Disclaimer

20FY Visual Fact Book

This Visual Fact Book has been updated and printed in August 2021.

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

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

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

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

Please consider the Environment before printing this Document.
Table of Contents

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
The Fraport Group

At a Glance

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)

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
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
JKF 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

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

HK // 18.5%
Cargo handling Co: Tradeport
6 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

Company Overview

POA 22y / FOR 27 y min rem. term

Cleveland
New York
Baltimore
Nashville

Newark
Terminal B

Fortaleza
Porto Alegre
Lima

Thessaloniki
Kavala
Mytilene
Skopje
K果
Samos
Zakynthos
Corfu

Panama
Rio de Janeiro
Peru
Brazil

New York
Brazil
Peru
India
Greece
Turkey
Russia
Bulgaria
US Retail

The Fraport Group

20FY Visual Fact Book

Company Overview

"
Historic Passenger Numbers

Passengers in mil.

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

Years: 2010 to 2020

Passenger Numbers:
- 2010: 53, 60, 74, 15, 14, 16
- 2011: 60, 71, 81, 13, 15, 13
- 2012: 58, 74, 80, 14, 14, 16
- 2013: 58, 74, 80, 14, 14, 16
- 2014: 60, 81, 80, 14, 14, 16
- 2015: 61, 83, 86, 14, 14, 16
- 2016: 61, 83, 86, 14, 14, 16
- 2017: 65, 83, 86, 14, 14, 16
- 2018: 70, 97, 117, 17, 17, 19
- 2019: 71, 97, 117, 17, 17, 19
- 2020: 80, 97, 117, 17, 17, 19
The Fraport Group

Group Financials

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>Group Result (before minorities)</th>
<th>EPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>2,195</td>
<td>711</td>
<td>251</td>
<td>€2.86</td>
</tr>
<tr>
<td>2011</td>
<td>2,371</td>
<td>802</td>
<td>251</td>
<td>€2.62</td>
</tr>
<tr>
<td>2012</td>
<td>2,442</td>
<td>849</td>
<td>251</td>
<td>€2.59</td>
</tr>
<tr>
<td>2013</td>
<td>2,376</td>
<td>733</td>
<td>236</td>
<td>€2.40</td>
</tr>
<tr>
<td>2014</td>
<td>2,395</td>
<td>790</td>
<td>252</td>
<td>€2.54</td>
</tr>
<tr>
<td>2015</td>
<td>2,599</td>
<td>849</td>
<td>297</td>
<td>€2.07</td>
</tr>
<tr>
<td>2016</td>
<td>2,586</td>
<td>400</td>
<td>360</td>
<td>€2.59</td>
</tr>
<tr>
<td>2017</td>
<td>2,935</td>
<td>1,003</td>
<td>506</td>
<td>€2.62</td>
</tr>
<tr>
<td>2018</td>
<td>3,478</td>
<td>1,129</td>
<td>454</td>
<td>€2.93</td>
</tr>
<tr>
<td>2019</td>
<td>3,706</td>
<td>1,180</td>
<td>454</td>
<td>€2.86</td>
</tr>
<tr>
<td>2020</td>
<td>1,677</td>
<td>454</td>
<td>454</td>
<td>€2.59</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: €c.8mil. Air IT Inc. disposal book gain

2016: €c.40 mil. EBITDA impact from 10.5% St. Petersburg disposal, with €35.9 mil. Group result impact, in addition: €198.8 mil. EBITDA impact from MNL compensation, with €121.4 mil. Group result impact, €-37.7 mil. EBITDA impact from staff restructuring provision, €-22.4 mil. FraSec impairment & €-7.4 mil. write-down on Fraport USA
2018: Hanover airport disposal: €25 mil. EBIT, €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
Business Structure

Frankfurt Based

3 Segments
- Aviation
- Retail & Real Estate
- Ground Handling

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>
<tr>
<td><strong>Revenue</strong></td>
<td><strong>€ 441 mil.</strong></td>
<td><strong>€ 295 mil.</strong></td>
<td><strong>€ 319 mil.</strong></td>
</tr>
<tr>
<td>% of Group</td>
<td>26.3</td>
<td>17.6</td>
<td>19.0</td>
</tr>
<tr>
<td>EBITDA¹</td>
<td><strong>€ -184 mil.</strong></td>
<td><strong>€ 215 mil.</strong></td>
<td><strong>€ -265 mil.</strong></td>
</tr>
<tr>
<td>% of Group</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>EBIT</td>
<td><strong>€ -421 mil.</strong></td>
<td><strong>€ 123 mil.</strong></td>
<td><strong>€ -305 mil.</strong></td>
</tr>
<tr>
<td>% of Group</td>
<td>16.1</td>
<td>43.8</td>
<td>-</td>
</tr>
<tr>
<td>Employees²</td>
<td>6,365</td>
<td>614</td>
<td>8,457</td>
</tr>
<tr>
<td>% of Group</td>
<td>30.0</td>
<td>2.9</td>
<td>40.0</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.

For further information please refer to Section 5 of this Fact Book.

**Company Overview**
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

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

Pre-COVID-19 Projections

Company Overview
Regional Growth Projections 2019 - 40

2019-2040 global
Pax CAGR 3.7 %

North America
Pax CAGR 2.4 %

Latin America
Pax CAGR 4.3 %

Europe
Pax CAGR 2.9 %

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
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
Unprecedented Impact of COVID-19 on our Business Model

Following years of growth, COVID-19 led to an unprecedented drop in Frankfurt Airport air traffic.

-73% Passengers

-59% Movements
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
- October: Cargo positive again
- November: Begin of 2nd COVID wave / lockdown

Calendar week

2020

-98%
-77%
Impacts of COVID-19

Passenger Split 2020

Western Europe: 47% - 72%
Domestic: 10% - 74%
Eastern Europe: 9% - 74%
North America: 11% - 78%
Far East: 8% - 78%
Middle East: 6% - 72%
Africa: 5% - 73%
Latin America: 4% - 66%

Average SLF: 58.4% -21.2%P
Continental: 66% -72%
Intercontinental: 34% -75%
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>18.8</td>
<td>10.9</td>
</tr>
<tr>
<td>Lima</td>
<td>7.0</td>
<td>9.7</td>
</tr>
<tr>
<td>Greece</td>
<td>30.2</td>
<td>19.6</td>
</tr>
<tr>
<td>Brazil</td>
<td>15.6</td>
<td>10.9</td>
</tr>
<tr>
<td>Bulgaria</td>
<td>5.0</td>
<td>9.7</td>
</tr>
<tr>
<td>Ljubljana</td>
<td>1.0</td>
<td>19.6</td>
</tr>
<tr>
<td>Antalya</td>
<td>1.7</td>
<td>10.9</td>
</tr>
<tr>
<td>St. Petersburg</td>
<td>35.5</td>
<td>47.2</td>
</tr>
<tr>
<td>Xi’An</td>
<td>31.1</td>
<td>34.0</td>
</tr>
</tbody>
</table>

Impacts of COVID-19
Impacts of COVID-19

**Major Impacts also on Group Financials**

- **Total Revenue**: EUR 1,572mn - EUR 1,767mn / -52.9%
- **Opex**: EUR 1,524mn - EUR 635mn / -29.4%
- **Adj. EBITDA**: EUR 48mn - EUR 1,132mn / -95.9%
- **Profit After Minorities**: EUR -658mn - EUR -1,078mn / n/a

