>274</td>
<td>253</td>
</tr>
<tr>
<td>2019 CDG</td>
<td>290</td>
<td>274</td>
<td>254</td>
</tr>
<tr>
<td>2019 AMS</td>
<td>273</td>
<td>253</td>
<td>235</td>
</tr>
<tr>
<td>2019 MUC</td>
<td>219</td>
<td>205</td>
<td>187</td>
</tr>
<tr>
<td>2019 LGW</td>
<td>210</td>
<td>196</td>
<td>177</td>
</tr>
<tr>
<td>2019 MAD</td>
<td>210</td>
<td>194</td>
<td>181</td>
</tr>
<tr>
<td>2019 LHR</td>
<td>206</td>
<td>194</td>
<td>183</td>
</tr>
<tr>
<td>2019 BCN</td>
<td>212</td>
<td>191</td>
<td>163</td>
</tr>
<tr>
<td>2019 FCO</td>
<td>203</td>
<td>181</td>
<td>161</td>
</tr>
<tr>
<td>2019 VIE</td>
<td>202</td>
<td>180</td>
<td>151</td>
</tr>
<tr>
<td>2019 BRU</td>
<td>188</td>
<td>168</td>
<td>147</td>
</tr>
<tr>
<td>2019 ZRH</td>
<td>185</td>
<td>166</td>
<td>139</td>
</tr>
</tbody>
</table>

Nonstop only, source: Sabre MI
Expansion

Investments to Secure Competitive Position

- Mönchhof Site
- Ticona
- Realized Projects
- Projects in Development
- Runway Northwest
- The Squaire
- CD Link
- Gateway Gardens
- Pier A+
- LCC neo
- A380 Hangar
- CargoCity South
- Terminal 3
- CargoCity South
- A380 Hangar
- LCC neo
- Pier A+
- The Squaire
- Gateway Gardens
- CD Link
- Mönchhof Site
- Ticona
- Realized Projects
- Projects in Development
- Runway Northwest

Features of Frankfurt Airport
Expansion

Realized Projects

CD Link 2008

The Squaire 2011
  Realized by IVG

Northwest Runway 2011

Pier A-Plus 2012
Expansion

Terminal 3: Piers G, H & J

- 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

- Terminal 3: Pier G: 2nd stage
  - Planned completion: 2026
  - Parking positions: 24
  - 400m Pier H for Schengen operation
  - 600m Pier J for Non-Schengen operation

- Terminal 3: Main Hall and Piers H & J
  - Planned completion: 2026
  - Parking positions: 24
  - 400m Pier H for Schengen operation
  - 600m Pier J for Non-Schengen operation

Rough capex phasing

Planned Completion: 2026 on. | ~21 mil. Passengers Capacity | EUR c.4 bn. Invest

Pier H

Pier J

Pier G

1 Piers H, J & G stages 1&2

Features of Frankfurt Airport
Passenger Forecast Underpins Investment Need

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

2019 Passenger number of 70.6mn outperformed both studies conducted in 2014

Pre-COVID-19 traffic figures – to see impacts of COVID-19 pls. see Section 2 of this Fact Book
Frankfurt Business Segments
## Frankfurt Business Segments

### Overview and Services

#### Aviation
- Airside Management
  - Airside Infrastructure
  - Airside Operations
- Terminal Management
  - Landside Operations
  - Capacity Management
- Corp. Safety and Security
  - Airport Fire Safety
  - Emergency Response
- Environmental Impact, Noise and Air Quality

#### Retail & Real Estate
- Retail
  - Shopping
  - Services
  - Advertising
- Real Estate
  - Rents in Terminals
  - Service / Admin. Bldgs.
- Car Parking

#### Ground Handling
- Central Infrastructure
  - Baggage Conveyor Belts
  - Passenger Bridges
  - Sanitary Services
  - De-Icing Facilities
  - PRM
- Ramp & Passenger Serv.
  - Loading & Unloading
  - Walk-out Assistance
  - Check-in & Boarding
  - Lost & Found
  - Weight & Balances
- Cargo Services (49% JV)

#### Affiliated Services
- Part of International Activities Segment
  - Facility Management
  - Information and Telecommunications
  - Corp. Infrastructure Mgmt.
  - Airport Expansion South

### Regulated Business

No part of Airport Regulation

### Exemplary services

- Frankfurt Business Segments
Aviation

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 parking of an aircraft as well as the handling of passengers and freight...

Approval 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.
4. Airport users are not charged differently for basic charges. A differentiation of charges ... is permissible; the criteria used must be appropriate, 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...
3. 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;
   b. The method used to fix airport charges;
   c. 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;
   d. Revenues of the various charges and the total cost of the services financed with it;
   e. ...
   f. The foreseeable development of charges and traffic at the airport as well as intended investments;
   g. ...
   h. 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...
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 the airport
- In relation to size of parking position, parking time and location of the position (terminal or apron)
- Aprons, parking positions for aircraft

**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 flight destination
- Terminal facilities and equipment
- Transportation of passengers between terminals
# Overview of Regulated Charges

## Passenger Charges
- **Total 2019:** EUR 528.8 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 2019:** EUR 187.4 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 2019:** EUR 51.8 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 2019:** EUR 48.1 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:** ~ € 11,740 total bill

- **~ € 8,380**
- **~ € 2,120**
- **~ € 570**
- **~ € 670**

---

1 Assumptions: Daytime flight, 440 Passengers, 50% Transfers
Calculation of Allowed Returns in Regulated Business

Pre Tax Cost of Capital = Invested capital \times Pre Tax WACC

In Frankfurt defined as "Fraport assets"

Fraport assets

Goodwill
+ Other intangible assets @ cost / 2
+ Investment in airport operating projects @ cost / 2
+ Construction in progress and lands at cost
+ Other Property, plant, and equipment @ cost / 2
+ Carrying amounts of the Group companies accounted for using the equity method and other investments
+ Inventories
+ Trade accounts receivable
- Current trade accounts payable

! 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 slide

2020 WACC calculation

Cost of equity
Cost of debt

Total market yield 8.1%:
Risk-free interest rate 0.9%
plus market risk premium 7.2%

Cost of debt before taxes 3.2%

Beta 0.83

Cost of equity before taxes 10.1%

Cost of debt before taxes 3.2%

Shareholders’ equity ratio 53%:
market value

Debt ratio 47%:
interest-bearing 34%/ non interest-bearing 13%

2020 WACC before taxes 6.4%
RAB: “At cost / 2” vs. “Residual Carrying Amount” Approach

Investment phase

Asset base
Exemplary figures

Residual Carrying Amount (RCA)

More stable asset base!

At cost / 2

“Assets under construction” included in full as they are not depreciated, upon inauguration assets will be included at cost / 2

Asset base fluctuates more!

Plus: value creation when investment < depreciation
Price Calculation in Regulated Aviation Business

1. Projection of Capex and RAB for period in question

2. Calculation of pre tax WACC =

Projected pre tax Cost of Capital, i.e., allowed return or EBIT in regulated Aviation business

3. Projection of EBIT in regulated Aviation business for period in question, including: volume projection for Frankfurt Airport & cost development

4a) If projected EBIT falls below allowed return, price upward potential
4b) If projected EBIT exceeds allowed return, price downward potential
# Historic Returns in Aviation Segment

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>Average Prices</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Jul 4.0 Oct 3.0</td>
<td>2.9</td>
<td>2.9</td>
<td>2.9</td>
<td>2.9</td>
<td>0</td>
<td>1.9</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
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<tr>
<td>Apr 3.0 Oct 2.5</td>
<td>-1.0</td>
<td>-2.0</td>
<td>-0.8</td>
<td>-0.2</td>
<td>-1.1</td>
<td>2.7</td>
<td>7.7</td>
<td>0.4</td>
<td>-73.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Passengers</strong></td>
<td>4.1</td>
<td>6.5</td>
<td>1.9</td>
<td>0.9</td>
<td>2.6</td>
<td>2.5</td>
<td>-0.4</td>
<td>6.1</td>
<td>7.8</td>
<td>1.5</td>
<td>-73.4</td>
</tr>
<tr>
<td><strong>Movements</strong></td>
<td>0.3</td>
<td>4.9</td>
<td>-1.0</td>
<td>-2.0</td>
<td>-0.8</td>
<td>-0.2</td>
<td>-1.1</td>
<td>2.7</td>
<td>7.7</td>
<td>0.4</td>
<td>-58.7</td>
</tr>
</tbody>
</table>

- **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 & €22.4 mil. impairment on FraSec
- **2017**: New incentive scheme for growing airlines introduced. Regulated charges include reimbursements to airlines
- **2018**: €21.8 mil. increased D&A due to changes in expected useful life times of assets. Regulated charges include reimbursements to airlines
- **2019**: €20.2 mil. increased D&A due to changes in expected useful life times of assets. Regulated charges include reimbursements to airlines
- **2020**: Impacted by COVID-19 + €96.4 mil. provision for staff restructuring booked
Aviation

Security Services

• Fraport offers full range of airport security services
• Operations carried out by Fraport and FraSec, wholly owned subsidiary of Fraport
• Passenger screening is de-regulated
• In Frankfurt: Fraport & FraSec are currently in charge of T1 Concourses A & C
• Frankfurt Terminal 1B & Terminal 2 are operated by competitor
• FraSec also offers security services at the airports of Stuttgart, Berlin and Cologne
Aviation

Security Services Restructuring as of Jan. 1st, 2023

- Federal Ministry and Fraport agreed on future structure of security checks at Frankfurt Airport
- Federal Ministry and Police will continue to set framework conditions and supervise security checks
- Fraport will assume responsibility for the awarding of security contracts, the procurement of security devices, the deployment of security companies, the opening of lines and billing to airlines

Objective: Gain flexibility and perform security checks in more efficient way
Manual checks can take place on multiple areas

Re-routing to manual checks immediately after leaving body scanners

Passengers pass body scanners

Passengers place luggage into bins: 3 to 5 passengers in parallel, allowing for an overtaking function

Passengers are directed to security check stand

Shoes can be checked separately

Cleared luggage to be taken

Uncleared luggage will be checked separately

X-ray control on multiple working places

Conveyor belt runs automatically also during the x-ray process

New Security Lane Equipment

Aviation
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.
## KPI “Retail Revenue per Passenger”

### Retail Revenue per Passenger

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>€</td>
<td>1.80</td>
<td>2.03</td>
<td>2.27</td>
<td>2.22</td>
<td>2.22</td>
<td>2.26</td>
<td>2.56</td>
<td>2.69</td>
<td>2.84</td>
<td>2.86</td>
<td>3.02</td>
<td>3.17</td>
<td>3.32</td>
<td>3.60</td>
<td>3.43</td>
<td>3.62</td>
<td>3.49</td>
<td>3.37</td>
<td>3.12</td>
<td>3.28</td>
<td>4.73</td>
</tr>
</tbody>
</table>

### Retail Revenue

<table>
<thead>
<tr>
<th>Year</th>
<th>€ mil.</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>231.8</td>
<td>-61.7%</td>
</tr>
<tr>
<td>2020</td>
<td>88.8</td>
<td></td>
</tr>
</tbody>
</table>

### Retail Revenue Split

- **Shopping**: 128.8 € mil.
- **Services**: 44.6 € mil.
- **Advertising**: 22.2 € mil.

