

# Disclaimer Visual Fact Book 2022



This Visual Fact Book has been updated and printed in March 2023.

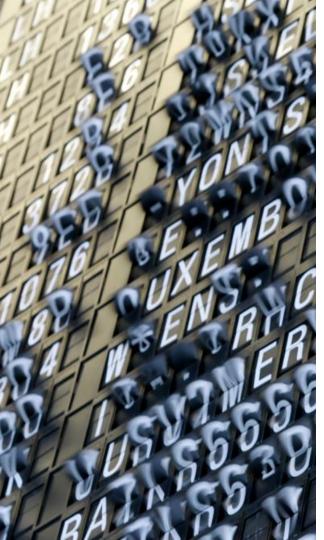
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## Table of Contents

**Company Snapshot** Group Overview Group Strategy



Features of Frankfurt Airport Market Position Expansion

### Frankfurt Business Segments

**Aviation** Retail & Real Estate Ground Handling



Major International Holdings Portfolio Features of Major Holdings



**Current Development** Frankfurt Airport Major Holdings

**ESG** Environmental Social Governance

**Financials** Fraport Group Segments

Share & IR Share Dates **IR** Contact



# Group Overview At a Glance









- Just under 100 years of company history
- Full service provider in the airport business
- Origin: Frankfurt Airport
  - #1 passenger airport in Germany
  - #1 cargo airport in Europe
  - ~300 direct connections: Largest number worldwide
  - ~80,000 employees: Largest workplace in Germany
  - ~50% of the German population in the 200km catchment area
  - ~500 train connections per day: Outstanding intermodality of rail, air and road
- IPO in 2001: starting signal for international growth
- Today: Active at 28 airports on 4 continents
- Around 224 million passengers handled

Group Overview Financial Summary Fraport

| Revenue FY 22:    | EBITDA FY 22:              | Group Result FY 22:      |
|-------------------|----------------------------|--------------------------|
| <b>EUR 3.19bn</b> | <b>EUR 1.03bn</b>          | <b>EUR 167mn</b>         |
| +49%              | +36%                       | +82%                     |
| Excl. IFRIC 12:   | EBIT FY 22:                | Attributable Result:     |
| <b>EUR 2.86bn</b> | <b>EUR 565mn</b>           | <b>EUR 132mn</b>         |
| +51%              | +80%                       | +60%                     |
| EPS FY 22:        | Operating Cash Flow FY 22: | Net Debt YE 22:          |
| <b>EUR 1.43</b>   | <b>EUR 787mn</b>           | <b>EUR 7.06bn</b>        |
| +59%              | +101%                      | +11%                     |
| DPS FY 22:        | Free Cash Flow FY 22:      | Net Debt / EBITDA YE 22: |
| <b>EUR 0</b>      | <b>EUR -741mn</b>          | <b>6.9x</b>              |
| 0%                | +4%                        | -1.5x                    |

## Group Overview

# History

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











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

Group Overview Fraport Fraport Portfolio Slovenia // 100% 1.0m Pax St. Petersburg US Retail // 100% Germany // 100% 32 y min. rem. term Baltimore: 22.8m Pax, concession end: March 2023 48.9m Pax Cleveland: 8.7m Pax, 1 y rem. term Owner & operator JFK T5: 16.7m Pax, 5 y rem. term Frankfurt Ljubljana Bulgaria // 60% Nashville: 20.0m Pax, 6 y rem. term 3.1m Pax Varna. Newark Terminal B: 9.4m Pax, 2 y rem. term 24 y rem. term Burgas Antalya Cleveland New York Newark **Baltimore** Nashville Thessaloniki Kavala Delhi Hong Kong Kerkyra Skiathos Mytilini Aktio Kefalonia Samos Zakynthos Mykonos Kos HK // 18.5% Santorin • Rhodos Cargo handling Chania Co: Tradeport 4 y rem. term Fortaleza Peru // 80.01% 18.6m Pax ● Lima 19 y min rem. term Turkey // 51% 31.1m Pax 4 y rem. Term (old) 29 y rem. Term (new) Porto Alegre Asset ownership Concessions **Retail Concessions** Brazil // 100% Greece // 65.0% India // 10% 12.4m Pax 31.2m Pax 59.5m Pax Engagement suspended POA 20y / FOR 25 y 14 y min rem. term 35 y rem. term min rem. term

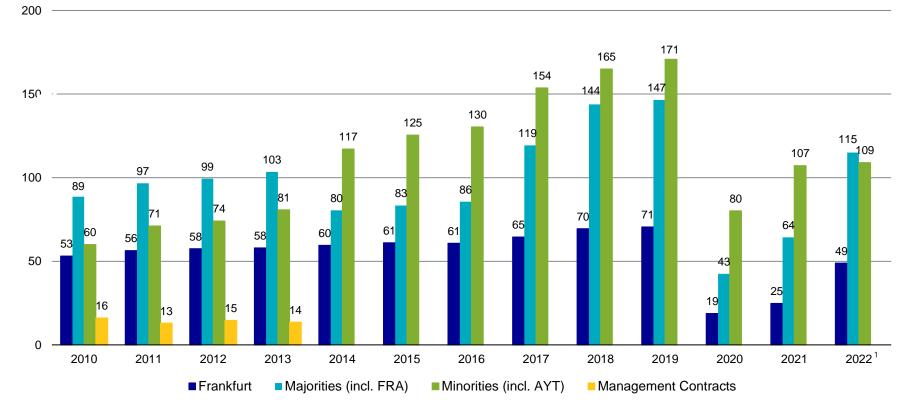
8

Visual Fact Book 2022

# The Fraport Group Historic Passenger Numbers



Passengers in mil.



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

Group Overview

## **Detailed Group Financials**





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

2010: Release of €c.80 mil. tax provision 2012: Extraordinary profit in Financial Result from Asset Management 2013: IFRS11 "Joint arrangements" applied 2014: Fraport USA & Ljubljana included 2015: €c.8mil. Air IT Inc. disposal book gain 2016: €c.40 mil. EBITDA impact from 10.5% St. Petersburg disposal, with €c.36 mil. Group result impact, in addition: €c.199 mil. EBITDA impact from MNL compensation, with €c.121 mil. Group result impact, €c.-38 mil. EBITDA impact from staff restructuring provision, €c.-22 mil. FraSec impairment & €c.-7 mil. write-down on Fraport USA 2018: Hanover airport disposal: €c.25 mil. EBITDA, €c.84 mil. EBT, and €c.76 mil. Group result impact 2019: IFRS 16 applied: EBITDA impact €c.48 mil., and €c.-9 mil. Group result impact 2020: Global Covid-19 pandemic, high Frankfurt restructuring provision of €c.299 mil. 2021: Settlement security services (€c.58 mil.),Compensation for Covid-19 losses in Frankfurt of € c.160 mil. and compensations in international portfolio of € c.161 mil. 2022: Sale of stake in Xi'an (EBITDA impact of €54 mil.), compensations for Covid-19 in intl. portfolio: €43 mil., write down of St. Petersburg loan receivables: €c.-163 mil.

# Group Overview Business Structure

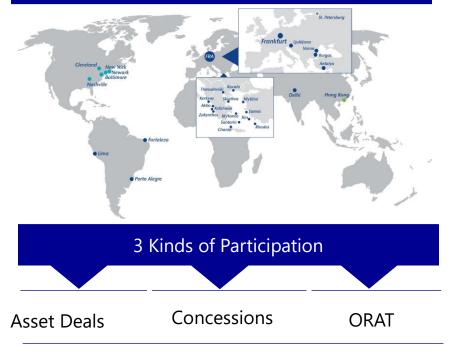


#### Frankfurt Based





#### International Activities



Performance of Frankfurt Know how

# Group Overview Group Chart



| Aviati  | ion   |   | ail &<br>Estate  | Ground I  | Handling   |   | al Activities<br>rvices   |
|---|---|---|--|---|--|---|---|
|   |   |   |  |   |  |   |   |
| Airside and<br>Management, Co<br>and Seo  | orporate Safety   | Retail, Pa<br>Leasing and N<br>of Real E  | Marketing  | Central Infras<br>Ramp, Pass<br>Baggage and<br>Service  | enger,<br>d Cargo  | Global Investmer<br>& FRA service u<br>Facility & Corpor<br>Manag   | nits, such as, IT,  |
| Revenue<br>% of Group<br>EBITDA<br>% of Group<br>EBIT<br>% of Group<br>Employees <sup>1</sup><br>% of Group | € 828 mil.<br>25.9<br>€ 175 mil.<br>15.9<br>€ 41 mil.<br>6.0<br>5,569<br>29.5 | Revenue<br>% of Group<br>EBITDA<br>% of Group<br>EBIT<br>% of Group<br>Employees <sup>1</sup><br>% of Group | € 446 mil.<br><sup>14.0</sup><br>€ 343 mil.<br><sup>31.1</sup><br>€ 256 mil.<br><sup>37.9</sup><br>576 | Revenue<br>% of Group<br>EBITDA<br>% of Group<br>EBIT<br>% of Group<br>Employees <sup>1</sup> | € 550 mil.<br><i>17.2</i><br>€ -74 mil.<br>-<br>€ -112 mil.<br>-<br>7,035<br><i>37.3</i> | Revenue<br>% of Group<br>EBITDA<br>% of Group<br>EBIT<br>% of Group<br>Employees <sup>1</sup><br>% of Group | € 1,370 mil.<br>42.9<br>€ 585 mil.<br>53.0<br>€ 379 mil.<br>56.1<br>5,670<br>30.1 |

<sup>1</sup> Annual Average

### Group Overview

## Detailed Traffic Performances

| Site                 | % share | Passengei  | rs –    |
|----------------------|---------|------------|---------|
|                      |         | 2022       | %       |
| Frankfurt            | 100     | 48,918,482 | 97.1    |
| Fraport Brasil       | 100     | 12,432,100 | 41.5    |
| // Fortaleza         | 100     | 5,778,038  | 45.4    |
| // Porto Alegre      | 100     | 6,654,062  | 37.5    |
| Ljubljana            | 100     | 970,152    | >100    |
| Lima                 | 80.01   | 18,619,536 | 72.0    |
| Fraport Greece       | 65.0    | 31,193,278 | 79.0    |
| // Kerkyra (Corfu)   | 65.0    | 3,749,106  | 83.4    |
| // Chania (Crete)    | 65.0    | 3,290,802  | 83.3    |
| // Kefalonia         | 65.0    | 817,216    | > 100.0 |
| // Kavala            | 65.0    | 251,615    | 68.7    |
| // Aktion/Preveza    | 65.0    | 773,587    | > 100.0 |
| // Thessaloniki      | 65.0    | 5,923,175  | 71.7    |
| // Zakynthos         | 65.0    | 1,903,404  | 87.9    |
| // Mykonos           | 65.0    | 1,688,037  | 60.4    |
| // Skiathos          | 65.0    | 511,611    | > 100.0 |
| // Santorini (Thira) | 65.0    | 2,744,650  | 77.5    |
| // Kos               | 65.0    | 2,791,590  | 77.3    |
| // Mytilene (Lesvos) | 65.0    | 439,185    | 53.9    |
| // Rhodes            | 65.0    | 5,857,036  | 74.0    |
| // Samos             | 65.0    | 452,264    | 67.3    |
| Fraport Twin Star    | 60      | 3,127,767  | 59.2    |
| // Burgas            | 60      | 1,643,581  | 72.2    |
| // Varna             | 60      | 1,484,186  | 46.9    |
| Antalya              | 51/50   | 31,077,452 | 41.8    |
| Delhi                | 10      | 59,490,074 | 60,2    |