**Adverse Revenue Impacts across Portfolio**
- FRA Segments EUR 1,118mn / International Activities EUR 454mn¹
  (PY: EUR 2,309mn) / (PY: EUR 1,030mn)¹

**Strong Cost Control in Frankfurt & International¹,²**
- FRA Segments EUR 1,198mn² / International Activities EUR 326mn¹,²
  (PY: EUR 1,578mn) / (PY: EUR 581mn)¹

**Positive adjusted Group EBITDA²**
- FRA Segments EUR -79mn² / International Activities EUR 128mn²
  (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
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
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
### Annualized Frankfurt Cost Savings of EUR 491mn

<table>
<thead>
<tr>
<th>EUR mn</th>
<th>Total Opex&lt;sup&gt;1&lt;/sup&gt;</th>
<th>Staff Cost&lt;sup&gt;1&lt;/sup&gt;</th>
<th>Other&lt;sup&gt;2&lt;/sup&gt;</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>EUR -368mn</td>
<td>EUR -231mn</td>
<td>EUR -137mn</td>
</tr>
<tr>
<td>2Q-4Q19</td>
<td>1,196</td>
<td>679</td>
<td>517</td>
</tr>
<tr>
<td>2Q-4Q20</td>
<td>828</td>
<td>448</td>
<td>380</td>
</tr>
</tbody>
</table>

#### Impact of COVID-19

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

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

---

<sup>1</sup>Without provision for staff restructuring program

<sup>2</sup>Other defined as balance of non-staff cost and intersegment cost & revenue

Due to commercial rounding discrepancies may occur when summing up, % changes based on unrounded figures.
Impacts of COVID-19

Frankfurt EBITDA Break Even lowered to 50k Pax per day

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

Adjusted EBITDA in EUR mil. per month

- Pax / day
- Adj. EBITDA

FRA Pax per day

- 160,000
- 120,000
- 80,000
- 40,000
- 0

J F M A M J J A S O N D

34 36 11 -32 -19 -26 -4 1 -8 -12 -9 -27

Here: Fraport AG

1 Without provision for staff restructuring program
Impacts of COVID-19

Comprehensive Countermeasures also in Intl. Portfolio

1 | OPEX
- Strict cost saving programs launched
- Reduction of all non-imminent cost items
- High flexibility to adjust cost base due to lean asset management models

2 | CAPEX
- Mandatory capex programs in Greece and Brazil completed
- Non-binding and non-started capex programs postponed
- Lima terminal project downsized

3 | Compensation
- Pandemic defined as force majeure in concession contracts
- Where applicable: claims for COVID-19 compensations
- Successful rebalance already for Greece, Brazil, Bulgaria, Turkey, Slovenia and USA
**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>Lima</td>
<td>39</td>
<td>7mn PAX</td>
</tr>
<tr>
<td>Brasil</td>
<td>37</td>
<td>6.7mn PAX</td>
</tr>
<tr>
<td>Greece</td>
<td>13</td>
<td>8.6mn PAX</td>
</tr>
<tr>
<td>USA</td>
<td>9</td>
<td>1mn PAX</td>
</tr>
<tr>
<td>Twin Star</td>
<td>1</td>
<td>0.3mn PAX</td>
</tr>
<tr>
<td>Slovenija</td>
<td>-2</td>
<td></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%)\(^2\) 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
### New Intl. EBITDA Break Even Levels

<table>
<thead>
<tr>
<th>2020 Passenger break even level per day</th>
<th>2020 Passenger break even level</th>
<th>As % of 19FY</th>
<th>21FY Passenger Expectation¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>Greece</td>
<td>~20k</td>
<td>~7.5mn</td>
<td>~25%</td>
</tr>
<tr>
<td>Brazil</td>
<td>~15k</td>
<td>~5.5mn</td>
<td>~35%</td>
</tr>
<tr>
<td>Lima</td>
<td>~7k</td>
<td>~2.5mn</td>
<td>~10%</td>
</tr>
<tr>
<td>Twin Star</td>
<td>~2.8k</td>
<td>~1mn</td>
<td>~20%</td>
</tr>
<tr>
<td>Ljubljana</td>
<td>~1.5k</td>
<td>~0.5mn</td>
<td>~30%</td>
</tr>
</tbody>
</table>

¹ Depending on various factors, including for, the progress of the vaccination programs.
Impacts of COVID-19

Group-wide Capex Reduction of EUR 403 Million

Capex Chart 19FY Analyst Presentation

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

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

- 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”

The New Fraport

Operational Excellence

Strong Cost Control

Greener
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.”
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.”
**Impacts of COVID-19**

**Market Opening linked to Vaccination Progress**

New COVID-19 cases per mn people per day\(^1\)

Cumulated vaccination doses per 100 people\(^2\)

**INTRAPLAN Air Traffic Forecast for Frankfurt Airport\(^3\):**

- “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”

\(^{1}\) 7-day average  \(^{2}\) First dose  \(^{3}\) INTRAPLAN Study February 2021
Impacts of COVID-19

Vaccination Progress and ACI Europe Forecast

**Vaccination Progress**

<table>
<thead>
<tr>
<th>% of vaccinated people</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**

(% of 2019)

1. Our World in Data
2. ACI Europe Forecast – April 21st, 2021
### Group: Near-Term low Visibility / Mid-Term Confidence!

<table>
<thead>
<tr>
<th></th>
<th>19FY Results</th>
<th>20FY Results</th>
<th>21FY Outlook</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers FRA</td>
<td>70.6 mil.</td>
<td>18.8 mil.</td>
<td>Below 20 to ~25 mil. → Expected Return to 19FY Level by ~2026</td>
</tr>
<tr>
<td>Revenue</td>
<td>€3.71bn</td>
<td>€1.68 bn</td>
<td>€~2 bn</td>
</tr>
<tr>
<td>EBITDA</td>
<td>€1,180 mil.</td>
<td>Adj. value at €+48 mil. reported at € -251 mil.</td>
<td>€~300 to ~450 mil. → Return to 19FY Level targeted for ~2023/24</td>
</tr>
<tr>
<td>EBIT</td>
<td>€705 mil.</td>
<td>€ -708 mil.</td>
<td>Slightly negative area</td>
</tr>
<tr>
<td>Group result</td>
<td>€454mil.</td>
<td>€ -690 mil.</td>
<td>Negative area</td>
</tr>
<tr>
<td>Dividend proposal</td>
<td>€ 0 / share</td>
<td>€ 0 / share</td>
<td>€ 0 / share</td>
</tr>
</tbody>
</table>
2.1 Impacts of COVID-19 / 2Q21 Update
Impacts of COVID-19