1 Retail revenue according to old segment structure / revenue split, including IT services for passengers.
### Retail & Real Estate

#### Top Spenders vs. Top Volume

<table>
<thead>
<tr>
<th>TOP 5 by Retail Value</th>
<th>TOP 5 by Volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Destinations with <strong>very high retail value</strong></td>
<td>• Destinations with <strong>very large passenger volumes</strong></td>
</tr>
<tr>
<td>• Low <strong>passenger volumes</strong></td>
<td>• Moderate <strong>retail value</strong></td>
</tr>
<tr>
<td>• Highly defined consumption patterns</td>
<td>• Moderate <strong>reachability and addressability</strong></td>
</tr>
<tr>
<td>• Easy <strong>reachability and addressability</strong></td>
<td></td>
</tr>
</tbody>
</table>

**China** | **Vietnam** | **Russia** | **India** | **South Korea** | **USA** | **Turkey** | **Germany** | **UAE** | **Spain** |

- <7% passengers | ~30% revenue | ~34% passengers | ~18% revenue |

For better comparison and to assess the recovery path: Pre-COVID-19 figures illustrated on this chart – to see impacts of COVID-19 pls. see Section 2 of this Fact Book
## F/X Impact on Spending Behavior

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>F/X</td>
<td>0%</td>
<td>-2%</td>
<td>-4%</td>
<td>+5%</td>
</tr>
<tr>
<td>Spending</td>
<td>+1%</td>
<td>-4%</td>
<td>-4%</td>
<td>0%</td>
</tr>
<tr>
<td>F/X</td>
<td>-6%</td>
<td>-4%</td>
<td>-2%</td>
<td>+1%</td>
</tr>
<tr>
<td>Spending</td>
<td>-10%</td>
<td>-6%</td>
<td>-3%</td>
<td>+9%</td>
</tr>
<tr>
<td>F/X</td>
<td>-9%</td>
<td>+12%</td>
<td>-12%</td>
<td>+2%</td>
</tr>
<tr>
<td>Spending</td>
<td>-8%</td>
<td>-2%</td>
<td>-13%</td>
<td>-5%</td>
</tr>
<tr>
<td>F/X</td>
<td>-2%</td>
<td>+1%</td>
<td>-2%</td>
<td>0%</td>
</tr>
<tr>
<td>Spending</td>
<td>-5%</td>
<td>-10%</td>
<td>-5%</td>
<td>-9%</td>
</tr>
<tr>
<td>F/X</td>
<td>+10%</td>
<td>-5%</td>
<td>-3%</td>
<td>+6%</td>
</tr>
<tr>
<td>Spending</td>
<td>+2%</td>
<td>-9%</td>
<td>-6%</td>
<td>-4%</td>
</tr>
<tr>
<td>F/X</td>
<td>+2%</td>
<td>-4%</td>
<td>-6%</td>
<td>+4%</td>
</tr>
<tr>
<td>Spending</td>
<td>+19%</td>
<td>-1%</td>
<td>-20%</td>
<td>+36%</td>
</tr>
<tr>
<td>F/X</td>
<td>-5%</td>
<td>+7%</td>
<td>-17%</td>
<td>-2%</td>
</tr>
<tr>
<td>Spending</td>
<td>-8%</td>
<td>+13%</td>
<td>-17%</td>
<td>-6%</td>
</tr>
</tbody>
</table>

F/X can serve as indicator for spending behavior, but no stand alone argument.

---

1. F/X = Development of national currency vs. EUR, based on annual average vs. previous year. Spending = Duty Free spending per destination vs. previous year.

Only pre-COVID-19 figures illustrated – FY 2020 figures not meaningful due to low number of intercontinental passengers handled, see also Section 2 of this Fact Book.
Retail Spend per Passenger Program: “Stabilize, Recover, Grow!”

- **Short term: “Stabilize”**
  - a. o. Sales Promotions, Increase Staff, Strengthen E-Commerce

- **Mid term: “Recover”**
  - a. o. „World of Taste“ and „World of Beauty“ concept T1B, Focus on shop makeover, Food concepts, high luxury brands

- **Long term: “Grow”**
  - a. o. new shopping concepts for Pier G and T3
Retail & Real Estate

Areas of Frankfurt Airport City

- **6%** Areas to develop
- **25%** Areas already developed
- **3%** Leaseholds

- **13%** Areas unavailable for use
- **53%** Aviation infrastructure

26.5 sqkm

Fraport Ownership

100% Subsidiary

In Cooperation with Partners
Retail & Real Estate

Terminals and Surrounding Areas

Size and Features
- ~34% of gross floor space at Terminals
- ~66% of gross floor space service administration buildings

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

Ownership
100% Fraport

Clients
- DLH
- Other airlines
- Fraport
- Government agencies

920,000 sqm of total gross floor space
Mixed utilization
- Offices / Lounges
- Storage
- Operations
CargoCities (CCN & CCS)

Size and Features
• 1,490,000 sqm existing area land
• 11,600 employees
• A further 270,000 sqm gross land for building of space will be developed in the CCS, where 80,000 sqm of warehouse space are planned.

Ownership
100% Fraport

Clients, among others:
• Dachser
• DB Schenker
• DLH
• DHL Global Forwarders
• FCS
• Kühne & Nagel
• LUG
• Nippon Express
• Panalpina
• YusenAir Sea Service
• Several airlines like Air Bridge Cargo, Air China, Asiana, Emirates, Japan Airlines, Korean Air

1,490,000 sqm existing area land plus 270,000 sqm for further development

Logistics utilization
• Tailor-made facilities for major logistics companies
• Express services, forwarders
Retail & Real Estate

Mönchhof Site

1,000,000 sqm of gross building land to sell and develop (approx. 94% net building land marketed)

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

Size and Features
- 1,000,000 sqm of gross building land to sell and develop
- For approx. 726,000 sqm net building land zoning plans are in place → largest contiguous industrial area under construction of the Rhine-Main region
- Approx. 681,000 sqm have been marketed already

Ownership
100% Fraport

Clients, among others:
- Amazon
- DHL Express Germany
- DoKaSch
- Group7
- REWE Group
- Shell Deutschland Oil
- Simon Hegele
- Loomis International GmbH
- VWR International GmbH
- Zoth
Gateway Gardens

Size and Features
- 350,000 sqm of gross building land
- Exit from B43 and motorway connections
- Direct access to Frankfurt Airport’s operational area
- Associated rapid transit station “Gateway Gardens” (lines S8 / S9: since 2019) with corresponding bus lines

Ownership
1/3 Fraport, 1/3 Groß & Partner, 1/3 OFB

Clients, among others:
- DB Schenker
- House of Logistics and Mobility (HOLM)
- Divers Hotels: e.g. Hyatt Place, Moxy, Hampton by Hilton
- Holiday Inn, Staycity
- KION Group
- LSG Sky Chefs
- Europa Center AG
- Siemens AG
- Regus
- Goldbeck

350,000 sqm of gross building land; resp. 800,000 sqm gross floor space

Mixed utilization
- Offices
- Hotels & gastronomy
- Conference facilities & Retail
- Airport-related services
- Research and science institutions
Parking and Mobility

- 29,600 Parking Lots at FRA, thereof 14,800 Public Parking
- ~14 million Transactions p.a.
- 33,000 Subscription Customers
- Further Projects: Parking Garage Gateway Gardens with 1,200 Lots (opening 2021) and Parking Garage Terminal 3 with 8,500 Lots (opening: 2021-2023)
Ground Handling

Central Infrastructure

- Sole provider
- Regulated business
- Provision of infrastructure, incl. Baggage conveyor system (80+ km)
- Baggage connectivity in 2019: 98.3%
- ~ 30.7 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
- ~219k A/C / ~28.6 mil. tons MTOM handled 2019

**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 self-handling (e.g., Lufthansa)
- ~18.5k aircraft handled in 2019

**Tasks, among others:**

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

---

1 Base: LHS A/C Movements, RHS: Passengers
Ground Handling

Ground Handling Restructuring

- Restructuring of Ground Handling to enhance competitiveness and keep operations inside the Group
- Subsidiary enables increased focus and flexibility
- Transition expected for January 1, 2022
4 Major International Holdings
Portfolio

25 Airports | 6 Retail Concessions | 1 Other Operations

Airport operations: concessions & freeholds
Management of US retail concessions
Hong Kong = Other operations

Major International Holdings
**Timeline**

- **Saarbrücken (SCN)**: 1997-2007
- **Hahn (HHN)**: 2001-2007
- **Lima (LIM)**: 2006-2009
- **Varna & Burgas (VAR & BOJ)**: 2009-2041
- **Fraport USA (Airmall)**: 2014
- **Ljubljana (LJU)**: 2014
- **Antalya (AYT)**: 2005-2008
- **Cairo (CAI)**: 2006-2010
- **Saudi Arabia (RUH & JED)**: 2008-2014
- **Delhi (DEL)**: 2008-2014
- **St. Petersburg (LED)**: 2010
- **Hanover (HAJ)**: 2018
- **Fortaleza (FOR)**: 2017
- **Porto Alegre (POA)**: 2017
- **Greek regional airports**: 2017
- **Xi’an (XIY)**: 2008
- **Varna & Burgas (VAR & BOJ)**: 2009
- **Hanover (HAJ)**: 2024
- **Antalya (AYT)**: 2005
- **Delhi (DEL)**: 2008
- **Fraport USA (Airmall)**: 2010
- **Saarbrücken (SCN)**: 1997-2007
- **Hahn (HHN)**: 2001-2007
- **Lima (LIM)**: 2006-2009
- **Varna & Burgas (VAR & BOJ)**: 2009-2041
- **Fraport USA (Airmall)**: 2014
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- **Saudi Arabia (RUH & JED)**: 2008-2014
- **Delhi (DEL)**: 2008-2014
- **St. Petersburg (LED)**: 2010
- **Hanover (HAJ)**: 2018

**Major International Holdings**

- **Majorities**
- **JVs / Minorities**
- **Management Contracts**

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

---

**Footnotes:**

- **1** Shareholding extension possible
- **2** Shareholding / Freehold
- **3** Extension option available
- **4** Sold to State of Rhineland Palatinate
### Key Facts of Airport Holdings