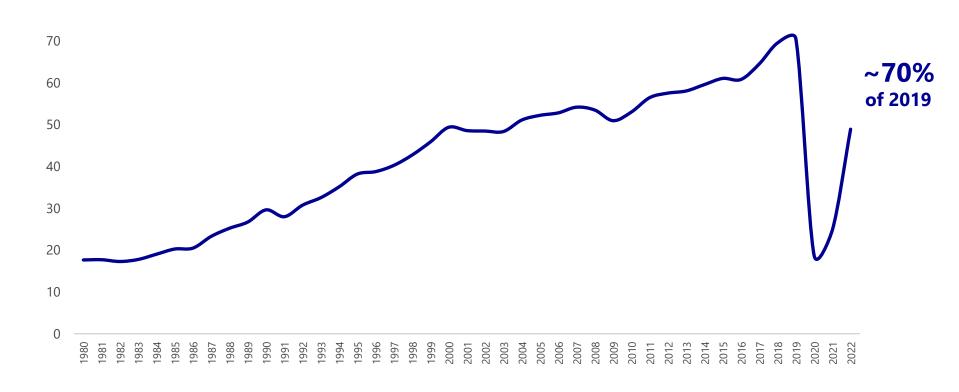


- After record year 2019, total break down of air traffic in 2020 due to breakout of Covid-19 pandemic
- COVID-19 reduced 2020 passenger numbers in Frankfurt to 1983 level; -73% vs. 2019
- Quick traffic recovery with gradual market openings; Frankfurt 2022 passengers back to ~70% of 2019 record level
- 2022 passenger development in FRA still negatively impacted by low Omicron-related start to the year, continued market closure of Far East, slower recovery in corporate travelling activities, and cancellations due to Summer operations
- Greece already outperformed 2019 levels
- LatAm and Antalya also recovered quicker than FRA





## Traffic Recovery FRA after Covid-19 Pandemic



Group Overview

## Traffic Recovery Internationals after Covid-19 Pandemic

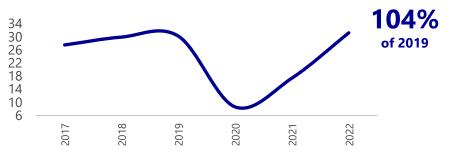
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10

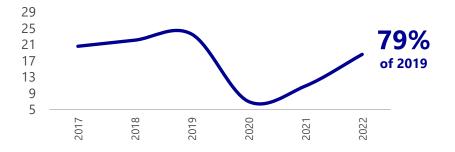
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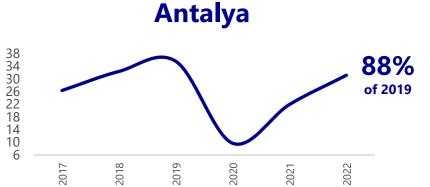


Greece

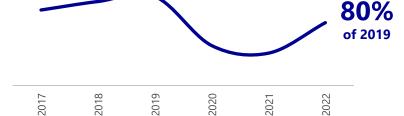


Lima









# Group Strategy **Our Mission**

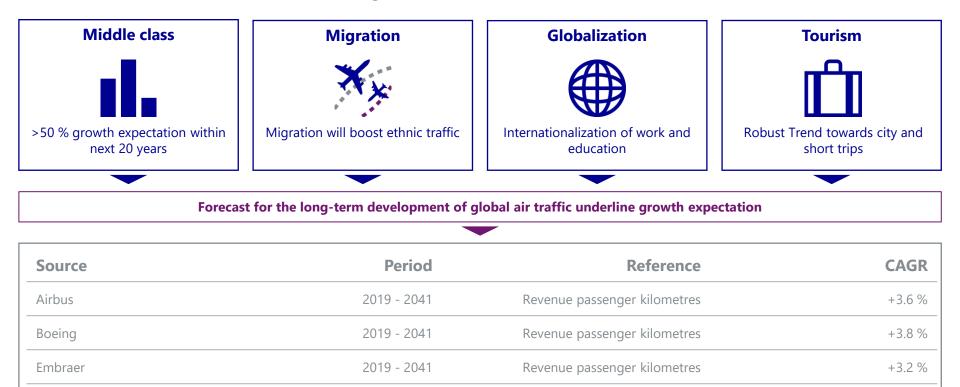




### Group Strategy

## Business Case Built on Mega Trends





Number of passengers

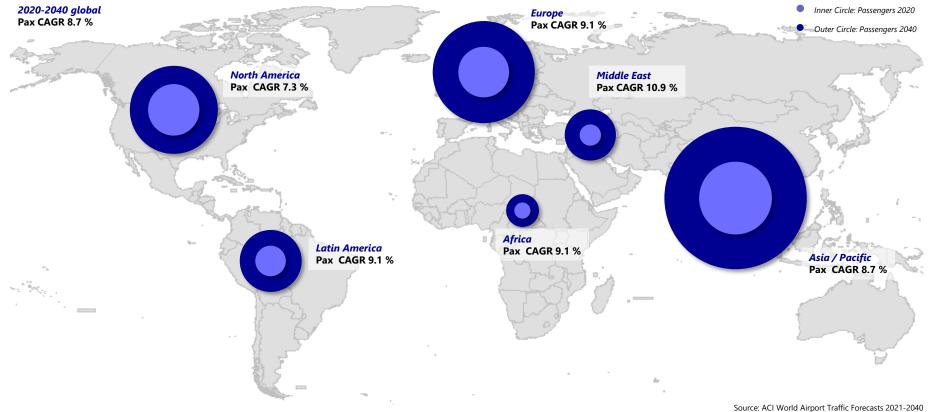
2019 - 2040

ACI

+3.5 %

## Group Strategy Regional Growth Projections 2020 - 2040





burce: ACI World Airport Traffic Forecasts 2021-2040 Company Snapshot

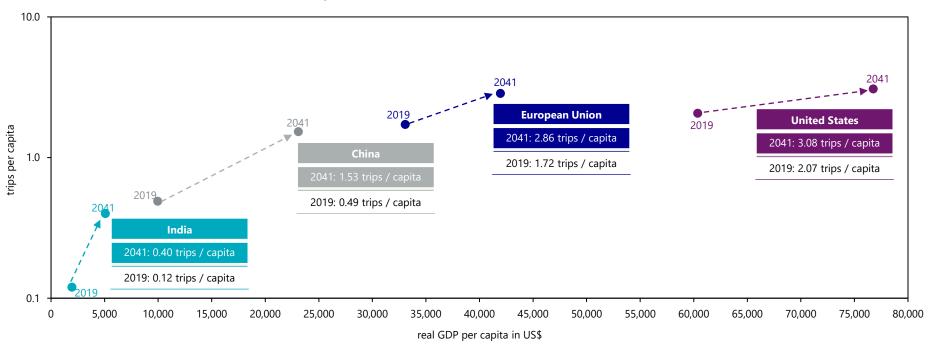
#### Group Strategy

## Link between GDP and the frequency of travelling



#### Forecasted development of GDP and trips per capita

2019 to 2041 • China • India • United States • European Union



Sources: Airbus Global Market Forecast 2022-2041 | Oxford Economics (Feb 2023)



## Key Facts



## 48.9mn Pax

#1 in Germany #6 in Europe

## 2.0mn m.t. Cargo

#1 in Germany#1 in Europe

## c.40mn People

#1 Catchment area in Europe (within 200km)

## 2/3 of blue chips

#1 Catchment area in Germany (within 200km)

## **Economic Center**

Germany is #1 Economy in EU

# **Banking Center**

Frankfurt is #1 Center with top connectivity

### **c.75% Share** #1 Star Alliance Hub in Europe

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

## 4 Runways

Capacity reserve for up to 126 mov/hr still available

## **3 Terminals**

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

## **Asset Ownership**

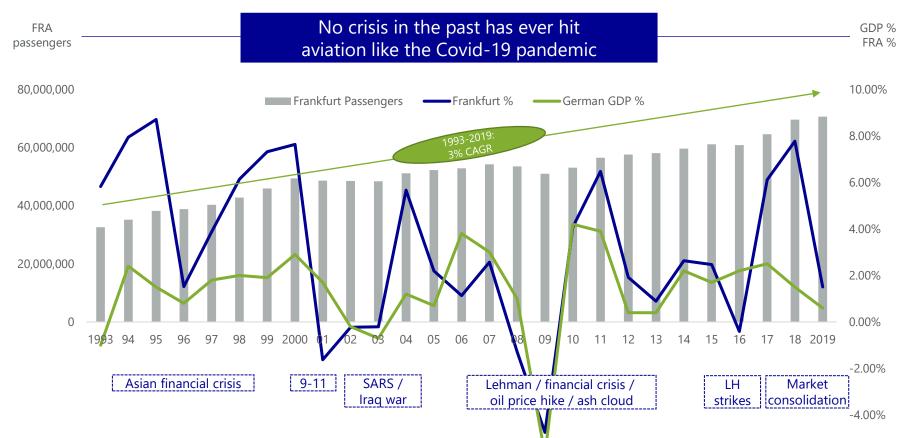
Frankfurt Airport is not a concession but owned by Fraport

## Dual Till

Frankfurt Airport is dual till regulated Infrastructure

## Passenger Development Since 1993

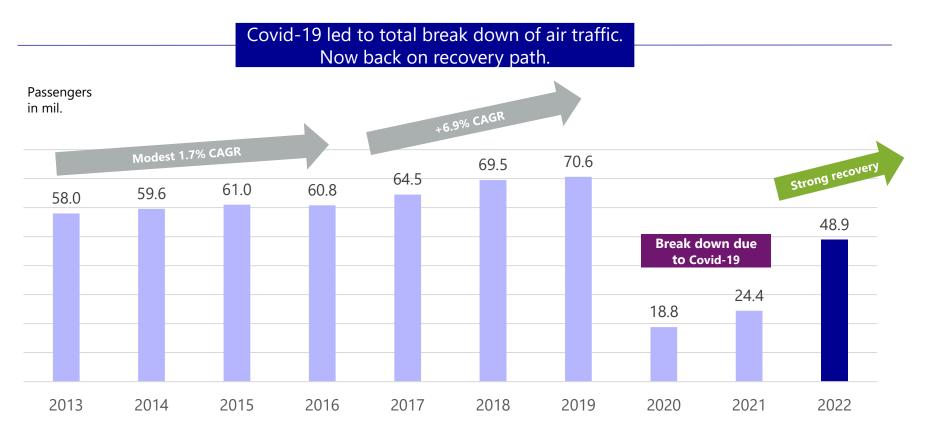




22 Visual Fact Book 2022

## Back on Track after Covid-19 Reset





## Frankfurt Summer Flight Schedule 2023



Continental Seat Capacities: ~80% of 2019

Continental Movements: ~80% of 2019

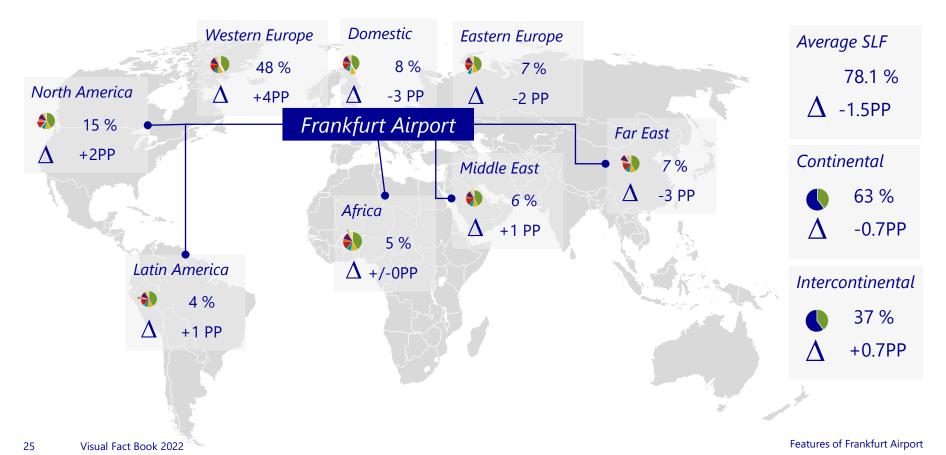
Intercontinental Seat Capacities: ~90% of 2019

Intercontinental Movements: 90+% of 2019



## FY 2022 Traffic Split (vs. 2019)





## Departing Passengers by Country

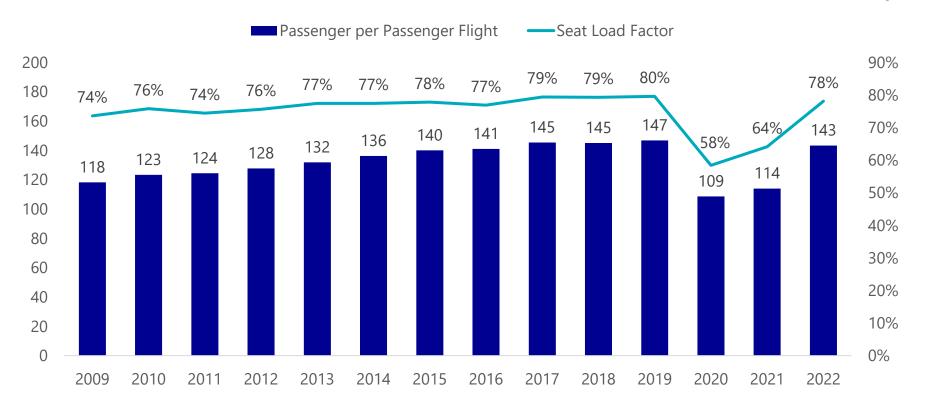




## Increasing Infrastructure Utilization



Passengers



## Traffic Shares by Airlines



12.1% 3.0% 4.3% Passengers 48.9 mil 73.6% Lufthansa, Condor, Eurowings Discover, United Airlines, Air Canada