May-June-July Traffic Trends

Frankfurt Passengers per day / 7-day average

- 2021
- 2020
- 2019

- 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**

<table>
<thead>
<tr>
<th>Location</th>
<th>Int. PAX (July 2021)</th>
<th>Int. PAX (July 2020)</th>
<th>Percent Change</th>
<th>Domestic PAX (July 2021)</th>
<th>Domestic PAX (July 2020)</th>
<th>Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lima</td>
<td>55.7</td>
<td>131.5</td>
<td>(-59%)</td>
<td>60.1</td>
<td>133.7</td>
<td>(-44%)</td>
</tr>
<tr>
<td>Krakow</td>
<td>60.9</td>
<td>150.8</td>
<td>(-59%)</td>
<td>63.1</td>
<td>162.0</td>
<td>(-23%)</td>
</tr>
<tr>
<td>Porto Alegre</td>
<td>0.8</td>
<td>85.8</td>
<td>(-98%)</td>
<td>0.8</td>
<td>84.9</td>
<td>(-99%)</td>
</tr>
<tr>
<td>Varna &amp; Burgas</td>
<td>3.8</td>
<td>46.3</td>
<td>(-92%)</td>
<td>4.4</td>
<td>67.4</td>
<td>(-94%)</td>
</tr>
<tr>
<td>Fortaleza</td>
<td>0.7</td>
<td>61.5</td>
<td>(-99%)</td>
<td>0.9</td>
<td>76.0</td>
<td>(-98%)</td>
</tr>
<tr>
<td>Ljubljana</td>
<td>8.8</td>
<td>8.8</td>
<td>0%</td>
<td>11.6</td>
<td>11.6</td>
<td>0%</td>
</tr>
<tr>
<td>Xi’an</td>
<td>828.5</td>
<td>800.0</td>
<td>(-3.5%)</td>
<td>828.5</td>
<td>800.0</td>
<td>(-3.5%)</td>
</tr>
</tbody>
</table>

**Increasing Momentum also across International Holdings**

Keine Daten verfügbar (Keine Daten verfügbar in Türkisch)
Impacts of COVID-19

6M & 2Q Passenger Review

6M Passenger Performances

<table>
<thead>
<tr>
<th>6M19</th>
<th>6M20</th>
<th>6M21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frankfurt</td>
<td>12.2</td>
<td>6.5</td>
</tr>
<tr>
<td>Lima</td>
<td>11.3</td>
<td>3.7</td>
</tr>
<tr>
<td>Greece</td>
<td>10.9</td>
<td>7.4</td>
</tr>
<tr>
<td>Brazil</td>
<td>7.4</td>
<td>3.7</td>
</tr>
<tr>
<td>Bulgaria</td>
<td>1.4</td>
<td>0.3</td>
</tr>
<tr>
<td>Ljubljana</td>
<td>0.9</td>
<td>2.4</td>
</tr>
<tr>
<td>Antalya</td>
<td>2.5</td>
<td>8.8</td>
</tr>
<tr>
<td>St. Petersburg</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Xi’An</td>
<td>13.2</td>
<td>8.8</td>
</tr>
</tbody>
</table>

2Q Passenger Performances

<table>
<thead>
<tr>
<th>2Q19</th>
<th>2Q20</th>
<th>2Q21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frankfurt</td>
<td>18.8</td>
<td>4.0</td>
</tr>
<tr>
<td>Lima</td>
<td>5.8</td>
<td>2.1</td>
</tr>
<tr>
<td>Greece</td>
<td>9.0</td>
<td>2.1</td>
</tr>
<tr>
<td>Brazil</td>
<td>3.5</td>
<td>1.4</td>
</tr>
<tr>
<td>Bulgaria</td>
<td>1.2</td>
<td>0.2</td>
</tr>
<tr>
<td>Ljubljana</td>
<td>1.0</td>
<td>0.5</td>
</tr>
<tr>
<td>Antalya</td>
<td>10.5</td>
<td>0.0</td>
</tr>
<tr>
<td>St. Petersburg</td>
<td></td>
<td>4.6</td>
</tr>
<tr>
<td>Xi’An</td>
<td>11.6</td>
<td>11.0</td>
</tr>
</tbody>
</table>

Impacts of COVID-19

Sequential 2Q Improvement

-47% -26% +38% -17% +15% -65% +69% +79% +61%
-81% -67% -78% -58% -80% -92% -68% -15% -20%

Frankfurt: +78%
Lima: -79%
Greece: -64%
Bulgaria: -77%
Ljubljana: -60%
Antalya: -81%
St. Petersburg: -90%
Xi’An: -71%

6M Passenger Performances:
- Brazil: 13.2%
- Greece: 7.4%
- Bulgaria: 1.4%
- Ljubljana: 0.9%
- Antalya: 2.5%
- St. Petersburg: 8.8%
- Xi’An: 7.4%

2Q Passenger Performances:
- Frankfurt: 18.8%
- Lima: 5.8%
- Greece: 9.0%
- Brazil: 3.5%
- Bulgaria: 1.2%
- Ljubljana: 1.0%
- Antalya: 10.5%
- St. Petersburg: 4.6%
- Xi’An: 11.6%
Impacts of COVID-19

Frankfurt Restructuring Progress

Target ¹

4,000 Employee Reduction

Achievement
Mar 31, 2021

75% 3,009 Employee Reduction

Achievement
June 30, 2021

4,276 Employee Reduction

¹ Measured against 20,792 Employees as per YE 2019
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 6M the Group generated total revenues from COVID-19 compensations and the settlement of a legal dispute in the amount of EUR c.303mn. An overview of those items is presented on slide 45. "[mn]" figures correspond to numbers excl. those items.

Adjusted for IFRIC 12
**Impacts of COVID-19**

**2Q21 Positive Underlying EBITDA and Extras**

- **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

---

1 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.

2 Adjusted for IFRIC 12
### Negative 6M21 FCF due to Severance Payments & Capex

in € mil.

<table>
<thead>
<tr>
<th>Comments</th>
<th>€ mil.</th>
</tr>
</thead>
<tbody>
<tr>
<td>› Negative OCF due to EUR 200+mn cash outs for severance payments</td>
<td>6M21</td>
</tr>
<tr>
<td>› 2Q21 OCF positive, despite the fact that EUR c.160mn compensation</td>
<td>-195</td>
</tr>
<tr>
<td>payments are not reflected within 2Q21 / 6M21 OCF</td>
<td>560</td>
</tr>
<tr>
<td>› Negative FCF due capex programs, esp. Terminal 3 in Frankfurt</td>
<td>-755</td>
</tr>
<tr>
<td>› Net debt at EUR 6.3bn, in line with expectations</td>
<td>6,326</td>
</tr>
<tr>
<td>Capex figures including down payments to EPC companies</td>
<td></td>
</tr>
<tr>
<td>1 = Capex in airport op. projects, other intangible assets, PPE,</td>
<td></td>
</tr>
<tr>
<td>investment property, and at equity investments. No consideration of</td>
<td></td>
</tr>
<tr>
<td>one-time payments for acquisitions</td>
<td></td>
</tr>
<tr>
<td>2 = OCF – IFRS 16 – Capex + Dividends from at equity investments</td>
<td></td>
</tr>
<tr>
<td>3 = Year-end figures for 2020</td>
<td></td>
</tr>
</tbody>
</table>

**Impacts of COVID-19**

Free Cash Flow 6M21: € -755mn

<table>
<thead>
<tr>
<th>Net debt YE 2020</th>
<th>-195</th>
<th>-22</th>
<th>-23</th>
<th>-71</th>
<th>-151</th>
<th>-2</th>
<th>-19</th>
<th>-7</th>
<th>+8</th>
<th>-37</th>
<th>6,326</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net debt June 30, 2021</strong></td>
<td>5,534</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

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
Impacts of COVID-19

All-in Cash and Credit Lines cross EUR 4.4bn\(^1\)

- 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

---

\(^1\) Defined as: Liquidity + Committed Credit Lines & Finance
Liquidity as of Jun 30, 2021