<table>
<thead>
<tr>
<th>Investment</th>
<th>% share</th>
<th>Consolidation</th>
<th>Investment type</th>
<th>Concession charge</th>
<th>Capex obligation</th>
<th>Regulation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fortaleza</td>
<td>100</td>
<td>Full</td>
<td>Concession until 2047</td>
<td>Fixed minimum + 5% revenue component</td>
<td>Modernizing and expanding the airport</td>
<td>Dual till</td>
</tr>
<tr>
<td>Porto Alegre</td>
<td>100</td>
<td>Full</td>
<td>Concession until 2042</td>
<td>Fixed minimum + 5% revenue component</td>
<td>Modernizing and expanding the airport</td>
<td>Dual till</td>
</tr>
<tr>
<td>Ljubljana</td>
<td>100</td>
<td>Full</td>
<td>Asset ownership⁴</td>
<td>No conc. charge</td>
<td>/</td>
<td>Dual till</td>
</tr>
<tr>
<td>Lima</td>
<td>80.01</td>
<td>Full</td>
<td>Concession until 2041</td>
<td>Fixed minimum + revenue component</td>
<td>Modernization of existing infrastructure fulfilled, new runway and new terminal to be constructed</td>
<td>Single till</td>
</tr>
<tr>
<td>Greek regionals</td>
<td>73.4</td>
<td>Full</td>
<td>Concession until 2057</td>
<td>Fixed minimum + EBITDA component as of 2021</td>
<td>Modernizing and expanding the airport portfolio</td>
<td>Dual till with predefined charge mechanism</td>
</tr>
<tr>
<td>Varna &amp; Burgas</td>
<td>60</td>
<td>Full</td>
<td>Concession until 2041</td>
<td>Fixed minimum + revenue component</td>
<td>Construction of 2 new terminals fulfilled</td>
<td>Dual till</td>
</tr>
<tr>
<td>Antalya</td>
<td>51/50²</td>
<td>@equity</td>
<td>Concession until 2026</td>
<td>Fixed</td>
<td>Construction of new terminal fulfilled</td>
<td>Dual till with fixed charges</td>
</tr>
<tr>
<td>St. Petersburg</td>
<td>25</td>
<td>@equity</td>
<td>Concession until 2040</td>
<td>Fixed minimum + revenue component</td>
<td>Construction of new terminal fulfilled</td>
<td>Dual till</td>
</tr>
<tr>
<td>Xi’an</td>
<td>24.5</td>
<td>@equity</td>
<td>Asset ownership</td>
<td>No conc. charge</td>
<td>/</td>
<td>Charges set by authority</td>
</tr>
<tr>
<td>Delhi</td>
<td>10</td>
<td>@cost</td>
<td>Concession until 2036</td>
<td>Revenue component</td>
<td>/</td>
<td>Hybrid till</td>
</tr>
</tbody>
</table>

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

**Remaining Terms of Airport Holdings**

**Airport Operation**

- **Antalya** 2026
- **Delhi** 2036\(^2\)
- **St. Petersburg** 2040
- **Twin Star** 2041
- **Lima** 2041\(^2\)
- **Porto Alegre** 2042
- **Fortaleza** 2047
- **Ljubljana** 2054\(^2\)
- **Greek regionals** 2057
- **Xi’an**

**Min. remaining term**

- 6 years
- 17 years\(^2\)
- 21 years
- 22 years
- 22 years\(^2\)
- 23 years
- 28 years
- 35 years\(^2\)
- 38 years
- Freehold

\(^1\) Measured from year end 2020  \(^2\) Extension option available
### Airport Types

#### Hubs
- **Frankfurt Main**
  - Share: 100%
  - 70.6 mil. passengers
- **Lima Airport**
  - Share: 80.01%
  - 23.6 mil. passengers
- **Delhi Airport**
  - Share: 10%
  - 68.5 mil. passengers

#### Regional Airports
- **Ljubljana Airport**
  - Share: 100%
  - 1.7 mil. passengers
- **Porto Alegre Airport**
  - Share: 100%
  - 8.3 mil. passengers
- **Thessaloniki Airport**
  - Share: 73.4%
  - 6.9 mil. passengers
- **Pulkovo Airport**
  - Share: 25%
  - 19.6 mil. passengers
- **Xi’an Airport**
  - Share: 24.5%
  - 47.2 mil. passengers

#### Tourist Airports
- **Fortaleza Airport**
  - Share: 100%
  - 7.2 mil. passengers
- **13 Greek Regional Airports**
  - Share: 73.4%
  - 23.3 mil. Passengers
- **Burgas Airport**
  - Share: 60%
  - 2.9 mil. passengers
- **Varna Airport**
  - Share: 60%
  - 2.1 mil. passengers
- **Antalya Airport**
  - Share: 51%
  - 35.5 mil. passengers

For better comparison and to assess the recovery path: Pre-COVID-19 figures illustrated on the chart.
# Fraport Brasil: Fortaleza & Porto Alegre Airports

**Fraport ownership:** 100%

**Fraport investment since:** Contracts signed in August 2017, operational takeover January 2018

**Investment type:**
- Fortaleza: 30 years concession until 2047
- Porto Alegre: 25 years concession until 2042

**Airport profiles**
- Fortaleza: 1 runway, 1 terminal
- Porto Alegre: 1 runway, 2 terminals

**Cost of acquisition:** ~€190 mil. upfront payment, ~BRL790 mil. further fixed payments + 5% revenue related component

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

**Capex obligation:** Modernizing and expanding

**Regulation:** Dual till

**Profits to Group:** ~€-17mil. (2019: ~€12 mil.)

**Share in Group result:** n/a (2019: ~4%)
Features of Major Holdings

Brasil: Terminals Expanded and Refurbished

- Terminals in Porto Alegre and Fortaleza completed
- Runway extension in Porto Alegre on final stretch
- Investments in time and on budget: EUR c.500mn
- Rebalance of 20FY COVID-19 losses agreed:
  - Concession fees reduced
  - Porto Alegre airport charges increased
- Regular charges adjusted by on average c.2.6% as of Oct. 2020
- Retail areas extended by c.1/3

Expected Traffic Recovery:

Rebalance compensates for COVID-19 impacts

~2023
Features of Major Holdings

Fraport Slovenija: Ljubljana Airport

**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 25 movements/hour,
1 Terminal, capacity of 2 mil. passengers/year,

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

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

**Capex obligation**: Maintenance and additional capex for terminal extension

**Regulation**: Dual till

**Profits to Group**: €-11 mil. (2019: ~€ 5 mil.)

**Share in Group result**: n/a (2019: ~1%)

---

1 no cargo data available
Features of Major Holdings

Fraport USA: Airmall Retail Concessions

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 until March 2023
- Cleveland, concession until January 2024
- Nashville, concession until January 2029
- New York (JFK T5), concession until March 2028
- Pittsburgh, concession until: 31 Dec. 2029
- Newark Terminal B, concession until: January 2025
Cost of acquisition: ~€45mil. 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
Profits to Group: ~€ -30 mil. (2019: ~€ -4 mil.)
Share in Group result: n/a (2019: n/a)
**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 for LatAm
- 1 runway, 1 terminal

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

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

**Capex obligation:** Obligation to modernize existing infrastructure fulfilled, new construction works commenced in January 2020 with new runway to be completed in end of 2022 and inauguration of new terminal scheduled for end of 2024 / start of 2025

**Regulation:** single till

**Profits to Group:** ~€ 5 mil. (2019: ~€ 83 mil.)

**Share in Group result:** n/a (2019: ~17 %)
Features of Major Holdings

**Lima: Construction Progress**

- Completion of 2nd Runway and new Tower end of 2022
- Total cost: USD c.450mn
- USD financing at c.1.8% interest cost
- Decision on Terminal construction to be taken H2 2021
- Project Finance to be assumed
- Strong travel restrictions due to COVID-19 still in place

![Construction site image]

![Aerial view of Lima Airport]

**Expected Traffic Recovery:**

- Passengers: 2019 - 23.6, 2020 - 7
- EBITDA: 2019 - 23.6, 2020 - 38.5

- ~2023
Features of Major Holdings

Fraport Greece: 14 Greek Regional Airports

<table>
<thead>
<tr>
<th>Cluster A</th>
<th>Cluster B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Num. of Airports: 7</td>
<td>Num. of Airports: 7</td>
</tr>
<tr>
<td>Domestic/Intl PAX 2019: 21%/79%</td>
<td>Domestic/Intl PAX 2019: 26%/74%</td>
</tr>
</tbody>
</table>

Fraport ownership: 73.4%

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 €1.234 bn., fixed annual installments of €22.9 mil. (indexed with Greek CPI), and starting in 2021: additional variable component of 28.5% EBITDA

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

Capex obligation: Modernizing and expanding of airports completed start of 2021

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


Share in Group result: n/a (2019: ~4 %)
Greece: Capex Program Completed

- Mandatory capex program completed in time and on budget
- 14 airports newly built or refurbished
- Total cost: less than EUR 450mn
- Airports ready for future growth
- Airport charges raised from EUR 13 per departing passenger to EUR 18.5 at all airports as of April 1, 2021
- Retail areas tripled
- Compensation of COVID-19 losses from government expected

Expected Traffic Recovery: ~2023
Features of Major Holdings

**Twin Star: Varna & Burgas Airports**

**Fraport ownership:** 60%

**Fraport investment since:** November 2006

**Investment type:** 35 years concessions until 2041

**Airports profile**
Largest airports outside of Sofia. gateway to Black Sea

Varna: 1 runway, 1 terminal

Burgas: 1 runway, 1 terminal

**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

**Profits to Group:** ~€ -13 mil. (2019: ~€ 16 mil.)

**Share in Group result:** n/a (2019: ~4 %)
Antalya Airport

**Features of Major Holdings**

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

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

**Investment type:** 17 years concession until 2024 + 2 years extension granted to compensate for COVID-19 losses

**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

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

**Capex obligation:** Obligation to construct a domestic terminal fulfilled. Further investments subject to traffic

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

**Profits to Group:** ~€ -32 mil. (2019: ~€ 71 mil.)

**Share in Group result:** n/a (2019: ~15 %)

---

1 no cargo data available
Antalya: Concession Extended by 2 Years

- 2 years extension of Antalya concession agreed to compensate for losses incurred due to COVID-19
- Financial terms for additional 2 years unchanged
- New expiration date of Antalya concession: Dec. 31, 2026
- In addition, deferral of rent / fixed concession payment due in 2022 to 2024

Expected Traffic Recovery: ~2023

<table>
<thead>
<tr>
<th>Passengers</th>
<th>EBITDA</th>
</tr>
</thead>
<tbody>
<tr>
<td>35.5</td>
<td>76.2</td>
</tr>
<tr>
<td>9.7</td>
<td>336.9</td>
</tr>
</tbody>
</table>
Features of Major Holdings

Saint Petersburg Airport

Fraport ownership: 25%
Fraport investment since: April 2010
Investment type: 30 years concession until 2040

Airport profile
Largest airport outside of Moscow
2 runways, 1 terminal

Cost of acquisition: Annually RUB 85.3 mil. fixed concession fee and variable component of 11.5% of revenue

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

Capex obligation: Obligation to construct new terminal fulfilled, further investments subject to traffic

Regulation: Dual till with multi years contracts

Profits to Group: 0² (2019: 0)
Share in Group result: 0² (2019: 0)

¹ no cargo data available
² loss not recognized in Group result as book value is written off
Features of Major Holdings

Xi’an Airport

Fraport ownership: 24.5%
Fraport investment since: July 2008
Investment type: asset deal
Airport profile
Among 10 biggest airports in China, center of Chinese aerospace & aviation industry, Terracotta Army nearby
2 runways, 3 terminals
Cost of acquisition: ~€80 mil., no concession fees
Scope of Fraport activities: Aviation & non-Aviation
Capex obligation: Investments subject to traffic
Regulation: Fixed airport charges; determined by Aviation Authority
Profits to Group: ~€ -11 mil. (2019: ~€-10 mil., of which €~10 mil. positive result and €-20 mil. BV write-down)
Share in Group result: n/a (2019: 0 %)
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
3 Runways, 3 Terminals

Cost of acquisition: ~€40 mil.