Sunexpress, TUIfly, Turkish Airlines, Air Dolomiti, Singapore Airlines

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

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

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

TUIfly, Sunexpress, Turkish Airlines, British Airways, Air China

Austrian Airlines, Swiss, Croatia Airlines Aerologic, Air Canada

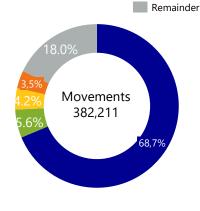
KLM Royal Dutch Airl., Air France, Emirates, Qatar Airways, Singapore Airlines

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

This reflects a total amount of **36.0 million passengers** in 2022

**Top Five Airlines** by movements are offering more than **78 %** of all movements at Frankfurt Airport

This reflects a **total number of 262k movements** in 2022

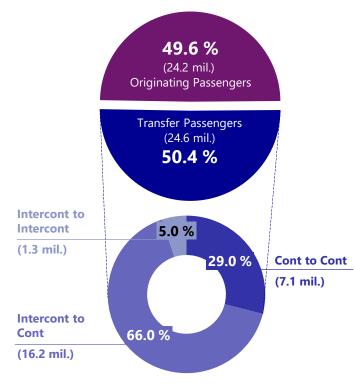


## Highest Transfer Share in Central Europe





# Market Position Split of Transfer Traffic



Sources: Air traffic statistics Fraport AG | Fraport MONITOR



- FRA total passengers excl. transit: 48.8 million
- With 50.4 % Frankfurt has the highest rate and highest total number of transferring passengers in Central Europe
- More than 70 % of all transferring passengers come from or go to an intercontinental destination, 66 % are intercont-cont passengers and 5 % intercont-intercont
- Intercont traffic has direct impact on charges (higher MTOW) and retail revenue (better spending behaviour)

## *Competitive Landscape*

Competition for O&D passengers

Competition depending on

availability of route, flight time,

or alternative way of travel, i.e.,

airport, preference of airline, and/

ticket price, travel distance to





#### Competition for transfer passengers

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

train, bus, or car

## FRA Market Attractiveness





- 49 mil. Passengers in 2022 (70% of 2019)
- 86 airlines fly 292 destinations in 92 countries\*
- Lufthansa and Star Alliance hub
- Also One World, Skyteam and non-allied airlines fly Frankfurt

- 2.0 mil. metric tons of freight and mail in 2022 (#1 in Europe)
- Substantial part of freight volume is transported in bellies of passengers aircraft
- Leading cargo hub enhances airline yields via belly freight

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

- Highest connectivity in Europe
- Competitive charges compared to other European hubs
- Capacity increase due to fourth runway and Terminal 3 (to be opened in 2026) offers growth potential



## Almost 2/3 of German Blue Chips Within 2h Radius



253

236

251

1.1

231

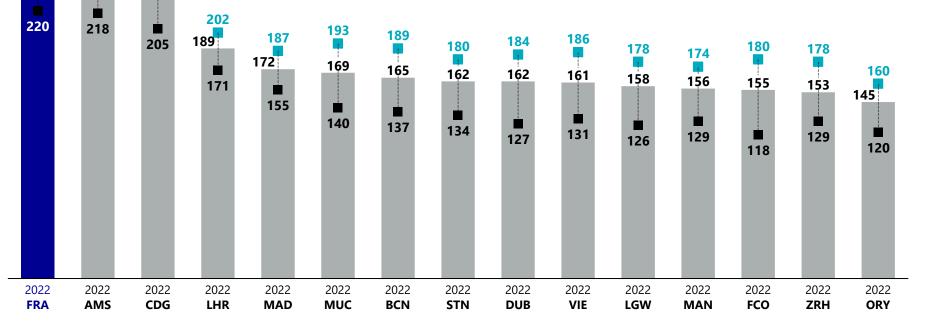
273

246

## Connectivity as Competitive Edge



Highest Monthly Number of Destinations
 Average Monthly Number of Destinations
 Lowest Monthly Number of Destinations



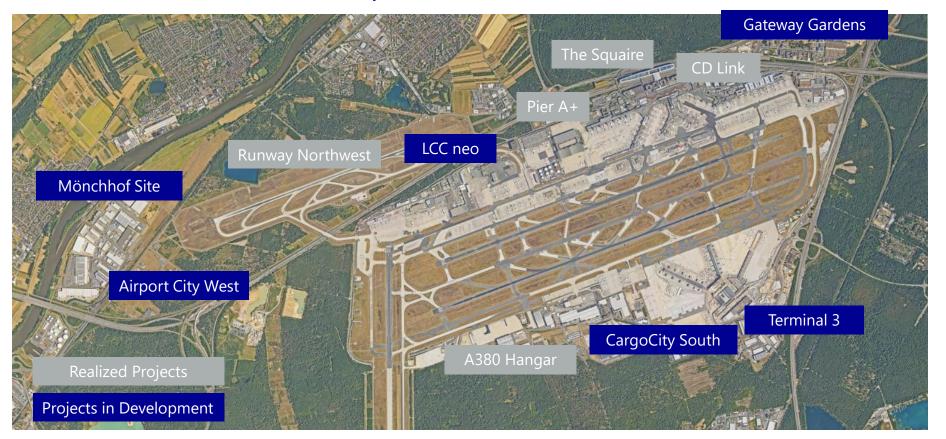
Nonstop only (at least one flight per week) | Source: OAG

#### 34 Visual Fact Book 2022

### Expansion

## Investments to Secure Competitive Position





35 Visual Fact Book 2022

Expansion Terminal 3



- On Track to be Construction-wise completed in 2 Years (2025)
- Commissioning scheduled for Summer 2026

Terminal 3

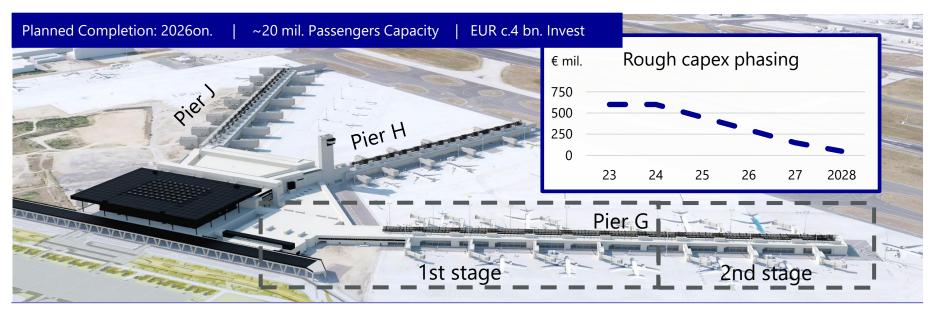
hkfurt Airport

- Residual Worth of Contracts to be awarded: EUR c.0.9bn
- Residual cash out expected slightly above 2bn (Contracts already awarded + to be awarded)
   Residual cash out to be spent until 2028

#### Expansion

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





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

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

#### Terminal 3 Pier G: 1st stage

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

# *Frankfurt Business Segments*



### Frankfurt Business Segments

### **Overview and Services**



|                           | Avi                       | ation                      | Retail &<br>Real Estate | Ground Handling           | Affiliated Services<br>Part of International<br>Activities Segment |
|---------------------------|---------------------------|----------------------------|-------------------------|---------------------------|--|
|                           | Airside Management        | Airport & Airside Security |                         | Central Infrastructure    |  |
| No indepen-               | -Airside Infrastructure   |                            |                         | -Baggage Conveyor Belts   |  |
| lent price                | -Airside Operations       |                            |                         | -Passenger Bridges        |  |
| etting:<br>Return on      | Terminal Management       |                            |                         | -PRM                      |  |
| nvestment                 | -Landside Operations      |                            |                         |                           |  |
| pproach,                  | -Capacity Management      |                            |                         |                           |  |
| endered<br>ervices and or | Corp. Safety and Security |                            |                         |                           |  |
| egulation                 | -Airport Fire Safety      |                            |                         |                           |  |
| applies                   | -Emergency Response       |                            |                         |                           |  |
|                           | Noise and Air Quality     |                            |                         |                           |  |
|                           | <br>!                     |                            | Retail                  | Ramp & Passenger Services | Facility Management  |
| Open / (partly)           |                           |                            | -Shopping               |                           |  |

F

liberalized market: No part of any **Regulation**, Market driven price setting

|             | -Shopping                |  |  |
|-------------|--------------------------|--|--|
|             | -Services                |  |  |
|             | -Advertising             |  |  |
| R           | eal Estate               |  |  |
|             | -Rents in Terminals      |  |  |
|             | -Service / Admin. Bldgs. |  |  |
| Car Parking |                          |  |  |

| Ramp & Passenger Services |  |  |  |
|---------------------------|--|--|--|
| -Loading & Unloading      |  |  |  |
| -Walk-out Assistance      |  |  |  |
| -Check-in & Boarding      |  |  |  |
| -Lost & Found             |  |  |  |
| -Weight & Balances        |  |  |  |
|                           |  |  |  |

Information and Telecommunications

Corp. Infrastructure Mgmt.

Airport Expansion South

### **Regulation Framework**

- 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 b. same way.
- 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;
  - 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 he airport In relation to size of parking position, parking time and location of the position (terminal or apron)

Aprons, parking positions for aircraf

ma mu Ana At

#### Type of charge

Charging method

#### Used resource

#### Noise abatement charges

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

 Legal noise abatement measures in the vicinity of the airport

#### Security Charges

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

 Staff and goods control when entering the restricted area

#### the

#### Passenger Charges

Per departing passenger
 In relation to flight destination

Terminal facilities and equipment Transportation of passengers between erminals

Frankfurt Business Segments

### **Overview of Regulated Charges**



Passenger Charges Total 2022: EUR 393.1 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 2022: EUR 140.2 mil.

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

#### Aircraft Parking Charges Total 2022: EUR 49.1 mil.

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

#### Security Charges Total 2022: EUR 35.9 mil.

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

#### Example charges for one A380 round trip: ~ € 12,200 total bill <sup>1</sup>



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

Frankfurt Business Segments

# Price Calculation in Regulated Aviation Business



| 1 <sup>st</sup>  | Projection of Capex and RAB for period in question |  |  |  |
|--|--|--|--|--|
| 2 <sup>nd</sup>  | Calculation of pre tax WACC                        |  |  |  |
|  | =  |  |  |  |
| Projected pre tax Cost of Capital, i.e., allowed return or EBIT in regulated Aviation business |  |  |  |  |

| 3 <sup>rd</sup> | Projection of EBIT in regulated Aviation business for period in question,<br>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   |  |
|     |  |  |