<table>
<thead>
<tr>
<th>Financial Liabilities</th>
<th>2021</th>
<th>2022</th>
<th>2023</th>
<th>2024</th>
<th>2025</th>
<th>2026</th>
<th>2027</th>
<th>2028</th>
<th>2029</th>
<th>2030</th>
<th>2031++</th>
</tr>
</thead>
<tbody>
<tr>
<td>€8.4 bn Fraport AG debt</td>
<td>14</td>
<td>27</td>
<td>39</td>
<td>8</td>
<td>31</td>
<td>8</td>
<td>37</td>
<td>10</td>
<td>64</td>
<td>12</td>
<td>597</td>
</tr>
<tr>
<td>€1.08 bn Greece debt</td>
<td>587</td>
<td>466</td>
<td>820</td>
<td>1,386</td>
<td>805</td>
<td>597</td>
<td>1,131</td>
<td>1,303</td>
<td>553</td>
<td>343</td>
<td>373</td>
</tr>
<tr>
<td>€298 mn Brazil debt</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>€24 mn Lima debt</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Average debt condition ~ 2.1% interest rate

Impacts of COVID-19

Repayment Profile

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**

<table>
<thead>
<tr>
<th></th>
<th>19FY Results</th>
<th>20FY Results</th>
<th>21FY Outlook</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers FRA</td>
<td>70.6 mil.</td>
<td>18.8 mil.</td>
<td>Below 20 to ~25 mil.</td>
</tr>
<tr>
<td>Revenue</td>
<td>€3.71bn</td>
<td>€1.68 bn</td>
<td>€~2 bn</td>
</tr>
<tr>
<td>EBITDA</td>
<td>€1,180 mil.</td>
<td>Adj. value at €+48 mil. reported at € -251 mil.</td>
<td>€~300 to ~450 mil. + €160 mil. → €~460 mil. to €~610 mil.</td>
</tr>
<tr>
<td>EBIT</td>
<td>€705 mil.</td>
<td>€ -708 mil.</td>
<td>Slightly negative area + €160 mil. → positive area</td>
</tr>
<tr>
<td>Group result</td>
<td>€454mil.</td>
<td>€ -690 mil.</td>
<td>Negative area + €160 mil. → slightly negative to slightly positive</td>
</tr>
<tr>
<td>Dividend proposal</td>
<td>€ 0 / share</td>
<td>€ 0 / share</td>
<td>€ 0 / share</td>
</tr>
</tbody>
</table>
Share of people vaccinated against COVID-19, Jul 17, 2021

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

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

Source: Official data collated by Our World in Data
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.75% Share**
- #1 Star Alliance Hub in Europe

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

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

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

**4 Runways**
- 20+% Capacity reserve still available

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

**Economic Center**
- Germany is #1 Economy in EU

**Banking Center**
- Frankfurt is #1 Center with top connectivity

**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>

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

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
## Departing Passengers by Country

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

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**

**Traffic Shares by Airlines**

- **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.

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

**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.
• 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)
Competitive Landscape

**Domestic airports**
- DUS
- CGN
- HHN
- STR
- NUE
- FRA

**Main European transfer airports**
- LHR
- AMS
- MUC
- ZRH
- CDG

**Middle East & Turkey**
- IST
- BAH
- DOH
- DXB
- AUH
- MCT

**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
## 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><strong>Frankfurt</strong></td>
<td><strong>4 not independently usable</strong></td>
<td><strong>104 mov/h</strong></td>
<td><strong>0</strong></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>
### 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
US and European Airline Market Consolidation

Top 5 US Carriers reach c.80% market share (Seats)

Market share

2010 | 2019
---|---
64% | 80%

Source: OAG

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

Market share

2010 | 2019
---|---
39% | 47%

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

Features of Frankfurt Airport
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

---

1Summer flight schedule 2019  
2Actual figures 2019  
3Schedule December 2019  
42019 internal data
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

- 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

Average slots coordinated

Current max: 104
Market Position

c.2/3 of German Blue Chips Within 2h Radius
New Intercity Links expand Catchment Area

- 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
# Connectivity as Competitive Edge

## Market Position

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

### Highest Monthly Number of Destinations

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>297</td>
<td>290</td>
<td>274</td>
<td>274</td>
<td>273</td>
<td>219</td>
<td>210</td>
<td>210</td>
<td>206</td>
<td>212</td>
<td>203</td>
<td>202</td>
</tr>
</tbody>
</table>

### Average Monthly Number of Destinations

### Lowest Monthly Number of Destinations

Nonstop only, source: Sabre MI
Expansion

**Investments to Secure Competitive Position**

- **Projects in Development**
  - Runway Northwest
  - Mönchhof Site
  - Ticona

- **Realized Projects**
  - The Squaire
  - Pier A+
  - Gateway Gardens
  - CD Link
  - Gateway Gardens
  - LCC neo
  - CargoCity South
  - Terminal 3
  - A380 Hangar

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

---

*Features of Frankfurt Airport*
Expansion

Realized Projects

CD Link 2008

The Squaire 2011

Realized by IVG

Northwest Runway 2011

Pier A-Plus 2012

Features of Frankfurt Airport
Expansion

**Terminal 3: Piers G, H & J**

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

**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: 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

1 Piers H, J & G stages 1&2

Features of Frankfurt Airport
Passenger Forecast Underpins Investment Need

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

72 mil. Passengers per year (temporary overload)

64 mil. Passengers per year (dedicated capacity)

Features of Frankfurt Airport

Expansion

Pre-COVID-19 traffic figures – to see impacts of COVID-19 pls. see Section 2 of this Fact Book
3 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**
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**

**Example charges for one A380 round trip:**
- ~ € 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 x 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

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

Beta 0.83

Cost of equity before taxes 10.1%

Cost of debt

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

Asset base
Exemplary figures

Investment phase

More stable asset base!

Residual Carrying Amount (RCA)

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

1st
Projection of Capex and RAB for period in question

2nd
Calculation of pre tax WACC

3rd
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

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

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</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>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Prices Jul</td>
<td>4.0</td>
<td>Apr</td>
<td>3.0</td>
<td>Oct</td>
<td>2.5</td>
<td>2.9</td>
<td>2.9</td>
<td>2.9</td>
<td>2.9</td>
<td>0.0</td>
<td>1.9</td>
</tr>
<tr>
<td>Passengers</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>Movements</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>

- **RAB**
- **Reg. Aviation Charges**
- **ROFRA**
- **WACC**

### Notes:
- 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

### Frankfurt Business Segments
- 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
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. 1\textsuperscript{st}, 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
Shoes can be checked separately

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

Conveyor belt runs automatically also during the x-ray process

X-ray control on multiple working places

Uncleared luggage will be checked separately

Cleared luggage to be taken

New Security Lane Equipment
**Development of Frankfurt Retail Business**

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

**Until ~2015**
- Increasing focus on Retail business
- Retail areas expanded and modernized
- Fraport still acting as landlord, renting out space
- Introduction of promoting activities for individual customers / nationalities together with shop operators
- Upcoming of KPI’s and targets

**Since ~2015**
- Very strong focus on Retail business
- Retail activities expanded beyond point of sale: multi channel approach
- Online offering enables shopping well ahead of traveling
- Online platform also enables shops to maximize offering and to go for continuous advertising
- Since 2017 Fraport has also been directly involved as shop operator, based on JV with Gebr. Heinemann
- Further measures introduced like home delivery option, adding shops to online platform etc.
**Retail & Real Estate**