Scope of Fraport activities: Airport operator

Capex obligation: n/a

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

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

Share in Group result: n/a
5 Financials
### Key Figures

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>Group Result (before minorities)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>2,599</td>
<td>849</td>
<td>297</td>
</tr>
<tr>
<td>2016</td>
<td>2,586</td>
<td>1,054</td>
<td>400</td>
</tr>
<tr>
<td>2017</td>
<td>2,935</td>
<td>1,003</td>
<td>360</td>
</tr>
<tr>
<td>2018</td>
<td>3,478</td>
<td>1,129</td>
<td>508</td>
</tr>
<tr>
<td>2019</td>
<td>3,706</td>
<td>1,180</td>
<td>454</td>
</tr>
<tr>
<td>2020</td>
<td>-</td>
<td>-251</td>
<td>-690</td>
</tr>
</tbody>
</table>

**Notes:**
- Figures including one-off and consolidation effects, main effects are:
  - 2016: €40.1 mil. EBITDA impact from disposal of 10.5% stake in St. Petersburg, in addition: €198.8 mil. EBITDA impact from MNL compensation, €-37.7 mil. EBITDA impact from creation of staff-related provisions, €22.4 mil. impairment on FraSec and €7.4 mil. write-down on Fraport USA
  - 2018: Sale of Hanover airport: EBITDA/EBIT effect of €25.0 EBT effect of €83.6 mil., Group result effect of €75.9 mil.
  - 2019: First-time application of IFRS 16: EBITDA impact €+47.5 mil., EBIT impact €+2.9 mil., EBT impact €-9.1 mil., in addition disposal of Energy Air supply subsidiary with EBITDA impact €+12.8 mil.
  - 2020: €-299 mil. EBITDA impact from staff restructuring provision booked
Revenue & EBITDA Split

Group Revenue 2019: € 3,706 mil.
Group EBITDA 2019: € 1,180 mil.

- **39.5%** International Activities & Services
- **27.7%** Aviation
- **13.7%** Retail & Real Estate
- **19.1%** Ground Handling

FY 2020 EBITDA adversely impacted by COVID-19 & € 299 mil. provision booked for staff restructuring. For better comparison and to assess the recovery path, pre-COVID-19 figures illustrated on this chart.
FY 2020 Group result adversely impacted by COVID-19 & €299 mil. provision booked for staff restructuring. For better comparison and to assess the recovery path, pre-COVID-19 figures illustrated on this chart.

Group Result Split

- 4.7% Other
- 3.8% Greece
- 3.5% Brasil
- 3.5% Bulgaria
- 1.0% Slovenija
- 15.2% Turkey
- 17.0% Peru

€454 mil.
Group result before minorities

51.8%
Frankfurt

1 Mostly Intercompany loans
**Share of International Act. in Group result** (before minorities)

- **2010:** 272 € mil.
  - Result from Intl. Act.: 115 € mil.
  - MNL, LED, HAJ specials: 51 € mil.

- **2011:** 251 € mil.
  - Result from Intl. Act.: 115 € mil.
  - MNL, LED, HAJ specials: 59 € mil.

- **2012:** 252 € mil.
  - Result from Intl. Act.: 115 € mil.
  - MNL, LED, HAJ specials: 75 € mil.

- **2013:** 236 € mil.
  - Result from Intl. Act.: 115 € mil.
  - MNL, LED, HAJ specials: 58 € mil.

- **2014:** 252 € mil.
  - Result from Intl. Act.: 124 € mil.
  - MNL, LED, HAJ specials: 94 € mil.

- **2015:** 297 € mil.
  - Result from Intl. Act.: 124 € mil.
  - MNL, LED, HAJ specials: 110 € mil.

- **2016:** 400 € mil.
  - Result from Intl. Act.: 157 € mil.
  - MNL, LED, HAJ specials: 66 € mil.

- **2017:** 360 € mil.
  - Result from Intl. Act.: 138 € mil.
  - MNL, LED, HAJ specials: 124 € mil.

- **2018:** 506 € mil.
  - Result from Intl. Act.: 185 € mil.
  - MNL, LED, HAJ specials: 185 € mil.

- **2019:** 454 € mil.
  - Result from Intl. Act.: 185 € mil.
  - MNL, LED, HAJ specials: 218 € mil.

**Figures including one-off, and consolidation effects, major effects:**

- **2010:** Release of tax provisions of ~€80 mil.
- **2012:** Adjusted for IAS19; extraordinary profit from Asset Management in Financial Result
- **2014:** AMU Holdings Inc. and Ljubljana included since August 2014 and October 2014, respectively
- **2015:** Air IT Inc. disposed: book gain of ~€8 mil.

**2016:** €35.9 mil. impact from disposal of a 10.5% stake in St. Petersburg, in addition: €121.4 mil. Impact from MNL compensation payment, €-37.7 mil. EBITDA impact from creation of staff-related provision, €22.4 mil. impairment on FraSec and €7.4 mil. write-down on Fraport USA

**2018:** Sale of 30.0% stake in Hanover airport: Group result effect of €75.9 mil.

**FY 2020 Group result adversely impacted by COVID-19 & €299 mil. provision booked for staff restructuring. For better comparison and to assess the recovery path, pre-COVID-19 figures illustrated on this chart.**
2020 Balance Sheet adversely impacted by COVID-19 / negative Group result

Negative 2020 FCF further increased Indebtedness

Balance Sheet expansion due to financing / bolstering liquidity to weather COVID-19 impacts
Strong Increase in Firepower\(^1\) signals high demand for Fraport debt, despite crises.

- Liquidity + Committed Credit Lines up by EUR ~1.4bn, despite negative FCF and repayment of debt.
- Total 20FY finance signed in amount of EUR c.2.9bn.
- Average cost of debt down by ~40bps to 2%.

---

\(^1\) Firepower = Liquidity + Committed Credit Lines & Finance
\(^2\) Dec. 31, 2020 break down: Frankfurt 1,720mn + 490mn CL; Greece: 144mn + 1mn CL; Brasil 32mn + 61mn CL; Lima 59mn + 344mn CL; Other: 258mn
Fraptor Group

Maturity Profile & Cash Position

Liquidity as of Dec 31, 2020

Financial Liabilities

2021 1
2022
2023
2024
2025
2026
2027
2028
2029
2030
2031+

in € mil.

7,747
7,747
3,110
2,214
21
27
46
8
31
8
37
10
46
11
57
11
80
12
78
13
69
163
163
597
165
128
2,000
3,000
4,000
5,000
6,000
7,000

1 2021 including for EUR 35mn repayments of RCF and EUR 215mn in connection with CPP

€6.40 bn Fraport AG debt

€1.08 bn Greece debt

€248 mn Brazil debt

€23 mn Lima debt

Average debt condition
~ 2.0 % interest rate

Fraport Group

Financials
Capex and Cash Flow Overview

**Capex** as of Cash Flow in PPE, airport operating projects, intangible assets, investment property & at equity investments

<table>
<thead>
<tr>
<th>Year</th>
<th>€ mil.</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>859</td>
</tr>
<tr>
<td>2011</td>
<td>969</td>
</tr>
<tr>
<td>2012</td>
<td>715</td>
</tr>
<tr>
<td>2013</td>
<td>437</td>
</tr>
<tr>
<td>2014</td>
<td>291</td>
</tr>
<tr>
<td>2015</td>
<td>306</td>
</tr>
<tr>
<td>2016</td>
<td>430</td>
</tr>
<tr>
<td>2017</td>
<td>834</td>
</tr>
<tr>
<td>2018</td>
<td>1,381</td>
</tr>
<tr>
<td>2019</td>
<td>1,147</td>
</tr>
<tr>
<td>2020</td>
<td></td>
</tr>
</tbody>
</table>

**New Free Cash Flow** definition incl. dividends from minorities applied from 2013 onwards

<table>
<thead>
<tr>
<th>Year</th>
<th>€ mil.</th>
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</thead>
<tbody>
<tr>
<td>2010</td>
<td>-291</td>
</tr>
<tr>
<td>2011</td>
<td>-350</td>
</tr>
<tr>
<td>2012</td>
<td>-162</td>
</tr>
<tr>
<td>2013</td>
<td>34</td>
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<tr>
<td>2014</td>
<td>247</td>
</tr>
<tr>
<td>2015</td>
<td>394</td>
</tr>
<tr>
<td>2016</td>
<td>302</td>
</tr>
<tr>
<td>2017</td>
<td>393</td>
</tr>
<tr>
<td>2018</td>
<td>7</td>
</tr>
<tr>
<td>2019</td>
<td>-374</td>
</tr>
<tr>
<td>2020</td>
<td>-1400</td>
</tr>
</tbody>
</table>

**Net debt & Gearing**

<table>
<thead>
<tr>
<th>Year</th>
<th>Capex in % of D&amp;A</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>78%</td>
</tr>
<tr>
<td>2011</td>
<td>98%</td>
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<tr>
<td>2012</td>
<td>105%</td>
</tr>
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<td>2013</td>
<td>98%</td>
</tr>
<tr>
<td>2014</td>
<td>97%</td>
</tr>
<tr>
<td>2015</td>
<td>84%</td>
</tr>
<tr>
<td>2016</td>
<td>94%</td>
</tr>
<tr>
<td>2017</td>
<td>89%</td>
</tr>
<tr>
<td>2018</td>
<td>97%</td>
</tr>
<tr>
<td>2019</td>
<td>153%</td>
</tr>
</tbody>
</table>

**Free Cash Flow**

<table>
<thead>
<tr>
<th>Year</th>
<th>€ mil.</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>2,024</td>
</tr>
<tr>
<td>2011</td>
<td>2,647</td>
</tr>
<tr>
<td>2012</td>
<td>2,935</td>
</tr>
<tr>
<td>2013</td>
<td>2,871</td>
</tr>
<tr>
<td>2014</td>
<td>3,013</td>
</tr>
<tr>
<td>2015</td>
<td>2,774</td>
</tr>
<tr>
<td>2016</td>
<td>2,356</td>
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<td>2017</td>
<td>3,512</td>
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<td>2018</td>
<td>3,545</td>
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<tr>
<td>2019</td>
<td>4,147</td>
</tr>
<tr>
<td>2020</td>
<td>5,534</td>
</tr>
</tbody>
</table>

1. Capex as: Cash Flow in PPE, airport operating projects, intangible assets, investment property & at equity investments
2. New Free Cash Flow definition incl. dividends from minorities applied from 2013 onwards
Net Debt Driven by Expansion Capex