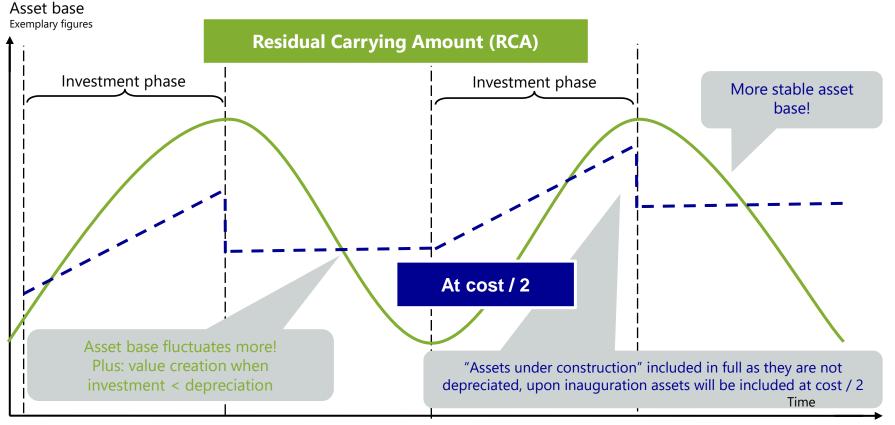


# Calculation of Allowed Returns in Regulated Business

| Pre Tax Cost of Capital =   | Invested capital x   | Pre Tax WACC   |
|---|--|--|
|   | 2022 WACC calculation  |  |
| In Frankfurt defined as "Fraport assets"  | Cost of equity   | Cost of debt   |
| Fraport assets<br>Goodwill<br>+ Other intangible assets @ cost / 2<br>+ Investment in airport operating projects @ cost / 2<br>+ Construction in progress and lands at cost                           | Total market yield 8.2 %:<br>Risk-free interest rate 0.4 %<br>plus market risk premium 7.8 | -  |
| <ul> <li>Other Property, plant, and equipment @ cost / 2</li> <li>Carrying amounts of the Group companies accounted for using the equity method and other investments</li> <li>Inventories</li> </ul> | Beta 1.09  |  |
| <ul> <li>+ Trade accounts receivable</li> <li>- Current trade accounts payable</li> </ul>   | Cost of equity<br>before taxes 13.0 %  | Cost of debt<br>before taxes 2.0 %   |
| ! 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                              | Shareholders' equity ratio 51<br>market value  | %: Debt ratio 49 %:<br>interest-bearing 36 %/<br>non interest-bearing 13 % |
|   | 2022   | 2 WACC before taxes 7.3 %  |

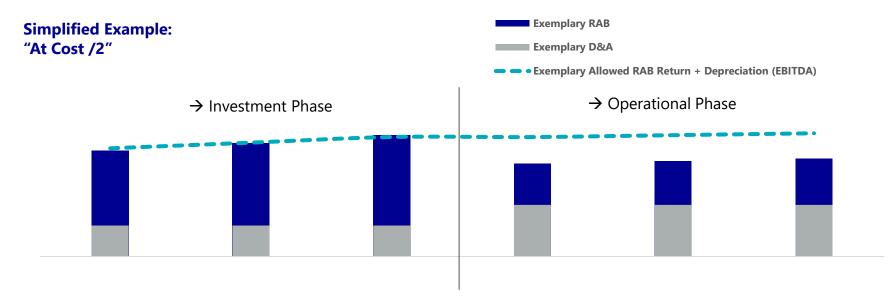
Frankfurt Business Segments

# RAB: "At cost / 2" vs. "Residual Carrying Amount" Approach Trapor



# Simplified Valuation in "At cost / 2" Approach

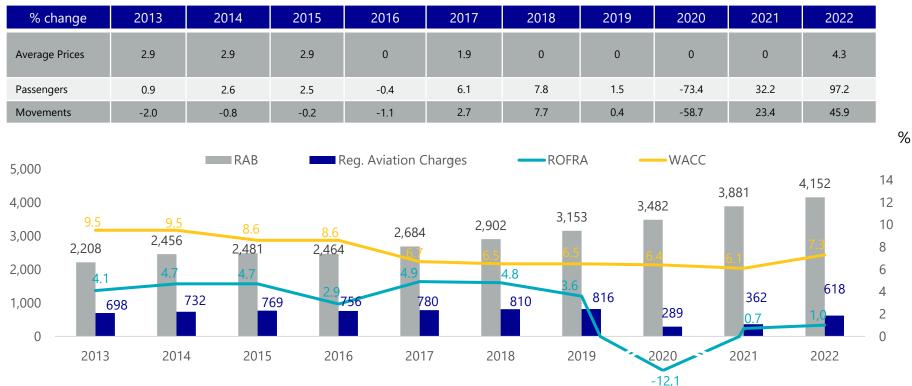




- "At Cost/2 Approach" provides more stable pricing environment compared to fluctuating "Residual Carrying Amount Approach"
- In practice: Pure focus on RAB value will lead to dropping valuation upon commissioning of asset item, while the allowed return on RAB + Depreciation is broadly stable (all else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



# Historic Returns in Aviation Segment



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

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

2017: New incentive scheme for growing airlines introduced.

#### 47 Visual Fact Book 2022

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

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

Frankfurt Business Segments

### Stake Sale of Frankfurt Security Services



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

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

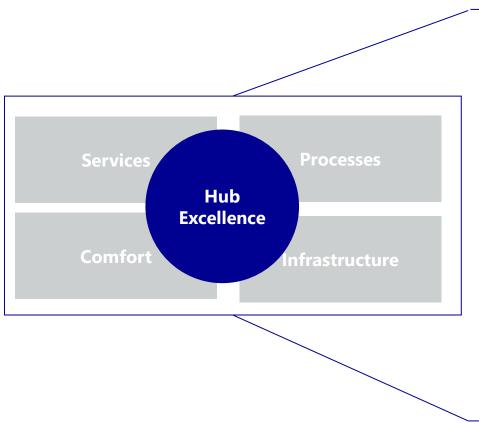
At equity Consolidation as of 2023: 2.4+k Employees and more than EUR 100mn Revenues involved



### **Business Update**

### *Restructuring* of Security Services at Frankfurt Airport





#### Takeover of Security Responsibilities in 2023

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

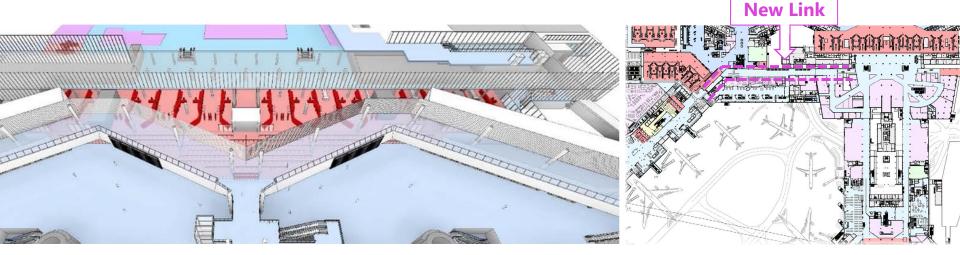
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#### **Financial Impacts**

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

### **Business Update** Frankfurt Terminal 1 Security Relocation





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

# Development of Frankfurt Retail Business

Fraport

**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

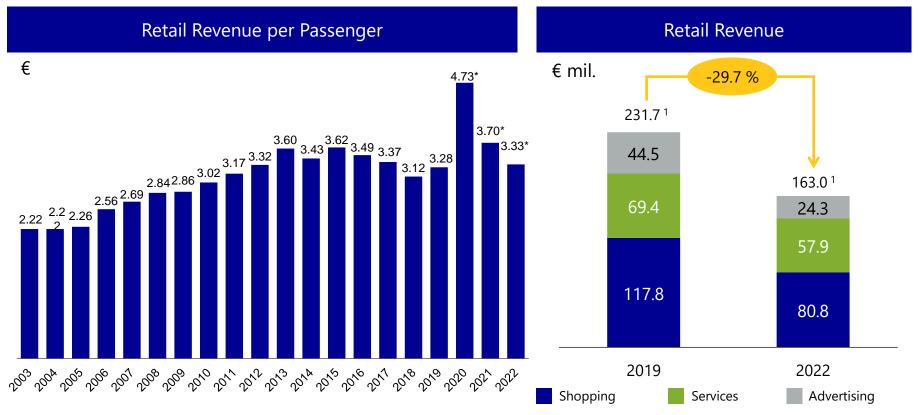
• Very strong focus on Retail business

Since ~2015

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

### KPI "Retail Revenue per Passenger"





<sup>1</sup> Retail revenue according to old segment structure / revenue split, including IT services for passengers \*affected by Covid Pandemic. 2021 adjusted by €10 mil. DTF kick back

Frankfurt Business Segments

### Top Spenders vs. Top Volume

Low passenger volumes

China

~5%

passengers

TOP 5 by Retail Value

Destinations with very high retail value

Highly **defined consumption patterns** 

India

UAE

South Korea

~18%

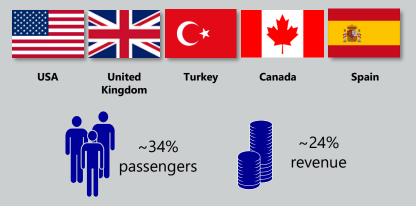
revenue

Easy reachability and addressability



### TOP 5 by Volume

- Destinations with very large passenger volumes
- Moderate retail value
- Moderate reachability and addressability

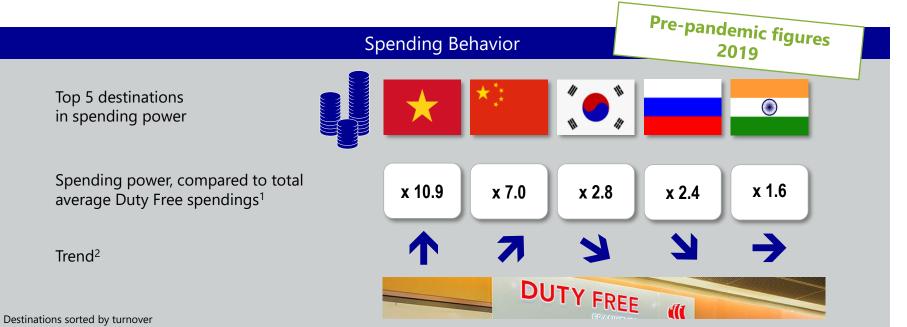


#### Sales optimization through culture-specific and highly customer-focused marketing

Vietnam

### Retail & Real Estate Shifts in Spending Behavior





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

54 Visual Fact Book 2022

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

Frankfurt Business Segments

# Real & Estate Parking and Mobility

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



### **Property Development**



#### Further Expansion CargoCity South (CCS)

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

#### Development of strategic Logistics & Cargo hub

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

#### More opportunities close by Gateway Gardens

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





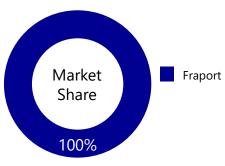


### Ground Handling Central Infrastructure



### Central Infrastructure

- Sole provider
- Regulated business
- Provision of infrastructure, incl. Baggage conveyor system (80+ km)
- Baggage connectivity in 2022: 95.8%
- ~ 21.4 mil. pieces of baggage



#### Activities

- Total Baggage Management, incl. intermodal handling (AirRail Terminal)
- Baggage facilities and conveyor system
- Baggage customs warehouse
- Baggage security, Baggage Reconciliation System (BRS)
- Passenger bridges
- CUTE network
- 400 Hz Ground power
- Fresh water / toilet facilities
- Fueling and de-icing facilities

### Ground Handling

### Ramp & Passenger Services



#### **Ramp Services**

- One third-party handler: WISAG
- ~165k A/C / ~21.6 mil. tons MTOM handled 2022

#### Tasks, among others:

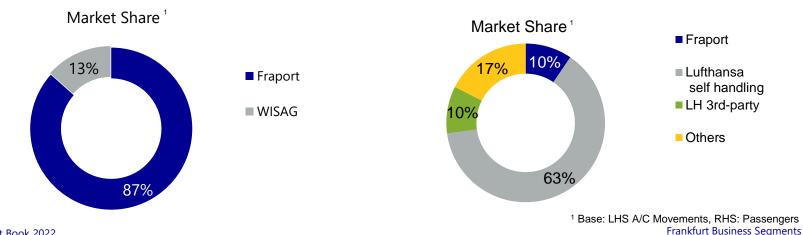
• A/C acceptance, Loading and unloading services, Passenger & crew transport, Baggage, Cargo, Mail transport, De-icing, Water supply, Cleaning

#### **Passenger Services**

- Open market: third-party handlers (e.g., WISAG) and self-handling (e.g., Lufthansa)
- ~16.5k aircraft handled in 2022