**KPI “Retail Revenue per Passenger”**

<table>
<thead>
<tr>
<th>Year</th>
<th>Shopping</th>
<th>Services</th>
<th>Advertising</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>1.80</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2001</td>
<td>2.03</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2002</td>
<td>2.27</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2003</td>
<td>2.22</td>
<td>2.22</td>
<td></td>
</tr>
<tr>
<td>2004</td>
<td>2.26</td>
<td>2.26</td>
<td></td>
</tr>
<tr>
<td>2005</td>
<td>2.56</td>
<td>2.56</td>
<td></td>
</tr>
<tr>
<td>2006</td>
<td>2.69</td>
<td>2.69</td>
<td></td>
</tr>
<tr>
<td>2007</td>
<td>2.84</td>
<td>2.84</td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td>2.86</td>
<td>2.86</td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>3.02</td>
<td>3.02</td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>3.12</td>
<td>3.12</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>3.32</td>
<td>3.32</td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>3.60</td>
<td>3.60</td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td>3.43</td>
<td>3.43</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>3.62</td>
<td>3.62</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>3.49</td>
<td>3.49</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>3.37</td>
<td>3.37</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>3.12</td>
<td>3.12</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>3.28</td>
<td>3.28</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>4.73</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>231.8</td>
<td>58.4</td>
<td>44.6</td>
</tr>
<tr>
<td></td>
<td></td>
<td>128.8</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>88.8 ¹</td>
</tr>
</tbody>
</table>

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 very high retail value</td>
<td>• Destinations with very large passenger volumes</td>
</tr>
<tr>
<td>• Low passenger volumes</td>
<td>• Moderate retail value</td>
</tr>
<tr>
<td>• Highly defined consumption patterns</td>
<td>• Moderate reachability and addressability</td>
</tr>
<tr>
<td>• Easy reachability and addressability</td>
<td></td>
</tr>
</tbody>
</table>

![Flags](image1)

<table>
<thead>
<tr>
<th>China</th>
<th>Vietnam</th>
<th>Russia</th>
<th>India</th>
<th>South Korea</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;7% passengers</td>
<td></td>
<td></td>
<td>~30% revenue</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>USA</th>
<th>Turkey</th>
<th>Germany</th>
<th>UAE</th>
<th>Spain</th>
</tr>
</thead>
<tbody>
<tr>
<td>~34% passengers</td>
<td></td>
<td></td>
<td>~18% revenue</td>
<td></td>
</tr>
</tbody>
</table>

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

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

Source: sales/revenue data of Gebr. Heinemann by destinations 2019
### F/X Impact on Spending Behavior

**Retail & Real Estate**

<table>
<thead>
<tr>
<th>Country</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>F/X</strong></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><strong>F/X</strong></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><strong>F/X</strong></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><strong>F/X</strong></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><strong>F/X</strong></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><strong>F/X</strong></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><strong>F/X</strong></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 an indicator for spending behavior, but no standalone 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

26.5 sqkm

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

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
Retail & Real Estate
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

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

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)
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
- 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)
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

For better comparison and to assess the recovery path: Pre-COVID-19 figures illustrated on the chart

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

Market Share

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

Frankfurt Business Segments
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 1 6 Retail Concessions 1 1 Other Operations

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

Major International Holdings
## Portfolio

### 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(^1)</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) + 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 (^3)</td>
<td>Fixed minimum(^5) + 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 ownership(^4)</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 (^3)</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>51/50(^2)</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 (^3)</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 Holdings¹

Airport Operation

- Antalya: 2026
- Delhi: 2036²
- St. Petersburg: 2040
- Twin Star: 2041
- Lima: 2041²
- Porto Alegre: 2042
- Fortaleza: 2047
- Ljubljana: 2054²
- Greek regionals: 2057
- Xi'an: Freehold

Min. remaining term¹:
- 6 years
- 17 years²
- 21 years
- 22 years
- 22 years²
- 23 years
- 28 years
- 35 years²
- 38 years

¹ Measured from year end 2020
² Extension option available
## Portfolio

### Airport Types

<table>
<thead>
<tr>
<th>Hubs</th>
<th>Regional Airports</th>
<th>Tourist Airports</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frankfurt Main</td>
<td>Ljubljana Airport</td>
<td>Fortaleza Airport</td>
</tr>
<tr>
<td>Share: 100%</td>
<td>Share: 100%</td>
<td>Share: 100%</td>
</tr>
<tr>
<td>70.6 mil. passengers</td>
<td>1.7 mil. passengers</td>
<td>7.2 mil. passengers</td>
</tr>
<tr>
<td>Lima Airport</td>
<td>Porto Alegre Airport</td>
<td>13 Greek Regional Airports</td>
</tr>
<tr>
<td>Share: 80.01%</td>
<td>Share: 100%</td>
<td>Share: 73.4%</td>
</tr>
<tr>
<td>23.6 mil. passengers</td>
<td>8.3 mil. passengers</td>
<td>23.3 mil. Passengers</td>
</tr>
<tr>
<td>Delhi Airport</td>
<td>Thessaloniki Airport</td>
<td>Burgas Airport</td>
</tr>
<tr>
<td>Share: 10%</td>
<td>Share: 73.4%</td>
<td>Share: 60%</td>
</tr>
<tr>
<td>68.5 mil. passengers</td>
<td>6.9 mil. passengers</td>
<td>2.9 mil. passengers</td>
</tr>
<tr>
<td>Pulkovo Airport</td>
<td>Xi’an Airport</td>
<td>Varna Airport</td>
</tr>
<tr>
<td>Share: 25%</td>
<td>Share: 24.5%</td>
<td>Share: 60%</td>
</tr>
<tr>
<td>19.6 mil. passengers</td>
<td>47.2 mil. passengers</td>
<td>2.1 mil. passengers</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Antalya Airport</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Share: 51%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>35.5 mil. passengers</td>
</tr>
</tbody>
</table>

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:** ~€-17 mil. (2019: ~€12 mil.)

**Share in Group result:** n/a (2019: ~4%)
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
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:** ~€45 mil. for acquisition of shares

**Scope of Fraport activities:** Planning, designing & leasing of commercial areas

**Capex obligation:** Pre-defined capex requirements focused on the improvement of common areas

**Profits to Group:** ~€ -30 mil. (2019: ~€ -4 mil.)

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

Expected Traffic Recovery:

~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
- **Profits to Group:** ~€ -108 mil. (2019: ~€18 mil.)
- **Share in Group result:** n/a (2019: ~4 %)
Features of Major Holdings

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
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 %)
Features of Major Holdings

**Antalya Airport**

- **Fraport ownership:** Share of voting rights: 51% / dividend share: 50%
- **Fraport investment since:** 1999, concession was renewed in September 2007
- **Investment type:** 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
Saint Petersburg Airport

**Features of Major Holdings**

**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 %)
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>506</td>
</tr>
<tr>
<td>2019</td>
<td>3,706</td>
<td>1,180</td>
<td>454</td>
</tr>
<tr>
<td>2020</td>
<td>1,677</td>
<td>-251</td>
<td>-690</td>
</tr>
</tbody>
</table>

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
- **38.0%** EBITDA
- **23.2%** Ground Handling
- **5.1%** Financials

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

- 17.0% Peru
- 15.2% Turkey
- 4.7% Other\(^1\)
- 3.8% Greece
- 3.5% Brasil
- 3.5% Bulgaria
- 1.0% Slovenija