-236  -44  -97  -101  -326  -6  -36  -21  +4  +13  5,534

Free Cash Flow 20FY: € -1.4bn

Net debtYE 2019  OCF  Brazil capex  Greece capex  Lima capex  FRA T3  Other capexmostly FRA  Fixed concession payments  IAS 23 borrowing cost  IFRS 16  Divs from at equity companies  Other  Net debtYE 2020

Comments

- Negative OCF due to the impact of the COVID-19 pandemic
- Negative free cash flow mainly due to ongoing growth capex programs, esp. Terminal 3 in Frankfurt as well as investments in international assets
- Continued high proportion of expansion capex at c.2/3 of Group capex
- Net debt exceeds EUR 5.5bn, Gearing above 150%

€ mil.  20FY  19FY  %

Operating cash flow -236  952  -
Capex\(^1\)  1,147  1,381  -16.9
Free cash flow\(^2\) -1,400  -374  >100
Net debt\(^3\)  5,534  4,147  +33.4
Equity\(^3\)  3,759  4,623  -18.7
Gearing ratio\(^3\)  152.9  93.3  +59.6PP

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
**Fraport Group**

**Capex & Cash Flow Outlook 21 FY**

- **Frankfurt**
  - T3 Capex: €~550mn
  - Other Capex: €~250mn
  - FCF: negative

- **Brazil**
  - Capex: €200-300mn
  - FCF: negative

- **Greece**
  - Capex: €~50mn
  - FCF: positive

- **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 >1bn
## Value Management

### Fraport Group

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>Fraport Group</th>
<th>Aviation</th>
<th>Retail &amp; Real Estate</th>
<th>Ground Handling</th>
<th>Intl' Activities &amp; Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adjusted EBIT¹</td>
<td>-763.6</td>
<td>785.5</td>
<td>-420.6</td>
<td>113.5</td>
<td>113.3</td>
</tr>
<tr>
<td>Fraport assets</td>
<td>9,249.3</td>
<td>8,952.4</td>
<td>3,482.4</td>
<td>3,152.6</td>
<td>2,217.3</td>
</tr>
<tr>
<td>Costs of capital before tax</td>
<td>592.0</td>
<td>573.0</td>
<td>222.9</td>
<td>201.8</td>
<td>141.9</td>
</tr>
<tr>
<td>Fraport value added before tax</td>
<td>-1,355.6</td>
<td>212.5</td>
<td>-643.5</td>
<td>-88.2</td>
<td>-28.6</td>
</tr>
<tr>
<td>ROFRA</td>
<td>-8.3%</td>
<td>8.8%</td>
<td>-12.1%</td>
<td>3.6%</td>
<td>5.1%</td>
</tr>
</tbody>
</table>

### Financials

**ROFRA**

(Return on Fraport assets)

\[
\text{ROFRA} = \frac{\text{Adjusted EBIT}^1}{\text{Fraport assets}}
\]

¹ EBIT including one-off effects and investments accounted for using the equity method before Taxes
### Segment Aviation

#### Key Figures

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>€ mil.</td>
<td>€ mil.</td>
<td>€ mil.</td>
<td>€ mil.</td>
<td>€ mil.</td>
<td>€ mil.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBITDA margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>927.3</td>
<td>237.5</td>
<td>25.6%</td>
</tr>
<tr>
<td>2016</td>
<td>910.2</td>
<td>217.9</td>
<td>23.9%</td>
</tr>
<tr>
<td>2017</td>
<td>954.1</td>
<td>249.5</td>
<td>26.2%</td>
</tr>
<tr>
<td>2018</td>
<td>1,006.4</td>
<td>277.8</td>
<td>27.6%</td>
</tr>
<tr>
<td>2019</td>
<td>1,027.0</td>
<td>273.3</td>
<td>26.6%</td>
</tr>
<tr>
<td>2020</td>
<td>440.9</td>
<td>-420.6</td>
<td>n.a.%</td>
</tr>
</tbody>
</table>

Figures including special and consolidation effects, main effects are:

- **2016:** €-9.0 mil. EBITDA impact from creation of staff-related provision and €22.4 mil. impairment on FraSec.
- **2017, 2018 & 2019:** Figures include reimbursements to airlines based on growth incentives.
- **2020:** €-96.4 mil. EBITDA impact from staff restructuring provision booked.
## Cost Control despite FY Operations and Fixed Cost

<table>
<thead>
<tr>
<th>EUR mil.</th>
<th>20FY</th>
<th>19FY</th>
<th>%</th>
<th>2Q-4Q 20</th>
<th>2Q-4Q 19</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>441</td>
<td>1,027</td>
<td>(57)</td>
<td>252</td>
<td>802</td>
<td>(69)</td>
</tr>
<tr>
<td>Charges</td>
<td>289</td>
<td>816</td>
<td>(65)</td>
<td>145</td>
<td>642</td>
<td>(77)</td>
</tr>
<tr>
<td>Security</td>
<td>120</td>
<td>161</td>
<td>(25)</td>
<td>85</td>
<td>122</td>
<td>(31)</td>
</tr>
<tr>
<td>Other Income</td>
<td>31</td>
<td>32</td>
<td>(3)</td>
<td>23</td>
<td>26</td>
<td>(10)</td>
</tr>
<tr>
<td>Staff Cost¹</td>
<td>306</td>
<td>374</td>
<td>(18)</td>
<td>215</td>
<td>283</td>
<td>(24)</td>
</tr>
<tr>
<td>Other²</td>
<td>350</td>
<td>412</td>
<td>(15)</td>
<td>248</td>
<td>309</td>
<td>(20)</td>
</tr>
<tr>
<td>Adj. EBITDA¹</td>
<td>-184</td>
<td>273</td>
<td>(-)</td>
<td>-187</td>
<td>235</td>
<td>(-)</td>
</tr>
<tr>
<td>Staff Provision</td>
<td>96</td>
<td>-</td>
<td>(-)</td>
<td>96</td>
<td>-</td>
<td>(-)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>-281</td>
<td>273</td>
<td>(-)</td>
<td>-283</td>
<td>235</td>
<td>(-)</td>
</tr>
</tbody>
</table>

- Landing and take-off charges as well as security services dampen impact of passenger-related business on segment revenues
- Clear Opex Reduction in “Fixed Cost Segment” by EUR 129mn in 2Q-4Q 2020¹
- 2021 charges flat, but reasonable increase for 22FY intended

¹Without provision for staff restructuring program

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
**Segment Aviation**

**Revenue Split**

Segment revenues adversely impacted by COVID-19. For better comparison and to assess the recovery path, pre-COVID-19 figures illustrated on this chart.

1. **Passenger Charges**
   - Included reimbursements to airlines based on growth incentives.
   - E.g., critical parts, additional security measures and passenger segregation, insurance, etc.

2. **Landing and Take-off Charges**
   - Related to MTOM, number of departing passengers, freight/mail tonnage (arrival and departure), noise and emission.

3. **Aircraft Parking Charges**
   - Related to time, aircraft size and position.

4. **Security Charges**
   - Related to the number of departing passengers, freight/mail tonnage (arrival and departure).

5. **Revenue from Security Services**
   - E.g., costs of passenger security controls charged to the Federal Ministry of the Interior, Building and Community.

6. **Others**
   - E.g., identity card and counter services.

**Segment Revenue**

- **Segment Revenue** 1.027,0 € mil.
- **Δ** 528.8 € mil.
- **△** 187.4 € mil.
- **△** 51.8 € mil.
- **△** 48.1 € mil.
- **△** 161.0 € mil.
- **△** 49.9 € mil.
Key Figures

Segment Retail & Real Estate

<table>
<thead>
<tr>
<th>Financial Year</th>
<th>Revenue (€ mil.)</th>
<th>EBITDA (€ mil.)</th>
<th>EBIT (€ mil.)</th>
<th>EBITDA Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>295.1</td>
<td>378.8</td>
<td>122.9</td>
<td>77.6%</td>
</tr>
<tr>
<td>2016</td>
<td>283.6</td>
<td>368.0</td>
<td>114.5</td>
<td>74.5%</td>
</tr>
<tr>
<td>2017</td>
<td>293.8</td>
<td>377.5</td>
<td>124.3</td>
<td>72.3%</td>
</tr>
<tr>
<td>2018</td>
<td>302.0</td>
<td>390.2</td>
<td>137.9</td>
<td>76.9%</td>
</tr>
<tr>
<td>2019</td>
<td>308.6</td>
<td>397.8</td>
<td>138.9</td>
<td>78.3%</td>
</tr>
<tr>
<td>2020</td>
<td>214.5</td>
<td>294.6</td>
<td>112.9</td>
<td>72.8%</td>
</tr>
</tbody>
</table>

Figures including special and consolidation effects, main effects are:

- **2016**: €-2.1 mil. EBITDA impact from creation of staff-related provision
- **2018**: Loss of energy supply contract led to revenue decline
- **2019**: €+12.8 mil. EBITDA from disposal of Energy supply subsidiary, negative Revenue impact of €21.7 mil.
- **2020**: €-16.2 mil. EBITDA impact from staff restructuring provision booked
## Segment Retail & Real Estate

### Resilient Real Estate Business, All time High Retail per Passenger

<table>
<thead>
<tr>
<th>EUR mil.</th>
<th>20FY</th>
<th>19FY</th>
<th>%</th>
<th>2Q-4Q 20</th>
<th>2Q-4Q 19</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>295</td>
<td>508</td>
<td>(42)</td>
<td>193</td>
<td>392</td>
<td>(51)</td>
</tr>
<tr>
<td>Retail</td>
<td>79</td>
<td>221</td>
<td>(64)</td>
<td>41</td>
<td>172</td>
<td>(76)</td>
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<tr>
<td>Real Estate</td>
<td>163</td>
<td>169</td>
<td>(4 )</td>
<td>121</td>
<td>129</td>
<td>(6 )</td>
</tr>
<tr>
<td>Parking</td>
<td>44</td>
<td>99</td>
<td>(56)</td>
<td>23</td>
<td>75</td>
<td>(69)</td>
</tr>
<tr>
<td>Other Income</td>
<td>20</td>
<td>26</td>
<td>(23)</td>
<td>16</td>
<td>11</td>
<td>52</td>
</tr>
<tr>
<td>Staff Cost¹</td>
<td>43</td>
<td>56</td>
<td>(24)</td>
<td>29</td>
<td>42</td>
<td>(30)</td>
</tr>
<tr>
<td>Other²</td>
<td>41</td>
<td>80</td>
<td>(48)</td>
<td>29</td>
<td>64</td>
<td>(55)</td>
</tr>
<tr>
<td>Adj. EBITDA¹</td>
<td>231</td>
<td>398</td>
<td>(42)</td>
<td>151</td>
<td>297</td>
<td>(49)</td>
</tr>
<tr>
<td>Staff Provision</td>
<td>16</td>
<td>-</td>
<td>(-)</td>
<td>16</td>
<td>-</td>
<td>(-)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>215</td>
<td>398</td>
<td>(46)</td>
<td>135</td>
<td>297</td>
<td>(55)</td>
</tr>
</tbody>
</table>

- Segment revenues outperform passenger development
- Strong performance of resilient Real Estate business
- Retail Revenues per Passenger reach all time high at EUR 4.73 (19FY: EUR 3.28)
- Parking revenues also beat passenger development
- 45% cost reduction in 2Q-4Q 2020 despite already lean business segment¹
- Clearly positive adjusted¹ and reported EBITDA

---

¹Without provision for staff restructuring program
²Other 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

---

### Financials
Segment Retail & Real Estate

Revenue Split

2019 Segment Revenue 507.8

Real Estate 169.3

Retail 220.9

Car Parking 99.4

Segment revenues adversely impacted by COVID-19. For better comparison and to assess the recovery path, pre-COVID-19 figures illustrated on this chart.