#### Tasks, among others:

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



#### 58 Visual Fact Book 2022

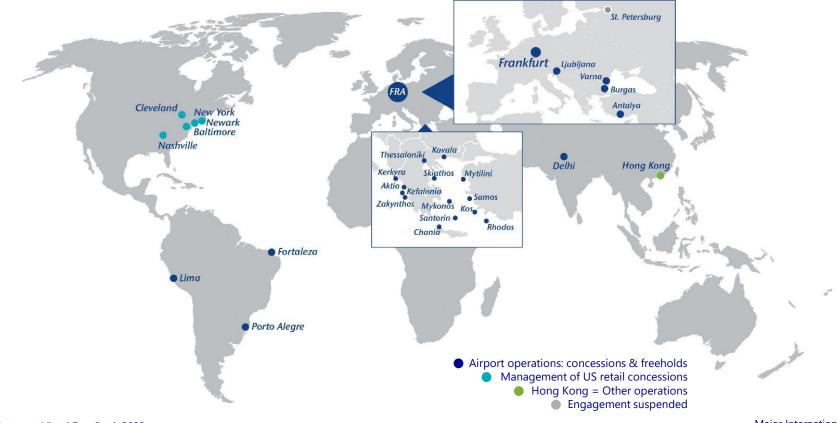
# *4* Major International Holdings

JARABERE L

Portfolio



# 23 Airports 1 5 Retail Concessions 1 1 Other Operations



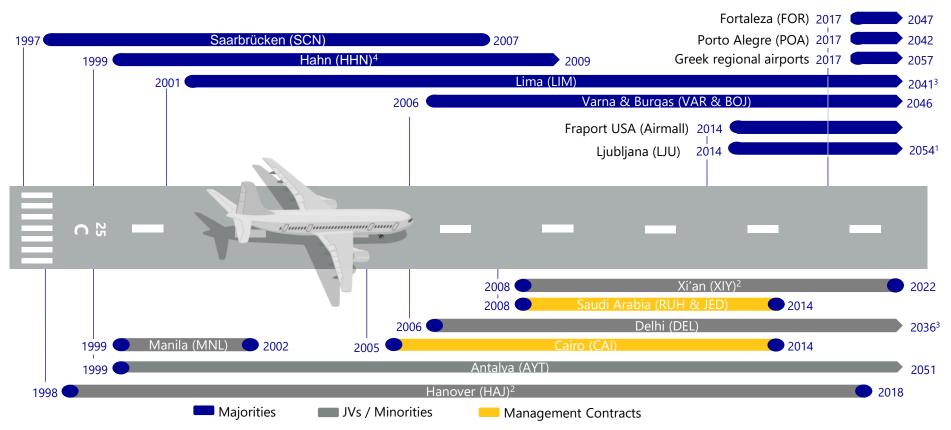
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Major International Holdings

Portfolio

### Timeline





Portfolio

62

# Key Facts of Airport Holdings



| Investment                   | % share            | Consolidation | Investment type                    | Concession charge                                 | Capex obligation <sup>1</sup>   | Regulation                                 |
|------------------------------|--------------------|---------------|------------------------------------|---|---|--|
| Fortaleza                    | 100                | Full          | Concession until 2047              | Fixed minimum <sup>5</sup> + 5% revenue component | Modernizing and expanding the airport   | Dual till                                  |
| Porto Alegre                 | 100                | Full          | Concession until 2042 <sup>3</sup> | Fixed minimum <sup>5</sup> + 5% revenue component | Modernizing and expanding the airport   | Dual till                                  |
| Ljubljana                    | 100                | Full          | Asset ownership <sup>4</sup>       | No conc. charge                                   | /   | Dual till                                  |
| Lima                         | 80.01              | Full          | Concession until 2041 <sup>3</sup> | Fixed minimum + revenue<br>component              | Modernization of existing infrastructure fulfilled, new runway constructed, new terminal under construction | Single till                                |
| Greek regionals              | 65                 | Full          | Concession until 2057              | Fixed minimum + EBITDA<br>component               | Modernizing and expanding the airport portfolio   | Dual till with predefined charge mechanism |
| Varna & Burgas               | 60                 | Full          | Concession until 2046              | Fixed minimum + revenue component                 | Construction of 2 new terminals fulfilled   | Dual till                                  |
| Antalya (current concession) | 51/50 <sup>2</sup> | @equity       | Concession until 2026              | Fixed   | Construction of new terminal fulfilled  | Dual till with fixed charges               |
| Antalya (new concession)     | 49/50 <sup>2</sup> | @equity       | Concession 2027-2051               | Fixed   | Expansion of terminal and other airport facilities  | Dual till with fixed charges               |
| Delhi                        | 10                 | @cost         | Concession until 2036 <sup>3</sup> | Revenue component                                 | /   | Hybrid till                                |

Visual Fact Book 2022 <sup>1</sup> W/o maintenance capex and investments subject to traffic growth <sup>2</sup> Share of voting rights: 51% (current concession) 49% (new concession) / dividend share: 50% each <sup>3</sup> Extension option available <sup>4</sup> Right to operate airport derived from land use contract until 2054, extension possible <sup>5</sup> starting in year 6 of the concession

Major International Holdings

### Portfolio Airport Types



Hubs

Frankfurt Main Share: 100% 48.9 mil. passengers

Lima Airport Share: 80.01% 18.6 mil. passengers

Delhi Airport Share: 10% 59.5 mil. passengers **Regional Airports** 

Ljubljana Airport Share: 100% 1.0 mil. passengers

Porto Alegre Airport Share: 100% 6.7 mil. passengers

Thessaloniki Airport Share: 65.0% 5.9 mil. passengers

#### **Tourist Airports**

Fortaleza Airport Share: 100% 5.8 mil. passengers

13 Greek Regional Airports Share: 65.0% 25.3 mil. Passengers

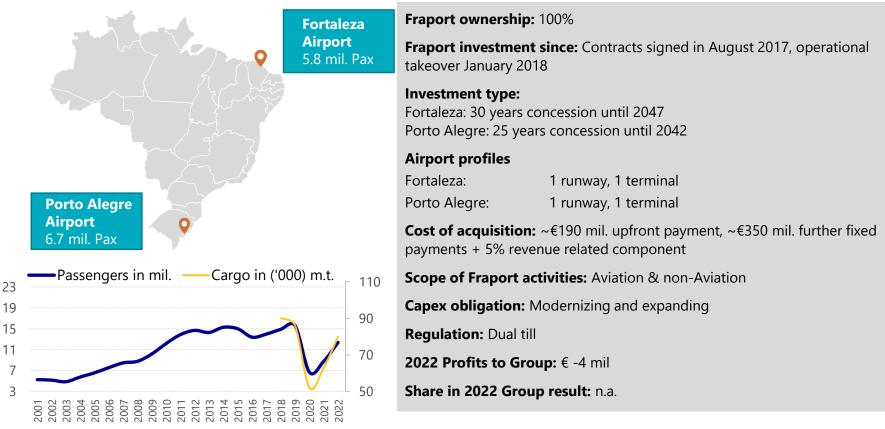
> Burgas Airport Share: 60% 1.6 mil. passengers

> Varna Airport Share: 60% 1.5 mil. passengers

Antalya Airport Share: 51% 31.1 mil. passengers

# Fraport Brasil: Fortaleza & Porto Alegre Airports





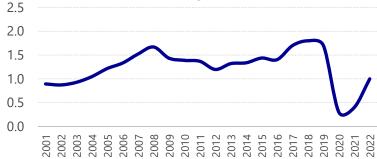
### Features of Major Holdings

# Fraport Slovenija: Ljubljana Airport





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



Fraport ownership: 100%

Fraport investment since: September 2014

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

#### Airport profile

Capital city airport of Slovenia 1 Runway, capacity of 25 movements/hour, 1 Terminal, capacity of 4 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

**2022 profits to Group:** € ~-3 mil.

Share in 2022 Group result: n.a.

### Features of Major Holdings

### Fraport USA: Airmall Retail Concessions





Nashville International Airport



#### 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
- Newark (Terminal B), concession until January 2025<sup>1</sup>
- New York JFK (Terminal 5), concession until March 2028<sup>1</sup>
- Nashville, concession until January 2029<sup>1</sup>

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

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

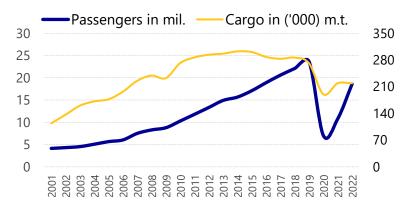
2022 profits to Group: € ~-2 mil.

Share in 2022 Group result: n.a.

### Features of Major Holdings Lima Airport







#### Fraport ownership: 80.01%

Fraport investment since: February 2001

Investment type: 40 years concession + extension option

#### **Airport profile**

Capital city airport of Peru & regional hub in Latin America 1 runway (2<sup>nd</sup> runway to be put into operation in Q2 2023) 1 terminal (new terminal under construction)

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

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

**Capex obligation:** Obligation to modernize existing infrastructure fulfilled; new construction works commenced in January 2020 with the new runway completed and ready to be put into operation in Q2 2023, while the new terminal will be commissioned in 2025

Regulation: single till

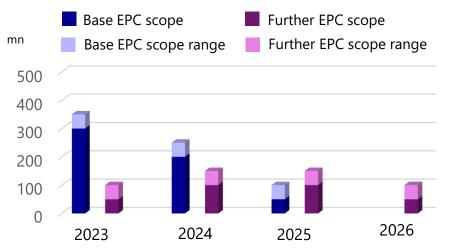
**2022 profits to Group:** ~€ 37 mil.

Share in 2022 Group result: ~22%

### Features of Major Holdings Lima Airport Expansion



- Construction of new Runway and Tower completed in 2022 (Total cost: USD c.450mn)
- The new Terminal is currently under construction
- New terminal facilities will be sufficient to accommodate traffic recovery and expected traffic growth in the long-run
- The new terminal will be inaugurated in 25FY





### Features of Major Holdings

### Fraport Greece: 14 Greek Regional Airports



| 🛧 Cluster A  | 🛧 Cluster B                     |
|--|---------------------------------|
| Num. of Airports: 7  | Num. of Airports: 7             |
| PAX 2022: 16.7 mil (+83.1% YoY)  | PAX 2022: 14.5 mil (+74.5% YoY) |
| Domestic/Intl PAX 2022: 19%/81%  | Domestic/Intl PAX 2022: 21%/79% |
| Thessaloniki 3 Kavala<br>Kerkyra<br>Aktion<br>Kefalonia<br>Zakynthos<br>Chania |                                 |

#### Fraport ownership: 65%

Fraport investment since: April 2017

Investment type: 40 years concession until 2057

Airports profile: 14 regional airports with strong touristic share

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

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

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

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

**2022 Profits to Group**: ~€ 70 mil.

Share in 2022 Group result: ~42%

Features of Major Holdings

# Fraport Greece Financial Overview

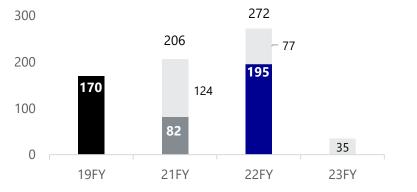


EUR mn 463 500 444 10 400 166 434 255 300 297 30 200 226 100 0 19FY 21FY 22FY

Revenue

Underlying





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

State Compensation Effects (saving on fixed and variable concession payment)

#### Major International Holdings

### Features of Major Holdings Twin Star: Varna & Burgas Airports





Fraport ownership: 60%

Fraport investment since: November 2006

Investment type: 40 years concessions until 2046

Airports profile: Largest airports except of Sofia and gateway to the Black Sea coast

Varna: 1 runway, 2 terminals

Burgas: 1 runway, 2 terminals

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

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

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

Regulation: Dual till with multi year contracts

**2022 profits to Group:** ~€ 4 mil.

Share in 2022 Group result: ~3%

### Features of Major Holdings Antalya Airport







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

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

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

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

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

Scope of Fraport activities: Aviation & non-Aviation

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

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

2022 profits to Group: ~€ 60 mil.