51.8% Frankfurt

\(\text{€} 454 \text{ mil.}\)

Group result before minorities

\(^1\) Mostly Intercompany loans
Figures including one-off, and consolidation effects, major effects:

2010: Release of tax provisions of ~€800 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

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.
**Fraport Group**

**Balance Sheet**

<table>
<thead>
<tr>
<th>Year</th>
<th>Current assets</th>
<th>Non-current assets</th>
<th>Non-current liabilities</th>
<th>Current liabilities</th>
<th>Shareholders’ equity</th>
<th>Gearing</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>8,873</td>
<td>1,175</td>
<td>3,841</td>
<td>4,113</td>
<td>7,698</td>
<td>65%</td>
</tr>
<tr>
<td>2017</td>
<td>10,832</td>
<td>1,053</td>
<td>5,544</td>
<td>9,779</td>
<td>1,260</td>
<td>94%</td>
</tr>
<tr>
<td>2018</td>
<td>11,449</td>
<td>1,343</td>
<td>5,657</td>
<td>10,106</td>
<td>1,424</td>
<td>89%</td>
</tr>
<tr>
<td>2019</td>
<td>12,627</td>
<td>1,244</td>
<td>6,549</td>
<td>11,383</td>
<td>1,455</td>
<td>97%</td>
</tr>
<tr>
<td>2020</td>
<td>14,081</td>
<td>2,343</td>
<td>8,460</td>
<td>11,738</td>
<td>1,862</td>
<td>153%</td>
</tr>
</tbody>
</table>

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
**Frqpont Group**

**Maturity Profile & Cash Position**

<table>
<thead>
<tr>
<th>Liquidity as of Dec 31, 2020</th>
<th>Financial Liabilities</th>
<th>2021</th>
<th>2022</th>
<th>2023</th>
<th>2024</th>
<th>2025</th>
<th>2026</th>
<th>2027</th>
<th>2028</th>
<th>2029</th>
<th>2030</th>
<th>2031++</th>
</tr>
</thead>
<tbody>
<tr>
<td>3,110</td>
<td>2,214</td>
<td>21</td>
<td>27</td>
<td>46</td>
<td>8</td>
<td>8</td>
<td>10</td>
<td>11</td>
<td>11</td>
<td>11</td>
<td>12</td>
<td>13</td>
</tr>
</tbody>
</table>

- **€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

---

1. 2021 including for EUR 35mn repayments of RCF and EUR 215mn in connection with CPP
Capex and Cash Flow Overview

### Capex\(^1\) 2010 – 2020

<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>
</tbody>
</table>

### Capex\(^1\) in % of D&A 2010 – 2020

<table>
<thead>
<tr>
<th>Year</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>307</td>
</tr>
<tr>
<td>2011</td>
<td>317</td>
</tr>
<tr>
<td>2012</td>
<td>203</td>
</tr>
<tr>
<td>2013</td>
<td>148</td>
</tr>
<tr>
<td>2014</td>
<td>95</td>
</tr>
<tr>
<td>2015</td>
<td>89</td>
</tr>
<tr>
<td>2016</td>
<td>85</td>
</tr>
<tr>
<td>2017</td>
<td>111</td>
</tr>
<tr>
<td>2018</td>
<td>209</td>
</tr>
<tr>
<td>2019</td>
<td>290</td>
</tr>
<tr>
<td>2020</td>
<td>251</td>
</tr>
</tbody>
</table>

### Free Cash Flow\(^2\) 2010 – 2020

<table>
<thead>
<tr>
<th>Year</th>
<th>€ mil.</th>
</tr>
</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>
</tr>
<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 2010 – 2020

<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>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
# Fraport Group

## Net Debt Driven by Expansion Capex

### 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.

<table>
<thead>
<tr>
<th></th>
<th>20FY</th>
<th>19FY</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating cash flow</td>
<td>-236</td>
<td>952</td>
<td>-</td>
</tr>
<tr>
<td>Capex¹</td>
<td>1,147</td>
<td>1,381</td>
<td>-16.9</td>
</tr>
<tr>
<td>Free cash flow²</td>
<td>-1,400</td>
<td>-374</td>
<td>&gt;100</td>
</tr>
<tr>
<td>Net debt³</td>
<td>5,534</td>
<td>4,147</td>
<td>+33.4</td>
</tr>
<tr>
<td>Equity³</td>
<td>3,759</td>
<td>4,623</td>
<td>-18.7</td>
</tr>
<tr>
<td>Gearing ratio³</td>
<td>152.9</td>
<td>93.3</td>
<td>+59.6PP</td>
</tr>
</tbody>
</table>

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

---

### Financials

<table>
<thead>
<tr>
<th></th>
<th>20FY YE 2019</th>
<th>19FY YE 2019</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating cash flow</td>
<td>-236</td>
<td>952</td>
<td>-</td>
</tr>
<tr>
<td>Capex</td>
<td>1,147</td>
<td>1,381</td>
<td>-16.9</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>-1,400</td>
<td>-374</td>
<td>&gt;100</td>
</tr>
<tr>
<td>Net debt</td>
<td>5,534</td>
<td>4,147</td>
<td>+33.4</td>
</tr>
<tr>
<td>Equity</td>
<td>3,759</td>
<td>4,623</td>
<td>-18.7</td>
</tr>
<tr>
<td>Gearing ratio</td>
<td>152.9</td>
<td>93.3</td>
<td>+59.6PP</td>
</tr>
</tbody>
</table>

### Free Cash Flow 20FY: € -1.4bn

- Net debt US 2019
- OCF
- Brazil capex
- Greece capex
- Lima capex
- FRA T3
- Other capex mostly FRA
- Fixed concession payments
- IAS 23 borrowing cost
- IFRS 16
- Divs from at equity companies
- Other
- Net debt US 2020
Fraport Group

Capex & Cash Flow Outlook 21 FY

Fraport Group Capex & Cash Flow Outlook 21 FY

Finanicials

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

### Financials

<table>
<thead>
<tr>
<th></th>
<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 EBIT(^1)</td>
<td>-763.6</td>
<td>785.5</td>
<td>-420.6</td>
<td>113.5</td>
<td>-305.6</td>
<td>-150.7</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>708.3</td>
<td>2,841.3</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>45.3</td>
<td>181.8</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>-350.9</td>
<td>-332.5</td>
</tr>
<tr>
<td>ROFRA</td>
<td>-8.3%</td>
<td>8.8%</td>
<td>-12.1%</td>
<td>3.6%</td>
<td>-43.1%</td>
<td>-5.3%</td>
</tr>
</tbody>
</table>

\[^1\] EBIT including one-off effects and investments accounted for using the equity method before Taxes

\[\text{ROFRA} = \frac{\text{Adjusted EBIT}\(^1\)}{\text{Fraport assets}}\]
Segment Aviation

Key Figures

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>EBITDA (€ mil.)</th>
<th>EBITDA Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>927.3</td>
<td>25.6%</td>
</tr>
<tr>
<td>2016</td>
<td>910.2</td>
<td>23.9%</td>
</tr>
<tr>
<td>2017</td>
<td>954.1</td>
<td>26.2%</td>
</tr>
<tr>
<td>2018</td>
<td>1,006.4</td>
<td>27.6%</td>
</tr>
<tr>
<td>2019</td>
<td>1,027.0</td>
<td>26.6%</td>
</tr>
</tbody>
</table>

- **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

Figures including special and consolidation effects, main effects are:

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Revenue (€ mil.)</th>
<th>EBITDA (€ mil.)</th>
<th>EBIT (€ mil.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>237.5</td>
<td>116.3</td>
<td>-420.6</td>
</tr>
<tr>
<td>2016</td>
<td>217.9</td>
<td>70.4</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>249.5</td>
<td>131.7</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>277.8</td>
<td>138.2</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>273.3</td>
<td>113.5</td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>-420.7</td>
<td>440.9</td>
<td></td>
</tr>
</tbody>
</table>
### 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>-187</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>-283</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.