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
Retail Revenue Split

2019 Retail Revenue\(^1\) 231.7

- Shopping 128.8
- Services 58.4
- Advertising 44.5

Segment revenues adversely impacted by COVID-19. For better comparison and to assess the recovery path, pre-COVID-19 figures illustrated on this chart.

Retail Segments

<table>
<thead>
<tr>
<th>Segment</th>
<th>Outlets(^2)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Duty Free &amp; Travel Value</td>
<td>20</td>
</tr>
<tr>
<td>Specialty Shops</td>
<td>157</td>
</tr>
<tr>
<td>Food &amp; Beverages(^3)</td>
<td>72</td>
</tr>
<tr>
<td>Other Services, e.g. Car Rental(^4)</td>
<td>60</td>
</tr>
</tbody>
</table>

1 Retail revenue according to old segment structure, including IT services for passengers
2 As of Dec 31, 2019
3 Including mobile sales units
4 Excluding ATMs
Segment Retail & Real Estate

Real Estate Revenue Split

- **Rents from Terminals**: €37.4 mil.
- **Rents for Service & Admin. Buildings**: €34.3 mil.
- **Leaseholds**: €55.2 mil.
- **Land / Infrastructure**: €36.5 mil.
- **Other**: €5.9 mil.

**2019 Real Estate Revenue**: €169.3 mil.

Segment revenues adversely impacted by COVID-19. For better comparison and to assess the recovery path, pre-COVID-19 figures illustrated on this chart.

- **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

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (€ mil)</th>
<th>EBITDA (€ mil)</th>
<th>EBIT (€ mil)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>673.1</td>
<td>46.4</td>
<td>6.0</td>
</tr>
<tr>
<td>2016</td>
<td>630.4</td>
<td>34.7</td>
<td>-5.5</td>
</tr>
<tr>
<td>2017</td>
<td>641.9</td>
<td>51.4</td>
<td>11.6</td>
</tr>
<tr>
<td>2018</td>
<td>673.8</td>
<td>44.4</td>
<td>0.7</td>
</tr>
<tr>
<td>2019</td>
<td>707.1</td>
<td>60.4</td>
<td>12.0</td>
</tr>
<tr>
<td>2020</td>
<td></td>
<td></td>
<td>-265.4</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>6.9%</td>
</tr>
<tr>
<td>2016</td>
<td>5.5%</td>
</tr>
<tr>
<td>2017</td>
<td>8.0%</td>
</tr>
<tr>
<td>2018</td>
<td>6.6%</td>
</tr>
<tr>
<td>2019</td>
<td>8.5%</td>
</tr>
<tr>
<td>2020</td>
<td>n.a.%</td>
</tr>
</tbody>
</table>

Figures including special and consolidation effects, main effects are:
- 2016: €-18.7 mil. EBITDA impact from creation of staff-related provision
- 2020: €-139.8 mil. EBITDA impact from staff restructuring provision booked
Segment Ground Handling

Cost Focus, but Need to Restructure

<table>
<thead>
<tr>
<th>EUR mil.</th>
<th>20FY</th>
<th>19FY</th>
<th>%</th>
<th>2Q-4Q20</th>
<th>2Q-4Q 19</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>319</td>
<td>707</td>
<td>(55)</td>
<td>181</td>
<td>546</td>
<td>(67)</td>
</tr>
<tr>
<td>Ground Hand.</td>
<td>178</td>
<td>359</td>
<td>(51)</td>
<td>108</td>
<td>278</td>
<td>(61)</td>
</tr>
<tr>
<td>Central Infra.</td>
<td>120</td>
<td>322</td>
<td>(63)</td>
<td>58</td>
<td>249</td>
<td>(77)</td>
</tr>
<tr>
<td>Other Income</td>
<td>12</td>
<td>9</td>
<td>37</td>
<td>8</td>
<td>7</td>
<td>12</td>
</tr>
<tr>
<td>Staff Cost¹</td>
<td>313</td>
<td>469</td>
<td>(33)</td>
<td>204</td>
<td>354</td>
<td>(42)</td>
</tr>
<tr>
<td>Other²</td>
<td>144</td>
<td>187</td>
<td>(23)</td>
<td>104</td>
<td>145</td>
<td>(28)</td>
</tr>
<tr>
<td>Adj. EBITDA¹</td>
<td>-126</td>
<td>60</td>
<td>(-)</td>
<td>-119</td>
<td>55</td>
<td>(-)</td>
</tr>
<tr>
<td>Staff Provision</td>
<td>140</td>
<td>-</td>
<td>(-)</td>
<td>140</td>
<td>-</td>
<td>(-)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>-265</td>
<td>60</td>
<td>(-)</td>
<td>-259</td>
<td>55</td>
<td>(-)</td>
</tr>
</tbody>
</table>

- Movement and Maximum Take-off Weights related revenues dampen impact of passenger-related business on segment revenues
- Due to flexible adjustment of staff number clear opex reduction of EUR 191mn in 2Q-4Q 2020¹
- Still: negative EBITDA and therefore continued need for restructuring
- Price adjustment of 3% in Central Infrastructure agreed for 21FY

Segment revenues adversely impacted by COVID-19. For better comparison and to assess the recovery path, pre-COVID-19 figures illustrated on this chart.

1Without provision for staff restructuring program
2Other 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
Segment Ground Handling

Revenue Split

€ mil.

Segment Revenue 707.1

Central Infrastructure 321.9

Ground Handling 385.2

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 revenues adversely impacted by COVID-19. For better comparison and to assess the recovery path, pre-COVID-19 figures illustrated on this chart.
### Key Figures

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (€ mil.)</th>
<th>EBITDA (€ mil.)</th>
<th>EBIT (€ mil.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>510.3</td>
<td>186.1</td>
<td>103.1</td>
</tr>
<tr>
<td>2016</td>
<td>551.7</td>
<td>345.2</td>
<td>205.9</td>
</tr>
<tr>
<td>2017</td>
<td>650.0</td>
<td>324.8</td>
<td>289.6</td>
</tr>
<tr>
<td>2018</td>
<td>1,290.9</td>
<td>416.6</td>
<td>270.9</td>
</tr>
<tr>
<td>2019</td>
<td>1,463.9</td>
<td>448.8</td>
<td>270.9</td>
</tr>
<tr>
<td>2020</td>
<td>622.3</td>
<td>81.0</td>
<td>105.5</td>
</tr>
</tbody>
</table>

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

- **2015:** IFRIC 12 revenue of €15.1 mil., Air IT Inc. disposed: book gain of ~€8 mil.
- **2016:** IFRIC 12 revenue of €19.9 mil., €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 & €7.4 mil. write down on Fraport USA
- **2017:** IFRIC 12 revenue of €41.7 mil.
- **2018:** IFRIC 12 revenue of €359.5 mil. and sale of Hanover airport: EBITDA/EBIT effect of €25.0 mil.
- **2019:** IFRIC 12 revenue of €446.3 mil. and 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
### Performance of Major Investments

#### Fully consolidated Group companies

<table>
<thead>
<tr>
<th>€ million</th>
<th>Share in %</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
<th>Result</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>2020</td>
<td>2019</td>
<td>Δ %</td>
<td>2020</td>
</tr>
<tr>
<td>Fraport USA</td>
<td>100</td>
<td>39.1</td>
<td>85.1</td>
<td>-54.1</td>
<td>8.5</td>
</tr>
<tr>
<td>Fraport Slovenija</td>
<td>100</td>
<td>16.8</td>
<td>45.3</td>
<td>-62.9</td>
<td>-2.1</td>
</tr>
<tr>
<td>Fortaleza + Porto Alegre</td>
<td>100</td>
<td>88.3</td>
<td>283.2</td>
<td>-68.8</td>
<td>37.0</td>
</tr>
<tr>
<td>Lima</td>
<td>80.01</td>
<td>214.3</td>
<td>444.5</td>
<td>-51.8</td>
<td>38.5</td>
</tr>
<tr>
<td>Fraport Greece</td>
<td>73.4</td>
<td>185.0</td>
<td>463.4</td>
<td>-60.1</td>
<td>12.9</td>
</tr>
<tr>
<td>Twin Star</td>
<td>60</td>
<td>15.3</td>
<td>64.0</td>
<td>-76.1</td>
<td>1.4</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>€ million</th>
<th>Share in %</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
<th>Result</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>2020</td>
<td>2019</td>
<td>Δ %</td>
<td>2020</td>
</tr>
<tr>
<td>Antalya</td>
<td>51/50</td>
<td>109.6</td>
<td>400.8</td>
<td>-72.7</td>
<td>76.2</td>
</tr>
<tr>
<td>Pulkovo/Thalita</td>
<td>25</td>
<td>127.0</td>
<td>292.0</td>
<td>-56.5</td>
<td>52.7</td>
</tr>
<tr>
<td>Xi’an</td>
<td>24.5</td>
<td>174.5</td>
<td>267.8</td>
<td>-34.8</td>
<td>-4.9</td>
</tr>
</tbody>
</table>

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

1) Revenue adjusted by IFRIC 12: Lima 2020: €118.6 mn (2019: €355.6 mn); Fraport Greece 2020: €105.5 mn (2019: €296.5 mn); Fortaleza + Porto Alegre: 2020: €39.0 mn (2019: €92.8 mn); Antalya 2020: €109.6 mn (2019: €399.2 mn); Pulkovo/Thalita 2020: €123.9 mn (2019: €289.5 mn)

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 %

Except for Ljubljana and Xi’An all International Holdings with positive 20FY EBITDA.
### Revenues of Fully Consolidated Airport Investments

#### Greece in € mil.

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2019</th>
<th>Δ %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>185</td>
<td>463</td>
<td>-60.1</td>
</tr>
<tr>
<td>Revenue w/o IFRIC 12</td>
<td>106</td>
<td>297</td>
<td>-64.4</td>
</tr>
<tr>
<td>- Aviation charges</td>
<td>81</td>
<td>246</td>
<td>-67.2</td>
</tr>
<tr>
<td>- Retail</td>
<td>10</td>
<td>25</td>
<td>-60.5</td>
</tr>
<tr>
<td>- Other</td>
<td>15</td>
<td>26</td>
<td>-57.7</td>
</tr>
<tr>
<td>EBITDA margin w/o IFRIC 12</td>
<td>12%</td>
<td>57%</td>
<td>-45pp</td>
</tr>
</tbody>
</table>