Share in 2022 Group result: ~36%

### Antalya Airport – New Concession

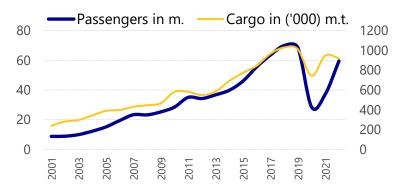


| Operational Period                          | <ul> <li>Exclusivity to operate all terminals at Antalya Airport from January 2027 to December 2051</li> <li>The current Antalya Airport concession will expire in December 2026</li> </ul>  |
|---|--|
| SPV   | <ul> <li>Fraport's share in the company: 49%; TAV's share in the company: 51%</li> <li>Dividend rights 50/50, co-control</li> </ul>  |
| Consolidation                               | Asset to be consolidated by equity method  |
| Total Concession Rent                       | Total concession rent payable is 7.25 billion EUR + VAT  |
| Concession Rent<br>Payment Schedule         | <ul> <li>25% of total concession rent were paid up front to State Airports Authority (DHMI) in March 2022</li> <li>10% of total concession rent will be paid between 2027 and 2031 in equal annual instalments (2% p.a.)</li> <li>65% of total concession rent will be paid between 2032 and 2051 in equal annual instalments (3.25% p.a.)</li> </ul>                                      |
| Pax Fees/ Security Fee During<br>New Period | <ul> <li>International: 17 EUR (currently 15 EUR)/ Domestic: 3 EUR (no change)</li> <li>Security Fee of 1.50 EUR unchanged but as of 2027 no sharing (50/50) with the airport authority (DHMI)</li> </ul>  |
| Сарех                                       | • Approx. 765 million EUR will be invested during concession period, of which approx. 600 million EUR will be invested between 2022-25   |
| Financing                                   | Both capex and upfront payment of the total concession rent will be majority debt-financed   |
| Impact on Fraport Group                     | <ul> <li>Fraport will continue its international success story in Turkey.</li> <li>Fraport will inject approx. 500 million EUR equity into the SPV.</li> <li>As the SPV is consolidated at equity, the equity injection will increase Group net debt by the same amount.</li> <li>Over lifetime of the new concession period, dividend returns will compensate for this effect.</li> </ul> |

### Features of Major Holdings Delhi Airport







#### Fraport ownership: 10%

#### Fraport investment since: April 2006

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

Airport profile Capital city airport & largest airport in India 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)

2019 profits to Group: n/a as investment is valued at cost

#### Share in 2019 Group result: n/a

### 5 *Current Development*

-----

### Current Development

### Substantial FRA 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 nonoperational cost items **Capex** EUR c.1bn Savings spread over next 7-8 Yrs

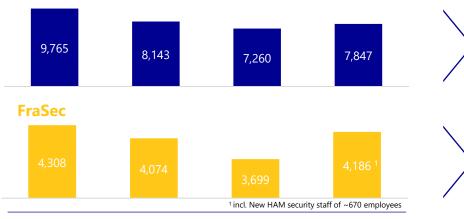
- Reduction of Frankfurt Capex outside of T3
- T3 Inauguration in line with demand: c.2026

# Current Development Frankfurt Staff Restructuring after Covid-19

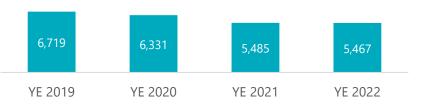


**Ground Handling** 

**Number of Employees** (as per Reporting Date)



### **Other Frankfurt positions**



- 80% of 2019 level working in Ground Handling at YE 2022
- Re-hirings as of Summer 21 (+~600 employees in 2022)
- 82% of 2019 security staff level in service (on a like-for-like basis)
- Staff amount grew by c.670 in 2022, due to takeover of Hamburg security contract
- At equity consolidation of Passenger screening business in 2023 → deconsolidation of staff
- Reduction of other Frankfurt positions offsets Ground Handling re-hirings

3,962 Frankfurt employees reduced YE22 vs. YE19

77 Visual Fact Book 2022

**Current Development** 

Current Development

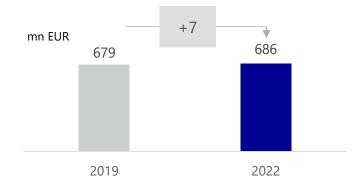
### Substantial Savings despite Inflation, Higher Wages & Ramp-up

#### Aviation, Retail & Real Estate, Ground Handling Staff Cost



- Backbone of FRA staff cost savings: Headcount reduction of c.4,000 employees (ex. Hamburg Security business)
- Headwind mainly from EUR c.30mn wage increases
- Adjusted for higher wages; staff cost down by around EUR 200mn

#### Aviation, Retail & Real Estate, Ground Handling Other Opex



- Increase in other Opex due to extra cost from FRA quality issues of in total EUR 35mn (esp. deployment of temporary staff)
- Provisions in GH segment in the amount of EUR c.34mn
- Cost for energy supply increased other Opex by EUR c.25mn
- Adjusted for above effects; residual other Opex down by EUR c.90mn

# Current Development FRA Inflation Protection



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

Total 22FY Segment Opex: 681mn (2019: 786mn) **Retail & Real Estate** 

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

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

### **Ground Handling**

**Dual-Till regulated Infrastructure** 

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

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

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

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

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

### Current Development

### International Activities Inflation Protection





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

#### Ljubljana



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



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



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



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



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

# Current Development Focal Points 2023



#### Aviation

- Continued Traffic Recovery
- 4.9% increase in charges as of Jan 1<sup>st</sup>, 2023
- Application for 2024 price adjustment
- Take over of Security Checks at FRA

### **Retail & Real Estate**

- Spend per Pax improvement backed by re-opening of Asian routes and intercontinental traffic, in general
- Inflation-linked rental contracts

#### **Ground Handling**

- Recruitment and training of staff to cope with peak operations
- Price upward revision of 10% for Central Infrastructure as of Jan 1st, 2023

### Internationals

- Continued traffic recovery
- Price adjustments due to inflationlinked regulated charges
- Lima expansion capex









High potential to further grow traffic and financials towards pre-Covid levels

### Current Development

### IR Milestones 2023-2028 (excerpts)



| 2023   | 2025  | 2027  |
|--|---|---|
| Positive 1H Base Effect from Drop out of 2022 Omicron Dip expected                     | Commissioning of new Lima Terminal and Antalya Terminal             | New FRA Concourse B Passenger Screening Lines –<br>Marking new Era of FRA T1 Retail & Passenger<br>Experience |
| Reasonable Tariff Uplifts outlined:<br>a.o., FRA Aviation Charges increased<br>by 4.9% | FRA on the way to reach Pre-COVID<br>PAX Level – Target for 2025/26 | Intl. Activities Capex about to Run on Maintenance<br>Need  |
| Transitioning of FRA Security Business   |   | New AYT Concession Takeover   |

Group EBITDA latest to reach Pre-Pandemic Level – Target for 2023/24

Commissioning of major FRA PV Plant

### 2026

Commissioning of "Gamechanger" FRA T3

Temporary Closure of FRA T2

New FRA Windpark PPA

### 2028

FRA Capex about to Run on Maintenance Need – Following Final Payments for FRA T3



### Fraport Group

### **Detailed Group Financials**





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

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

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

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

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

### Fraport Group

### Revenue & EBITDA Split





# Fraport Group Group Result Split





**46.6%** Germany

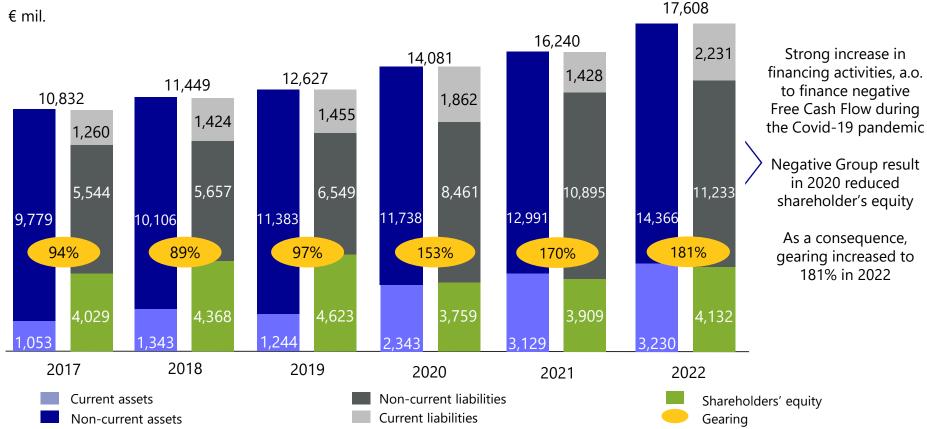
53.4%

International Activities

### Fraport Group **Balance** Sheet

€ mil.

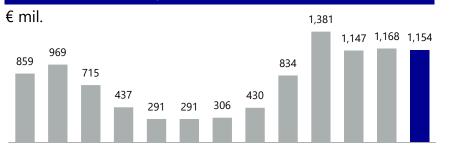




### Fraport Group

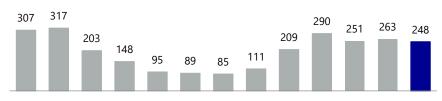
### Capex and Cash Flow Overview

Capex<sup>1</sup> 2010 – 2022



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

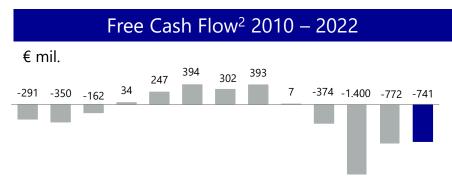
Capex<sup>1</sup> in % of D&A 2010 – 2022



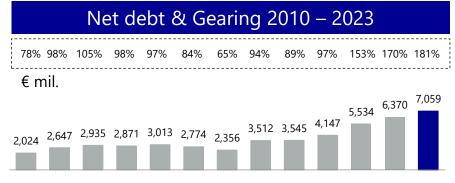
2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022

Strong negative impact from COVID-19 pandemic from 2020on. Clear Capex containment in 2020-22, as a consequence





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

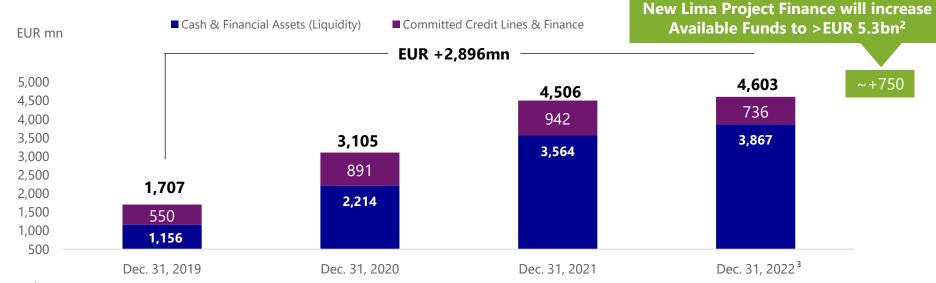


2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022

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

# Fraport Group Cash Management





- Further increase in Cash, Cash Equivalents, and Credit Lines<sup>1</sup> by EUR ~850mn at reasonable interest rates in a tightening market environment in 2022
- Lima project financing closed in Q1 2023 in the amount of USD 1.25bn boosts available funds to EUR >5.3bn
- Current Cash Position sufficient to accommodate expansion programs in Frankfurt and Lima in next few years

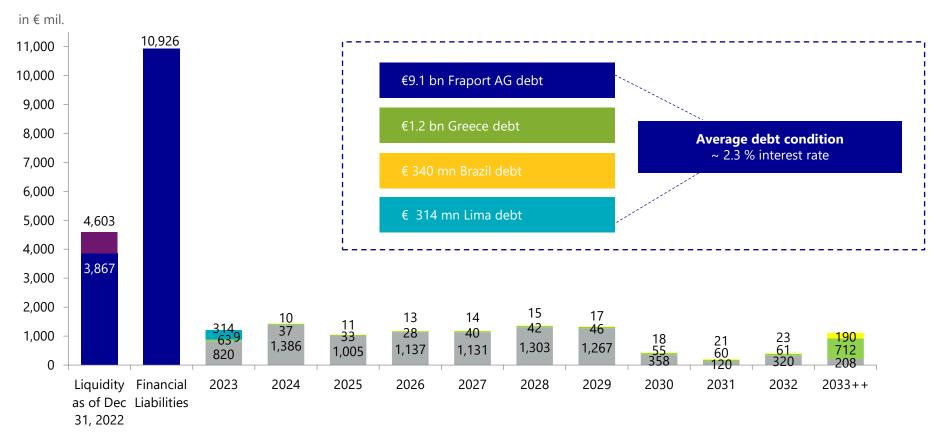
<sup>1</sup> Defined as: Liquidity + Committed Credit Lines & Finance

<sup>2</sup> Parts of the new project finance will be used to pay back the existing bridge loan: ~750mn increase = delta between bridge loan and project finance at YE F/X

<sup>3</sup>Dec 31, 2022 break down: Frankfurt 2,922mn + 581mn CL; Greece: 452mn; Brasil 30mn + 48mn CL; Lima 53mn + 108mn CL; Other: 410mn