### Passenger Charges
- Related to the number of departing and destination and transfer/transit passengers

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

### Aircraft Parking Charges
- Related to time, aircraft size and position

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

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

### Others
- E.g. identity card and counter services

---

Figures include reimbursements to airlines based on growth incentives

1. E.g. critical parts, additional security measures and passenger segregation, insurance, etc.
Segment Retail & Real Estate

Key Figures

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

<table>
<thead>
<tr>
<th>!</th>
<th>Real Estate</th>
<th>Retail p. Pax</th>
<th>Retail p. Pax</th>
</tr>
</thead>
<tbody>
<tr>
<td>169</td>
<td>163</td>
<td>3.28</td>
<td>4.73</td>
</tr>
<tr>
<td>20FY</td>
<td>20FY</td>
<td>20FY</td>
<td>20FY</td>
</tr>
<tr>
<td>3.24</td>
<td>6.32</td>
<td>2Q-4Q19</td>
<td>2Q-4Q20</td>
</tr>
</tbody>
</table>

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 Retail & Real Estate

Revenue Split

€ mil.

2019 Segment Revenue 507.8

Real Estate 169.3

Retail 220.9

Car Parking 99.4

Real Estate
• Rents in terminals for offices, lounges, storages etc.
• Leasing rates for land where airline buildings and / or other companies built

Retail
• Rents in terminals for shops, restaurants, service units, etc.
• Rents for advertising space

Car Parking
• Parking charges

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

Retail Revenue Split

2019 Retail Revenue\(^1\)  
\[231.7\] € mil.

- Services 58.4
- Advertising 44.5
- Shopping 128.8

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>

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

\(^1\) 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

2019 Real Estate Revenue 169.3

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

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
Key Figures

Segment Ground Handling

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>6.9%</td>
<td>5.5%</td>
<td>8.0%</td>
<td>6.6%</td>
<td>8.5%</td>
<td>n.a.%</td>
</tr>
</tbody>
</table>

€ mil.

2015: 673.1
2016: 630.4
2017: 641.9
2018: 673.8
2019: 707.1
2020: 319.2

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>2Q-4Q19</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>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

---

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 Ground Handling

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.

<table>
<thead>
<tr>
<th>Revenue Split</th>
<th>Amount (€ mil.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Central Infrastructure</td>
<td>321.9</td>
</tr>
<tr>
<td>Ground Handling</td>
<td>385.2</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>707.1</strong></td>
</tr>
</tbody>
</table>

**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
### Key Figures

#### Segment International Activities & Services

<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>433.5</td>
<td>345.2</td>
</tr>
<tr>
<td>2017</td>
<td>650.0</td>
<td>324.8</td>
<td>205.9</td>
</tr>
<tr>
<td>2018</td>
<td>1,290.9</td>
<td>416.6</td>
<td>289.6</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 & €7.4mil. 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>2020</th>
<th>2019</th>
<th>Δ %</th>
<th>2020</th>
<th>2019</th>
<th>Δ %</th>
<th>2020</th>
<th>2019</th>
<th>Δ %</th>
<th>2020</th>
<th>2019</th>
<th>Δ %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fraport USA</td>
<td>100</td>
<td>39.1</td>
<td>85.1</td>
<td>−54.1</td>
<td>8.5</td>
<td>50.2</td>
<td>−83.1</td>
<td>−35.1</td>
<td>5.7</td>
<td>−29.9</td>
<td>−4.1</td>
<td>−</td>
<td></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>
<td>16.2</td>
<td>−</td>
<td>−13.8</td>
<td>5.6</td>
<td>−11.3</td>
<td>4.6</td>
<td>−</td>
<td></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>
<td>39.5</td>
<td>−6.3</td>
<td>17.6</td>
<td>25.0</td>
<td>−29.6</td>
<td>−16.9</td>
<td>12.1</td>
<td>−</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>
<td>135.6</td>
<td>−71.6</td>
<td>23.7</td>
<td>121.0</td>
<td>−80.4</td>
<td>5.0</td>
<td>82.5</td>
<td>−93.9</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>
<td>170.4</td>
<td>−92.4</td>
<td>−40.9</td>
<td>121.7</td>
<td>−108.3</td>
<td>17.5</td>
<td>−</td>
<td></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>
<td>34.0</td>
<td>−95.9</td>
<td>−10.2</td>
<td>22.0</td>
<td>−12.5</td>
<td>16.3</td>
<td>−</td>
<td></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>€ million</th>
<th>Share in %</th>
<th>2020</th>
<th>2019</th>
<th>Δ %</th>
<th>2020</th>
<th>2019</th>
<th>Δ %</th>
<th>2020</th>
<th>2019</th>
<th>Δ %</th>
<th>2020</th>
<th>2019</th>
<th>Δ %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Antalya</td>
<td>51/50&lt;sup&gt;4&lt;/sup&gt;</td>
<td>109.6</td>
<td>400.8</td>
<td>−72.7</td>
<td>76.2</td>
<td>336.9</td>
<td>−77.4</td>
<td>−34.7</td>
<td>226.2</td>
<td>−64.5</td>
<td>141.7</td>
<td>−</td>
<td></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>
<td>166.1</td>
<td>−68.3</td>
<td>20.8</td>
<td>129.8</td>
<td>−84.0</td>
<td>−116.6</td>
<td>36.8</td>
<td>−</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>
<td>95.4</td>
<td>−51.8</td>
<td>46.6</td>
<td>−46.6</td>
<td>41.3</td>
<td>−</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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


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 %
## 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%¹</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>
</tr>
<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>Company</th>
<th>Operating Cash Flow (OCF)</th>
<th>Capex</th>
<th>Net Cash</th>
<th>Net Debt</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fraport USA</td>
<td>-4</td>
<td>35</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lima</td>
<td>-106</td>
<td>36</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fraport Slovenija</td>
<td>-15</td>
<td>-938</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fraport Brasil</td>
<td>-18</td>
<td>-63</td>
<td>-216</td>
<td></td>
</tr>
<tr>
<td>Fraport Greece</td>
<td>-24</td>
<td>-105</td>
<td></td>
<td>-938</td>
</tr>
<tr>
<td>Twin Star</td>
<td>-6</td>
<td>-4</td>
<td>8</td>
<td></td>
</tr>
</tbody>
</table>

Operating Cash Flow including working capital changes
Capex including down-payments to construction companies and fixed concession payments

€ mil.
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
## ESG CO₂ Focus

### Group direct emissions (Scope 1)¹)

<table>
<thead>
<tr>
<th>Unit</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,000 CO₂</td>
<td>42.9</td>
<td>42.5</td>
<td>25.5</td>
</tr>
</tbody>
</table>

Fraport AG direct emissions (Scope 1)¹)

<table>
<thead>
<tr>
<th>Unit</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,000 CO₂</td>
<td>37.2</td>
<td>37.1</td>
<td>21.9</td>
</tr>
</tbody>
</table>