#### Brasil in € mil.

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2019</th>
<th>Δ %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>88</td>
<td>283</td>
<td>-68.8</td>
</tr>
<tr>
<td>Revenue w/o IFRIC 12</td>
<td>39</td>
<td>93</td>
<td>-58.0</td>
</tr>
<tr>
<td>- Aviation charges</td>
<td>20</td>
<td>58</td>
<td>-65.2</td>
</tr>
<tr>
<td>- Retail</td>
<td>7</td>
<td>14</td>
<td>-56.0</td>
</tr>
<tr>
<td>- Other</td>
<td>12</td>
<td>21</td>
<td>-42.9</td>
</tr>
<tr>
<td>EBITDA margin w/o IFRIC 12</td>
<td>95%</td>
<td>43%</td>
<td>+52pp</td>
</tr>
</tbody>
</table>

#### Slovenija in € mil.

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2019</th>
<th>Δ %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>17</td>
<td>45</td>
<td>-62.9</td>
</tr>
<tr>
<td>Revenue w/o IFRIC 12</td>
<td>17</td>
<td>45</td>
<td>-62.9</td>
</tr>
<tr>
<td>- Aviation charges</td>
<td>5</td>
<td>21</td>
<td>-74.7</td>
</tr>
<tr>
<td>- Retail</td>
<td>1</td>
<td>3</td>
<td>-80.2</td>
</tr>
<tr>
<td>- Other</td>
<td>11</td>
<td>21</td>
<td>-47.6</td>
</tr>
<tr>
<td>EBITDA margin w/o IFRIC 12</td>
<td>-</td>
<td>36%</td>
<td>-</td>
</tr>
</tbody>
</table>

#### Lima in € mil.

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2019</th>
<th>Δ %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>214</td>
<td>445</td>
<td>-51.8</td>
</tr>
<tr>
<td>Revenue w/o IFRIC 12</td>
<td>119</td>
<td>356</td>
<td>-66.6</td>
</tr>
<tr>
<td>- Aviation charges</td>
<td>60</td>
<td>200</td>
<td>-70.2</td>
</tr>
<tr>
<td>- Retail</td>
<td>18</td>
<td>66</td>
<td>-72.6</td>
</tr>
<tr>
<td>- Other</td>
<td>41</td>
<td>90</td>
<td>-54.4</td>
</tr>
<tr>
<td>EBITDA margin w/o IFRIC 12</td>
<td>32%</td>
<td>38%</td>
<td>-6pp</td>
</tr>
</tbody>
</table>

#### Twin Star in € mil.

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2019</th>
<th>Δ %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>15</td>
<td>64</td>
<td>-76.1</td>
</tr>
<tr>
<td>Revenue w/o IFRIC 12</td>
<td>15</td>
<td>64</td>
<td>-76.1</td>
</tr>
<tr>
<td>- Aviation charges</td>
<td>8</td>
<td>40</td>
<td>-79.4</td>
</tr>
<tr>
<td>- Retail</td>
<td>2</td>
<td>8</td>
<td>-75.1</td>
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<tr>
<td>- Other</td>
<td>5</td>
<td>16</td>
<td>-68.8</td>
</tr>
<tr>
<td>EBITDA margin w/o IFRIC 12</td>
<td>9%</td>
<td>53%</td>
<td>-44pp</td>
</tr>
</tbody>
</table>
### Segment International Activities & Services

#### Cash Flows & Cash Position of Fully Consolidated Investments

<table>
<thead>
<tr>
<th>Location</th>
<th>OCF (€ mil.)</th>
<th>Capex (€ mil.)</th>
<th>Net Cash (€ mil.)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fraport USA</strong></td>
<td>9</td>
<td>-4</td>
<td>35</td>
</tr>
<tr>
<td><strong>Fraport Slovenija</strong></td>
<td>1</td>
<td>-15</td>
<td>1</td>
</tr>
<tr>
<td><strong>Fraport Greece</strong></td>
<td>-24</td>
<td>-105</td>
<td>-938</td>
</tr>
<tr>
<td><strong>Lima</strong></td>
<td>0</td>
<td>-106</td>
<td>36</td>
</tr>
<tr>
<td><strong>Fraport Brasil</strong></td>
<td>-18</td>
<td>-63</td>
<td>-216</td>
</tr>
<tr>
<td><strong>Twin Star</strong></td>
<td>-6</td>
<td>-4</td>
<td>8</td>
</tr>
</tbody>
</table>

- **Operating Cash Flow (OCF)** including working capital changes.
- **Capex** including down-payments to construction companies and fixed concession payments.
6 ESG
ESG

Contents

- **Environmental**: CO₂, Air Quality & Noise, Water & Waste
- **Social**: Diversity, Female Quota
- **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
## CO₂ Focus

<table>
<thead>
<tr>
<th></th>
<th>Unit</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Group direct emissions (Scope 1)</strong></td>
<td>1,000 CO₂</td>
<td>42.9</td>
<td>42.5</td>
<td>25.5</td>
</tr>
<tr>
<td>Fraport AG direct emissions (Scope 1)</td>
<td>1,000 CO₂</td>
<td>37.2</td>
<td>37.1</td>
<td>21.9</td>
</tr>
<tr>
<td><strong>Group emissions (Scope 1 &amp; 2)</strong></td>
<td>1,000 CO₂</td>
<td>244.0</td>
<td>229.8</td>
<td>170.7</td>
</tr>
<tr>
<td>Fraport AG emissions (Scope 1 &amp; 2)</td>
<td>1,000 CO₂</td>
<td>188.6</td>
<td>170.3</td>
<td>129.3</td>
</tr>
<tr>
<td><strong>Fraport AG Scope 3 emissions</strong></td>
<td>1,000 CO₂</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Aircraft traffic</td>
<td>1,000 CO₂</td>
<td>1,017.1</td>
<td>1,007.5</td>
<td>420.1</td>
</tr>
<tr>
<td>Employee traffic Fraport AG and third parties at the airport</td>
<td>1,000 CO₂</td>
<td>128.9</td>
<td>127.8</td>
<td>93.9</td>
</tr>
<tr>
<td>Passenger traffic (originating passengers)</td>
<td>1,000 CO₂</td>
<td>245.8</td>
<td>273.9</td>
<td>96.9</td>
</tr>
<tr>
<td>Business trips of Fraport AG employees</td>
<td>1,000 CO₂</td>
<td>0.77</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>Third party energy consumption (infrastructure and vehicles)</td>
<td>1,000 CO₂</td>
<td>183.5</td>
<td>164.7</td>
<td>133.9</td>
</tr>
</tbody>
</table>

2) Air traffic up to 914 m (LTO cycle) of all aircraft landing and taking off at Frankfurt Airport
3) Commuting to and from workplace
4) Arrival and departure of originating passengers, individual and public transport
5) Includes automobiles, rail, and flights
Roadmap to Net Zero Scope 1&2

1. Most preferred option; reduce energy / CO₂ consumption where possible
   - Exchange equipment with more efficient technologies, such as LEDs, air conditioning systems, etc.

2. Produce own green energy via, e.g., photovoltaic or wind park projects

3. Avoid Consumption

4. Net Zero Strategy

5. Upgrade Technology

6. Produce Green Electricity
**Frankfurt Airport Scope 1&2 CO\textsubscript{2} Targets**

**FY 2020 CO\textsubscript{2} Emissions** for Fraport AG at Frankfurt Airport dropped largely due to reduced operations by 23.7% to 129,980mt.

All measures to achieve 2030 and 2050 reduction targets conceptually initiated.

Frankfurt Airport Targets\textsuperscript{1}:

- **2030**: 80,000mt CO\textsubscript{2}
- **2050**: CO\textsubscript{2} free

\textsuperscript{1}Referring to Fraport AG \textsuperscript{2}One traffic unit = one passenger with carry-on bag or 100kg air cargo.
Frankfurt Airport Scope 3 Initiatives

**Pricing Scheme**
Creates incentives to use Frankfurt Airport with modern A/C types

**Home Office**
Opportunity to work from home further reduces CO₂ footprint

**Infrastructure**
Provide infrastructure to run environmentally friendly, e.g., GPUs or BEV/PHEV charges

**Business Trips**
Being compensated and are encouraged to be held virtually, if possible

**Sustainable Fuel**
Fraport supports the implementation of Sustainable Aviation Fuel

**Job Tickets**
Offered to employees to commute via environmentally friendly to the airport

High-Speed Train Feeder System

- New Jul/21
- New Dec/21
- New Dec/21
- New Dec/21

- Frankfurt Airport
- Hamburg
- Berlin
- Leipzig
- München
- Ulm
- Freiburg
- Nürnberg
- Mannheim
- Stuttgart
- Karlsruhe
- Aachen
- Köln
- Düsseldorf
- Bremen
- Dortmund
- Münster
- Göttingen
- Erfurt
- Hannover
- Berlin

*ESG*
**Frankfurt Air Quality & Noise Abatement**

**NO₂**

- 2020 decline also due to reduced number of aircraft movements
- Working Group to evaluate NO₂ further
- NO₂, a.o., component of Airport charges
- Figures also contain Road Traffic

**Noise Abatement**

- Clear reduction of complaints, among others, due to less night flights
- 2020 reduction also due to lower number of aircraft movements
- 2016/17 data not available and or included automated complaining system

<table>
<thead>
<tr>
<th>Year</th>
<th>NO₂ (in microgram per m³)</th>
<th>Area with average noise level exceeding 60db in hectare</th>
<th># of complaints relating to specific flight event</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>44.5</td>
<td>16.952</td>
<td>11.173</td>
</tr>
<tr>
<td>2017</td>
<td>41.8</td>
<td>17.582</td>
<td>19,924</td>
</tr>
<tr>
<td>2018</td>
<td>42.7</td>
<td>48,499</td>
<td>17,332</td>
</tr>
<tr>
<td>2019</td>
<td>39.7</td>
<td>9,614</td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>30.7</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
**ESG**

**Water & Waste Management**

### Waste Water

- 2020 waste water reduced due to lower number of aircraft movements

![Waste Water Graph]

### Waste

- 2020 waste volume reduced due to lower number of aircraft movements

![Waste Graph]
**Diversity**

**Female Quota in Germany**
- 26.3%
  - +0.4pp

**Women in Mgmt in Germany**
- 25.6%
  - -2.9pp

**Average Age**
- 45.3Y
  - +1.4Y

**Trainees**
- 349
  - -17.1%

**Foreigners in Germany**
- 23.7%
  - -1.7pp

**Disabilities**
- 6.6%
  - -1.3pp
Focus on Female Quota

- Executive Board Quota: 20%
- Level 1 Quota: 21%
- Level 2 Quota: 27%

- Total Employees
- Women

- Aviation: 6,675
  - Women: 2,410 (36%)
- Retail & Real Estate: 8,143
  - Women: 698 (39%)
- Ground Handling: 5,702
  - Women: 1,246 (15%)
- Int. Activities & Services: 1,648
  - Women: 272 (29%)
2-Tier Board Governance Structure

Executive Board

- Annual approval
- Duty to report
- Right to convene

Supervisory Board

- Annual approval
- Duty to report
- Right to convene
- Election of s/h representatives

General Meeting
1 Share = 1 Vote
ESG

Executive Board

Dr. Stefan Schulte
International Activities
FRA Airport Expansion
Corp. Strategy & 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
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