### Fraport Group Cash Position & Maturity Profile





### Fraport Group

### Value Management

### 2022 WACC: 7.3% 2021 WACC: 6.1%



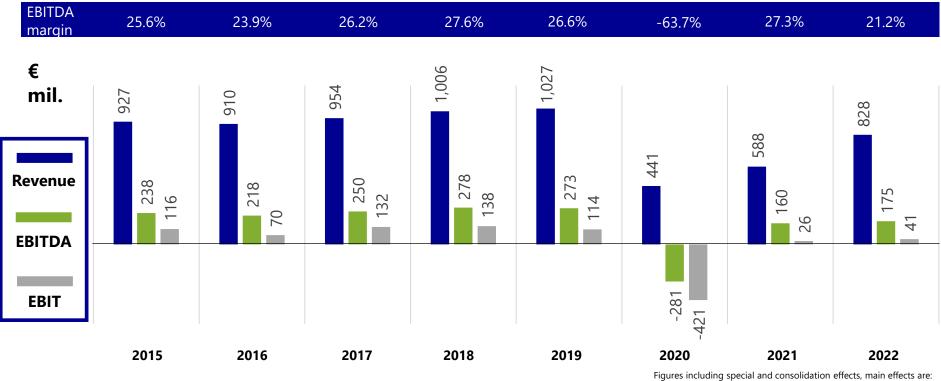
| € mil.                               | Frap<br>Gro |          | Aviation |         | Ret<br>&<br>Real E         |           | Grou<br>Hanc | -      | Intl' Activities &<br>Services |         |  |
|--------------------------------------|-------------|----------|----------|---------|----------------------------|-----------|--------------|--------|--------------------------------|---------|--|
|                                      | 2022        | 2021     | 2022     | 2021    | 2022                       | 2021      | 2022         | 2021   | 2022                           | 2021    |  |
| Adjusted EBIT <sup>1</sup>           | 677.4       | 343.1    | 40.7     | 25.8    | 258.9                      | 176.7     | -102.1       | -107.0 | 479.9                          | 247.6   |  |
| Fraport assets                       | 11,383.8    | 10,208.6 | 4,152.3  | 3,881.1 | 2,672.6                    | 2,464.1   | 852.1        | 770.1  | 3,706.9                        | 3,093.3 |  |
| Costs of capital before tax          | 831.0       | 622.7    | 303.1    | 236.7   | 195.1                      | 150.3     | 62.2         | 47.0   | 270.6                          | 188.7   |  |
| Fraport value<br>added before<br>tax | -153.6      | -279.6   | -262.4   | -211.0  | 63.8                       | 26.4      | -164.3       | -154.0 | 209.3                          | 58.9    |  |
| ROFRA                                | 6.0         | 3.4      | 1.0      | 0.7     | 9.7                        | 7.2       | -12.0        | -13.9  | 12.9                           | 8.0     |  |
| ROFRA<br>(Return on Fraport assets)  |             |          |          |         | Adjusted EBIT <sup>1</sup> |           |              |        |                                |         |  |
|                                      |             |          | =        |         | Fra                        | oort asse | ts           |        |                                |         |  |

91 Visual Fact Book 2022

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

### Segment Aviation Key Figures





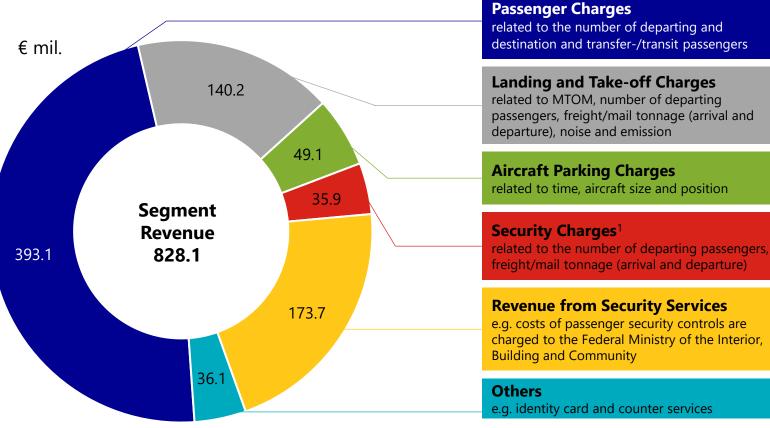
2016: €-9.0 mil. EBITDA impact from creation of staff-related provision and €22.4mil. impairment on FraSec

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

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

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

### Segment Aviation Revenue Split





Other Revenues

Regulated

Airport

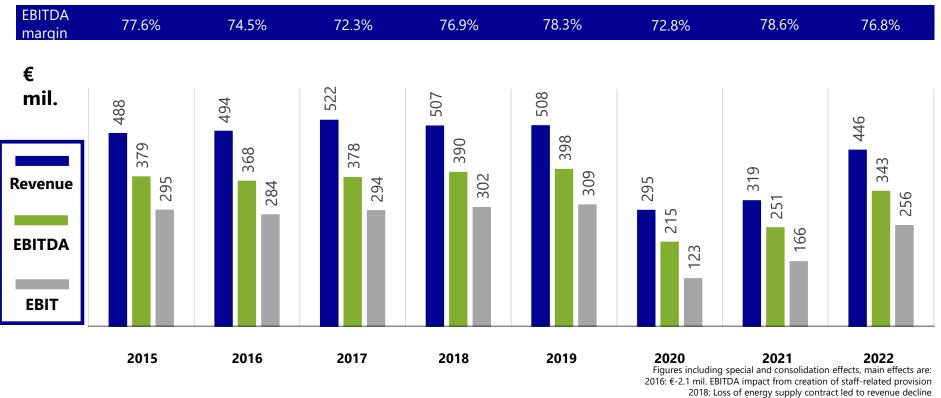
Charges

Figures include reimbursements to airlines based on growth incentives

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

### Segment Retail & Real Estate Key Figures



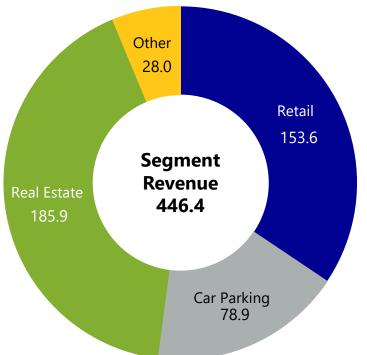


2019: €+12.8 mil. EBITDA from disposal of Energy supply subsidiary, negative Revenue impact of €21.7 mil.

2020: €-16.2 mil. EBITDA impact from staff restructuring provision booked 2021: €-10 mil. EBITDA from COVID-19 easing measures to Retail JV

### Segment Retail & Real Estate Revenue Split

€ mil.





#### Retail

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

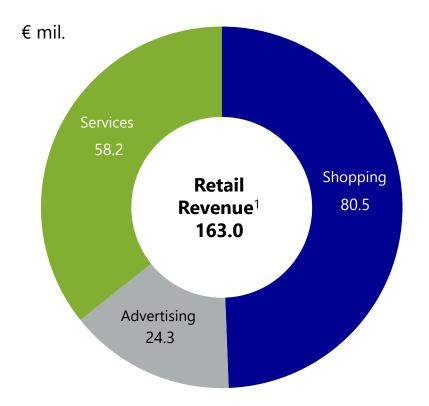
### Car Parking

• Parking charges

#### **Real Estate**

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

### Segment Retail & Real Estate Retail Revenue Split



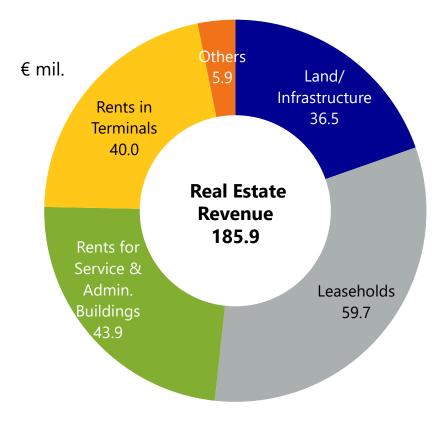


| Retail Segments                               | Outlets <sup>2</sup> |
|---|----------------------|
| Duty Free & Travel Value                      | 20                   |
| Specialty Shops                               | 130                  |
| Food & Beverages <sup>3</sup>                 | 68                   |
| Other Services, e. g. Car Rental <sup>4</sup> | 58                   |

<sup>1</sup> Retail revenue according to old segment structure, including IT services for passengers <sup>2</sup> As of Dec 31, 2022 <sup>3</sup> Including mobile sales units <sup>4</sup> Excluding ATMs

### Segment Retail & Real Estate

### Real Estate Revenue Split





#### Land / Infrastructure

• Energy supply infrastructure

#### Leaseholds

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

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

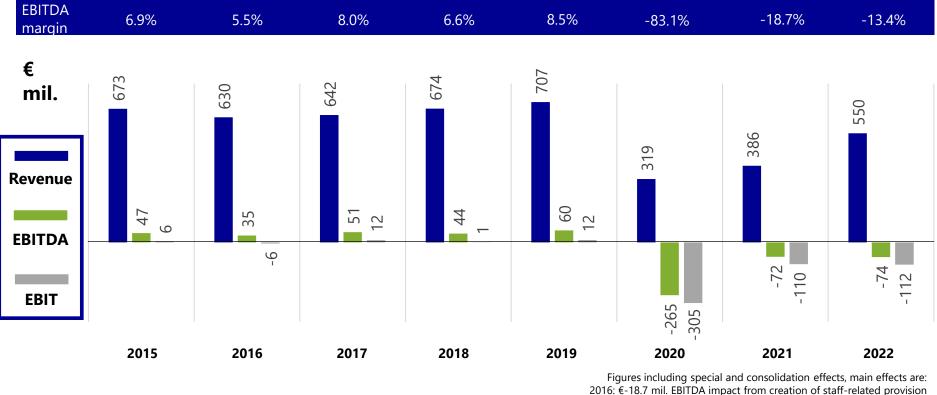
Office buildings, maintenance and apron buildings

#### **Rents from Terminals**

Offices, lounges, storage mainly rented to airlines

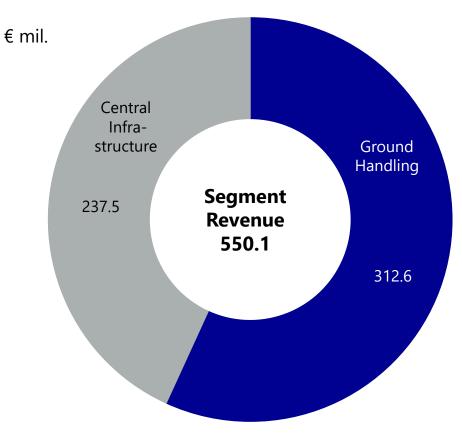
### Segment Ground Handling Key Figures





2020: €-139.8 mil. EBITDA impact from staff restructuring provision booked 2022: €-33.6 mil. EBITDA impact from creation of provision for potential settlement of claims

### Segment Ground Handling Revenue Split





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

- Ramp services
- Passenger services
- Cargo Services

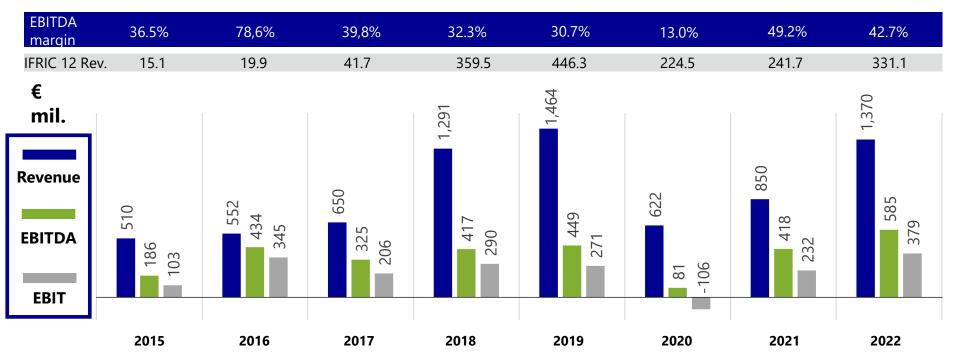
#### **Central Infrastructure charges**

Charges imposed to the airlines for the provision of central ground handling infrastructure facilities such as:

- Baggage conveyor system
- Passenger bridges
- Fresh water / toilet facilities
- 400 Hz ground power facilities

### Segment International Activities & Services Key Figures





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

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

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

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

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

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

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

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

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

### Overview of Major Special Accounting Effects 2021/2022



**2022: Retail & Real Estate** 4Q 22 EUR +18.6mn Other Income: Disposal of Property Development

**Ground Handling** 4Q 22 EUR -33.6mn Other Opex: Provision for poss. settlement of claims

International Activities / Xi'An 2Q 22 EUR +53.7mn Other Income: Gain on Asset Disposal