### Group emissions (Scope 1 & 2)

<table>
<thead>
<tr>
<th>Unit</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,000 CO₂</td>
<td>244.0</td>
<td>229.8</td>
<td>170.7</td>
</tr>
</tbody>
</table>

Fraport AG emissions (Scope 1 & 2)

<table>
<thead>
<tr>
<th>Unit</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,000 CO₂</td>
<td>188.6</td>
<td>170.3</td>
<td>129.3</td>
</tr>
</tbody>
</table>

### Fraport AG Scope 3 emissions

<table>
<thead>
<tr>
<th>Unit</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,000 CO₂</td>
<td>1,576.1</td>
<td>1,573.9</td>
<td>744.8</td>
</tr>
</tbody>
</table>

**Aircraft traffic** ²)

<table>
<thead>
<tr>
<th>Unit</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,000 CO₂</td>
<td>1,017.1</td>
<td>1,007.5</td>
<td>420.1</td>
</tr>
</tbody>
</table>

**Employee traffic Fraport AG and third parties at the airport** ³)

<table>
<thead>
<tr>
<th>Unit</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,000 CO₂</td>
<td>128.9</td>
<td>127.8</td>
<td>93.9</td>
</tr>
</tbody>
</table>

**Passenger traffic (originating passengers)** ⁴)

<table>
<thead>
<tr>
<th>Unit</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,000 CO₂</td>
<td>245.8</td>
<td>273.9</td>
<td>96.9</td>
</tr>
</tbody>
</table>

**Business trips of Fraport AG employees** ⁵)

<table>
<thead>
<tr>
<th>Unit</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,000 CO₂</td>
<td>0.77</td>
<td>0.00</td>
<td>0.00</td>
</tr>
</tbody>
</table>

**Third party energy consumption (infrastructure and vehicles)**

<table>
<thead>
<tr>
<th>Unit</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<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**

2. **Exchange equipment with more efficient technologies, such as LEDs, air conditioning systems, etc.**

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

- **Avoid Consumption**
- **Net Zero Strategy**
- **Upgrade Technology**
- **Produce Green Electricity**
FY 2020 CO₂ 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:\n\[\text{Target 2030: 80,000mt CO₂} \]
\[\text{2050: CO₂ free} \]

1Referring to Fraport AG 2One 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 CO$_2$ 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 Jul/21
- New Dec/21
- New Dec/21
- Frankfurt Airport
• 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

• 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
**ESG**

**Water & Waste Management**

**Waste Water**

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

**Waste**

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

**Diversity**

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

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

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

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

**Trainees**
- **349** (-17.1%)

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

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

<table>
<thead>
<tr>
<th>Category</th>
<th>Total Employees</th>
<th>Women</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aviation</td>
<td>6,675</td>
<td>2,410</td>
</tr>
<tr>
<td>Retail &amp; Real Estate</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ground Handling</td>
<td>8,143</td>
<td>1,246</td>
</tr>
<tr>
<td>Int. Activities &amp; Services</td>
<td>5,702</td>
<td>1,648</td>
</tr>
</tbody>
</table>

Quota levels for different departments:
- Executive Board: 36%
- Level 1: 39%
- Level 2: 15%
- Int. Activities & Services: 29%
2-Tier Board Governance Structure

Executive Board
- Annual approval
- Duty to report
- Right to convene

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

General Meeting
1 Share = 1 Vote
Executive Board

**CEO**
Dr. Stefan Schulte

- International Activities
- FRA Airport Expansion
- Corp. Strategy & PR

**CCO**
Anke Giesen

- FRA Retail & Real Estate
- FRA IT
- Corp. Compliance

**COO**
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

**CHRO**
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

**CFO**
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
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

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)

Non-performance-related components (fixed)

25-37%
Basic remuneration

11-21%
Pension commitments

ca. 9%
Fringe benefits
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

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

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

Range between €35-105k

Range between €7.5-15k

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

3.1%
British Columbia Investment Management Corporation

20.5%
Stadtwerke Frankfurt am Main Holding GmbH

8.4%
Deutsche Lufthansa AG

1 Shareholdings adjusted to total number of shares as of February 2021, shareholdings <3% allocated to Free Float
Geographical Split of Free Float¹

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

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

index based 100%

January 1, 2020  December 31, 2020

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

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-end closing price</td>
<td>€ 47.16</td>
<td>38.00</td>
<td>43.94</td>
<td>54.39</td>
<td>48.04</td>
<td>58.94</td>
<td>56.17</td>
<td>91.86</td>
<td>62.46</td>
<td>75.78</td>
<td>49.36</td>
</tr>
<tr>
<td>Highest price</td>
<td>€ 48.78</td>
<td>58.10</td>
<td>49.37</td>
<td>57.41</td>
<td>57.77</td>
<td>62.30</td>
<td>58.94</td>
<td>91.86</td>
<td>96.94</td>
<td>78.68</td>
<td>75.50</td>
</tr>
<tr>
<td>Lowest price</td>
<td>€ 34.40</td>
<td>37.60</td>
<td>38.41</td>
<td>42.33</td>
<td>47.19</td>
<td>48.04</td>
<td>45.25</td>
<td>55.26</td>
<td>61.56</td>
<td>61.44</td>
<td>30.01</td>
</tr>
<tr>
<td>Annual performance (incl. dividend)</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>
<td>-34.9</td>
</tr>
<tr>
<td>Earnings per share (basic)</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>
<td>-6.50</td>
</tr>
<tr>
<td>Dividend per share¹</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>
<td>0</td>
<td>0 ¹</td>
</tr>
<tr>
<td>Dividend yield on Dec. 31¹</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>
<td>- ¹</td>
</tr>
<tr>
<td>Payout ratio¹</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>
<td>- ¹</td>
</tr>
<tr>
<td>Price-earnings ratio</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>
<td>-7.6</td>
</tr>
<tr>
<td>Average trading volume per day (XETRA)</td>
<td>number 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>
<td>398,143</td>
</tr>
<tr>
<td>Market capitalization at YE'</td>
<td>€ million 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>
<td>4,564</td>
</tr>
<tr>
<td>Total number of shares at YE'</td>
<td>million 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>92.4</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 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>
<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 to €
2021 Dates

2021 Financial Calendar

Mar 16, 2021
May 11, 2021
June 1, 2021
Aug 3, 2021
Nov 9, 2021

MAR
MAY
JUL
AUG
NOV

FY
3M
AGM
6M
9M

2021 Traffic Calendar

Apr 15, 2021
May 14, 2021
Jun 14, 2021
Jul 13, 2021
Aug 12, 2021

APR
MAY
JUN
JUL
AUG

3M
4M
5M
6M
7M

Sep 13, 2021
Oct 13, 2021
Nov 11, 2021
Dec 13, 2021
Jan 17, 2021

SEP
OCT
NOV
DEC
JAN

8M
9M
10M
11M
12M
Contacts

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

Christina Doorn  c.doorn@fraport.de
Assistance I +49 (0)69 690 30083

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

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

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

Tanja Bäumer  t.baumer@fraport.de
Manager IR I +49 (0)69 690 29996

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

Dilyana Sirakova  d.sirakova@fraport.de
Financial Reporting I +49 (0)69 690 74845
Frankfurt Airport Terminal Infrastructure

Terminal 1

Terminal 2

Terminal 3

under construction