Michael Müller
FRA Ground Handling
FRA HR & Procurement
Corp. Auditing
09 – 12: Fraport EVP Ground Handling
97 – 09: Fraport SVP HR
Else: A.o. Mgmt positions at Fraport HR department

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
### Supervisory Board

#### SH-representatives

- **Mr. Michael Boddenberg**, Chair  
  State representative, Born 1959  
- **Mr. Uwe Becker**  
  City representative, Born 1969  
- **Mr. Peter Feldmann**  
  City representative, Born 1958  
- **Mr. Peter Gerber**  
  Lufthansa representative, Born 1964  
- **Ms. Dr. Margarete Haase**  
  Independent, Born 1953  
- **Mr. Frank-Peter Kaufmann**  
  State representative, Born 1948  
- **Mr. Lothar Klemm**  
  State representative, Born 1949  
- **Mr. Michael Odenwald**  
  State representative, Born 1958  
- **Ms. Sonja Wärntges**  
  Independent, Born 1967  
- **Ms. Prof. Dr.-Ing. Katja Windt**  
  Independent, Born 1969

#### Employee representatives

- **Ms. Claudia Amier**  
  Born 1956  
- **Mr. Devrim Arslan**  
  Born 1977  
- **Mr. Hakan Bölükmes**  
  Born 1976  
- **Mr. Hakan Cicek**  
  Born 1973  
- **Mr. Detlev Draths**  
  Born 1960  
- **Ms. Yvonne Dunkelmann**  
  Born 1982  
- **Ms. Mira Neumaier**  
  Born 1981  
- **Mr. Dr. Ulrich Kipper**  
  Born 1960  
- **Mr. Matthias Pöschko**  
  Born 1973  
- **Mr. Qadeer Rana**  
  Born 1983

---

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 (SH-representative)** has **casting vote**

**30% Female Quota**

**15% Independent members**
ESG
AGM

Votes cast
73.8mn
-9.7%

Supervisory Board Approval
98.2%
+3.5pp

Say on Pay Approval
99.7%

Attendance
79.9%
-8.5pp

Executive Board Approval
99.9%
+0.4pp

AGM in 2021
Jun 1st
Frankfurt/Main virtual
**Adjustment of Executive Board Remuneration**

**Remuneration system as of fiscal year 2020**

- Design of the bonus as a market standard target bonus system
  - 80% EBITDA
  - 40% ROFRA
- Elimination of the repayment reservation
- Limit at 150% of the target amount
- Introduction of a modifier (0.9-1.1) to assess the collective performance of the Executive Board and of environmental, social and governance (ESG) goals
- Omission of the bonus advance payment
- Omission of the discretionary bonus

**Remuneration system until fiscal year 2019**

- Design of the bonus as so-called „Profit Sharing”
  - 60% EBITDA
  - 40% ROFRA
- 50% of the bonus under repayment reservation
- Individual limitation of the bonus in €
- No consideration of Environmental, Social und Governance (ESG) goals
- 50% of the bonus paid in advance
- The Supervisory Board may grant a bonus at its reasonable discretion taking into account the performance of the individual members of the Executive Board

**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
Executive Board Remuneration

27-36%
Long-term performance remuneration (Performance Share Plan)

45-67%
Non-performance-related remuneration

15-25%
Short-term performance remuneration (bonus)

25-37%
Basic remuneration

11-21%
Pension commitments

ca. 9%
Fringe benefits
ESG

Supervisory Board Remuneration

- **Annual fixed component**: Chairman receives 3x, Chairman of Finance & Audit Committee receives 2x. Vice Chairman and Chairmen of other Committees receive 1.5x.

  - Range between €35-105k

- **Committee fixed Membership Component**: Membership in 2 or more Committees receive double.

  - Range between €7.5-15k

- **Attendance Fee**: €1,000 per Meeting + Ancillary benefits subject to personal circumstances.

  - 2020 Maximum was €19k

2020 Total Board Remuneration was ~€1,295k, o/w Chairman received €78k and Vice Chairman €74.5k.
Rankings, Ratings & Memberships

Deutschland Ethik 30 Aktienindex

For further information, please refer to https://www.fraport.com/en/our-company/responsibility.html
7 Share & IR
**Key Data**

**ISIN:** DE0005773303

**Share symbol:**
- FRA GR (Bloomberg)
- FRAG.DE (Reuters)

**Class of share:** Ordinary bearer shares with a notional par value of € 10.00 each

**Capital stock (acc. to IFRS):** € 924.7 million

**Calculated par value per share:** € 10.00

**Number of floating shares on Dec. 31, 2019**: 92,391,339

**Listing:** Frankfurt Stock Exchange – official trading (Prime Standard), MDAX

**Sustainability Share Indices:** Dax 50 ESG, FTSE4Good Index, Ethibel Sustainability Index (ESI) Excellence Europe, Germany Ethik 30 Stock Index

**IPO:** June 11, 2001

**Placement price:** € 35.00

---

1 Total number of shares less treasury shares
2 Index of Deutsche Börse for mid caps from classic sectors
Share & IR

Shareholder Structure as of February 2021

- **36.7%** Free Float
- **31.3%** State of Hesse
- **20.5%** Stadtwerke Frankfurt am Main Holding GmbH
- **8.4%** Deutsche Lufthansa AG
- **3.1%** British Columbia Investment Management Corporation

Shareholdings adjusted to total number of shares as of February 2021, shareholdings <3% allocated to Free Float
Geographical Split of Free Float

- **USA**: 15.1%
- **Canada**: 9.5%
- **Australia**: 6.2%
- **Nordics**: 2.7%
- **Benelux**: 2.5%
- **France**: 1.8%
- **Smaller countries & Unknown**: 60.3%
- **Switzerland**: 0.8%
- **Japan**: 1.1%

*Free Float without State of Hesse, Stadtwerke Frankfurt, Lufthansa & treasury shares. Holdings held by different subsidiaries were not pooled. Source: Public Filings, IHS Markit, February 2021*
Stock Performance

January 1, 2020

December 31, 2020

index based 100%

Fraport  DAX  MDAX  AENA  Aéroports de Paris  Vienna Airport  Zurich Airport
## Historic Figures

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>Year-end closing price</td>
<td>€</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td>49.36</td>
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<td>Highest price</td>
<td>€</td>
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<td></td>
<td></td>
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<tr>
<td>Lowest price</td>
<td>€</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>30.01</td>
</tr>
<tr>
<td>Annual performance (incl. dividend)</td>
<td>%</td>
<td>33.2</td>
<td>-16.8</td>
<td>18.9</td>
<td>26.6</td>
<td>-9.4</td>
<td>25.5</td>
<td>-2.4</td>
<td>66.2</td>
<td>-30.4</td>
<td>24.5</td>
</tr>
<tr>
<td>Earnings per share (basic)</td>
<td>€</td>
<td>2.86</td>
<td>2.62</td>
<td>2.59</td>
<td>2.40</td>
<td>2.54</td>
<td>3.00</td>
<td>4.07</td>
<td>3.57</td>
<td>5.13</td>
<td>4.55</td>
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<tr>
<td>Dividend per share¹</td>
<td>€</td>
<td>1.25</td>
<td>1.25</td>
<td>1.25</td>
<td>1.25</td>
<td>1.35</td>
<td>1.35</td>
<td>1.50</td>
<td>1.50</td>
<td>2.00</td>
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</tr>
<tr>
<td>Dividend yield on Dec. 31¹</td>
<td>%</td>
<td>2.7</td>
<td>3.3</td>
<td>2.8</td>
<td>2.3</td>
<td>2.8</td>
<td>2.3</td>
<td>2.7</td>
<td>1.6</td>
<td>3.2</td>
<td>-</td>
</tr>
<tr>
<td>Payout ratio¹</td>
<td>%</td>
<td>44.0</td>
<td>48.0</td>
<td>48.5</td>
<td>52.2</td>
<td>53.1</td>
<td>45.1</td>
<td>36.9</td>
<td>42.0</td>
<td>39.0</td>
<td>-</td>
</tr>
<tr>
<td>Price-earnings ratio</td>
<td></td>
<td>16.5</td>
<td>14.5</td>
<td>17.0</td>
<td>22.7</td>
<td>18.9</td>
<td>19.6</td>
<td>13.8</td>
<td>25.7</td>
<td>12.2</td>
<td>16.7</td>
</tr>
<tr>
<td>Average trading volume per day</td>
<td>number</td>
<td>160,634</td>
<td>190,671</td>
<td>156,604</td>
<td>118,554</td>
<td>100,101</td>
<td>151,188</td>
<td>173,666</td>
<td>173,015</td>
<td>160,367</td>
<td>128,953</td>
</tr>
<tr>
<td>(XETRA)</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Market capitalization at YE'</td>
<td>€ million</td>
<td>4,335</td>
<td>3,494</td>
<td>4,052</td>
<td>5,020</td>
<td>4,436</td>
<td>5,443</td>
<td>5,192</td>
<td>8,494</td>
<td>5,776</td>
<td>7,007</td>
</tr>
<tr>
<td>Total number of shares at YE'</td>
<td>million</td>
<td>91.9</td>
<td>92.0</td>
<td>92.2</td>
<td>92.3</td>
<td>92.3</td>
<td>92.4</td>
<td>92.4</td>
<td>92.5</td>
<td>92.5</td>
<td>92.5</td>
</tr>
<tr>
<td>Number of floating shares at YE'</td>
<td>million</td>
<td>91.8</td>
<td>91.9</td>
<td>92.1</td>
<td>92.2</td>
<td>92.3</td>
<td>92.3</td>
<td>92.3</td>
<td>92.4</td>
<td>92.4</td>
<td>92.4</td>
</tr>
</tbody>
</table>

¹ Proposed dividend for 2020 fiscal year, payout ratio EPS, not Group result ² W/o treasury shares
Dividends Since IPO

€19.79 dividends per share since IPO

Dividends per share in €

Payout ratio

Dividend drop due to COVID-19

0.40 € (31%)
0.44 € (34%)
0.75 € (49%)
0.90 € (44%)
1.15 € (48%)
1.15 € (56%)
1.25 € (44%)
1.25 € (48%)
1.25 € (49%)
1.25 € (52%)
1.25 € (53%)
1.35 € (45%)
1.50 € (37%)
1.50 € (42%)
2.00 € (39%)

2021 Dates

2021 Financial Calendar
- Mar 16, 2021: FY
- May 11, 2021: 3M
- June 1, 2021: AGM
- Aug 3, 2021: 6M
- Nov 9, 2021: 9M

2021 Traffic Calendar
- Apr 15, 2021: 3M
- May 14, 2021: 4M
- Jun 14, 2021: 5M
- Jul 13, 2021: 6M
- Aug 12, 2021: 7M
- Sep 13, 2021: 8M
- Oct 13, 2021: 9M
- Nov 11, 2021: 10M
- Dec 13, 2021: 11M
- Jan 17, 2021: 12M
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Frankfurt Airport Terminal Infrastructure

Terminal 1

Terminal 2

Terminal 3

under construction