**International Activities / Fraport Greece** 3Q 22 EUR +23.6 mn Other Income: State Settlement Agreement

**International Activities / Fraport Brasil** 4Q 22 EUR +18.5 mn Other Income: Rebalance Economic Equilibrium

# Financial Result 1Q 22 EUR +20.0mn Result from companies accounted for using the equity method: Xi'An Reversal of Impairment Loss 1Q 22 EUR -48.2mn Other financial result: Write-off Thalita Loan 2Q 22 EUR -115.1mn Other financial result: Write-off Thalita Loan 2Q 22 EUR -16.2mn Interest Expense: Refinancing of Fraport Greece Loan

#### 2021:

**Aviation** 

1Q 21 EUR + 57.8mn Revenue: Settlement Security Dispute 2Q 21 EUR +159.8mn Other Income: State Compensation for Parts of Operating Cost during 1st Lockdown 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 3Q 21 EUR + 2.1mn Other Income: Cancellation Minimum Lease Obligations 4Q 21 EUR +19.2mn 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 3Q 21 EUR + 5.0mn Other Income: Compensation for parts of Losses in 2020

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

2Q 21 EUR +69.7mn Other Income: State Settlement Agreement 3Q 21 EUR +23.0mn Other Income: State Settlement Agreement

#### **International Activities / Fraport Brasil**

4Q 21 EUR +26.5mn Other Income: Rebalance Economic Equilibrium

#### Financial Result

1Q 21 EUR +17.5mn Interest Income: Settlement Security Dispute

Segment International Activities & Services

### *IFRIC 12 Accounting – Exemplary Figures*



| The right of use is                            |  | Financial Position  |                      |
|--|--|---|----------------------|
| The right of use is<br>recognized initially at | Assets   |   | Equity + Liabilities |
| the NPV of the liabilities based on fixed      | "Investments in airport operating project"<br>(Intangible asset item reflects right to run the concession) | <b>340 "Other financial liabilities"</b><br>(NPV of fixed concession obligations) | 340                  |
| concession payments                            | ightarrow Capex in connection with the concession will be added  | ightarrow Accounted for in current and non-current liabilities                    | s                    |

|  | P&L                 |     |   |  |  |  |  |  |  |
|--|---------------------|-----|---|--|--|--|--|--|--|
| IFRIC 12 shifts fixed concession payments    | Revenues            | +30 | Revenues from IFRIC 12 are consistent with construction costs under the                     |  |  |  |  |  |  |
|  | - Cost of Materials | -30 | concession agreement reported in cost of materials (no margin considered)                   |  |  |  |  |  |  |
|  | EBITDA              | 0   |   |  |  |  |  |  |  |
| from cost of materials into D&A and Interest | - D&A               | -10 | Asset item divided by duration of initial concession period (straight-line D&A)             |  |  |  |  |  |  |
| Expenses (non-cash)                          | EBIT                | -10 |   |  |  |  |  |  |  |
|  | - Interest expenses | -12 | NPV adjustment of concession liabilities to derive value at t+1 (value is reduced annually) |  |  |  |  |  |  |
|  | Group Result        | -22 |   |  |  |  |  |  |  |

| IFRIC 12 shifts fixed                  |                      |     | Cash Flow   |
|--|----------------------|-----|---|
| concession payments<br>out of OCF into | Operating Cash Flow  | 0   |   |
| Investment Cash Flow                   | Investment Cash Flow | -45 | Accounts for capex in the infrastructure and annual fixed concession payments |

### Segment International Activities & Services

### Performance of Major Investments



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

| € million                              | Share in<br>% |       | I     | Revenue <sup>1)</sup> |       |       | EBITDA |       |       | EBIT  |      |       | Result |
|--|---------------|-------|-------|-----------------------|-------|-------|--------|-------|-------|-------|------|-------|--------|
|  |               | 2022  | 2021  | Δ%                    | 2022  | 2021  | Δ%     | 2022  | 2021  | Δ%    | 2022 | 2021  | Δ%     |
| Fraport USA                            | 100           | 103.4 | 67.9  | +52.3                 | 49.6  | 57.3  | -13.4  | 4.8   | 20.7  | -76.8 | -1.8 | 8.5   | _      |
| Fraport Slovenija                      | 100           | 33.9  | 21.7  | +56.2                 | 7.6   | 7.7   | -1.3   | -2.7  | -3.0  | +10.0 | -2.6 | -2.6  | 0.0    |
| Fortaleza + Porto Alegre <sup>2)</sup> | 100           | 90.0  | 68.3  | +31.8                 | 60.1  | 40.1  | +49.9  | 28.8  | 17.6  | +63.6 | -3.5 | -16.5 | +78.8  |
| Lima                                   | 80,01         | 590.1 | 345.2 | +70.9                 | 100.2 | 54.7  | +83.2  | 83.4  | 39.8  | > 100 | 37.2 | 11.2  | > 100  |
| Fraport Greece <sup>3)</sup>           | 65            | 443.8 | 255.4 | +73.8                 | 271.7 | 206.4 | +31.6  | 208.5 | 144.0 | +44.8 | 69.9 | 24.7  | > 100  |
| Twin Star                              | 60            | 43.5  | 29.3  | +48.5                 | 19.3  | 15.1  | +27.8  | 8.6   | 3.8   | > 100 | 4.2  | 0.9   | > 100  |

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

| € million | Share in<br>%       |       | 1     | Revenue <sup>1)</sup> |       |       | EBITDA |       |      | EBIT  |       |      | Result |
|-----------|---------------------|-------|-------|-----------------------|-------|-------|--------|-------|------|-------|-------|------|--------|
|           |                     | 2022  | 2021  | Δ%                    | 2022  | 2021  | Δ%     | 2022  | 2021 | Δ%    | 2022  | 2021 | Δ%     |
| Antalya   | 51/50 <sup>4)</sup> | 396.6 | 266.6 | +48.8                 | 323.0 | 202.7 | +59.3  | 208.3 | 92.1 | > 100 | 119.6 | 33.4 | > 100  |

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

1) Revenue adjusted for IFRIC 12: Lima 2022: €277.9 million (2021: €154.9 million); Fraport Greece 2022: €433.5 million (2021: €225.5 million);

Fortaleza + Porto Alegre: 2022: €81.3 million (2021: €46.8 million); Antalya 2022: €388.8 million (2021: €247.7 million).

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

3) The Group companies 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 %.



### Performance of Major Investments (vs. pre-pandemic levels)

| Greece € mil.                  | 22 FY | 19 FY |
|--------------------------------|-------|-------|
| Revenue                        | 444   | 463   |
| Revenue w/o IFRIC 12           | 434   | 297   |
| - Airport Charges <sup>1</sup> | 348   | 246   |
| - Retail                       | 54    | 25    |
| - Other                        | 32    | 26    |
| Total Revenue                  | 468   | 464   |
| Opex (ex. IFRIC 12)            | 186   | 127   |
| EBITDA                         | 272   | 170   |

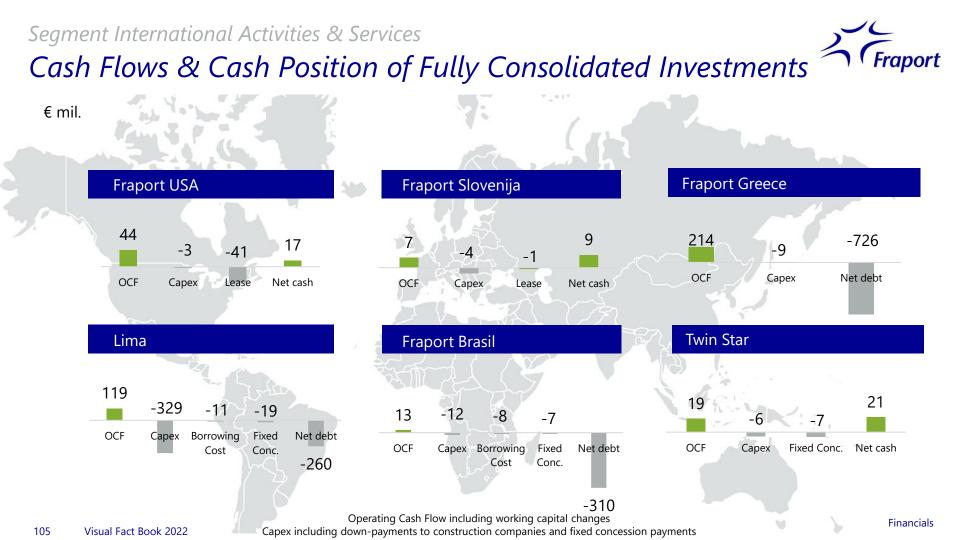
| Twin Star € mil.     | 22 FY | 19 FY |
|----------------------|-------|-------|
| Total Revenue        | 44    | 64    |
| Revenue w/o IFRIC 12 | 44    | 64    |
| - Airport Charges    | 25    | 40    |
| - Retail             | 7     | 8     |
| - Other              | 12    | 16    |
| Opex (ex. IFRIC 12)  | 24    | 30    |
| EBITDA               | 19    | 34    |

| Brasil € mil.        | 22 FY | 19 FY |
|----------------------|-------|-------|
| Revenue              | 90    | 283   |
| Revenue w/o IFRIC 12 | 81    | 93    |
| - Airport Charges    | 45    | 59    |
| - Retail             | 15    | 14    |
| - Other              | 21    | 20    |
| Total Revenue        | 114   | 287   |
| Opex (ex. IFRIC 12)  | 46    | 57    |
| EBITDA               | 60    | 40    |

| Lima € mil.          | 22 FY | 19 FY |
|----------------------|-------|-------|
| Total Revenue        | 590   | 445   |
| Revenue w/o IFRIC 12 | 278   | 347   |
| - Airport Charges    | 162   | 192   |
| - Retail             | 38    | 66    |
| - Other              | 78    | 89    |
| Opex (ex. IFRIC 12)  | 178   | 220   |
| EBITDA               | 100   | 136   |

| Ljubljana € mil.     | 22 FY | 19 FY |
|----------------------|-------|-------|
| Revenue              | 34    | 45    |
| Revenue w/o IFRIC 12 | 34    | 45    |
| - Airport Charges    | 14    | 21    |
| - Retail             | 2     | 3     |
| - Other              | 18    | 21    |
| Total Revenue        | 34    | 47    |
| Opex (ex. IFRIC 12)  | 27    | 31    |
| EBITDA               | 8     | 16    |

| Antalya € mil.       | 22 FY | 19 FY |
|----------------------|-------|-------|
| Total Revenue        | 397   | 401   |
| Revenue w/o IFRIC 12 | 389   | 399   |
| - Airport Charges    | 230   | 261   |
| - Retail             | 144   | 124   |
| - Other              | 15    | 14    |
| Opex (ex. IFRIC 12)  | 67    | 64    |
| EBITDA               | 323   | 337   |





esg **Contents** 



Environmental: CO2, Air Quality & Noise



Social: Employee satisfaction, Diversity, Regional engagement

Governance: Executive & Supervisory boards, AGM



Strong Focus on Sustainable Development and Annual Reporting of ESG Performances

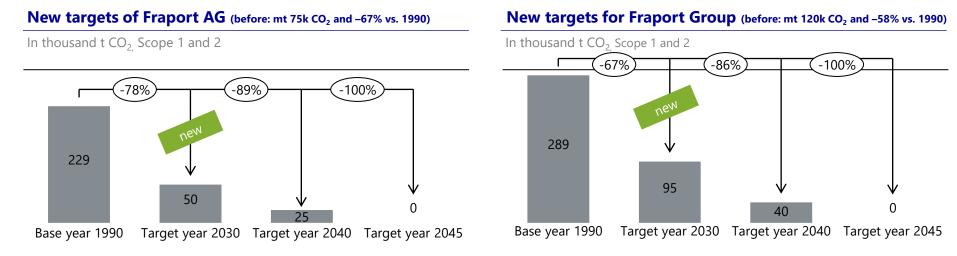
Environmental and Social **Risk Assessment** embedded in Corporate Strategy

Management Remuneration also linked to ESG components

### Our contribution to a climate-neutral Europe



We want to meet people's need for mobility without placing an additional burden on the environment. We are working at full speed to achieve this. Climate protection is one of the most urgent tasks facing the entire aviation industry. That is why we have once again tightened our CO<sub>2</sub> targets for 2030 in 2022.



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

ESG





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



## ESG New Frankfurt PV Plant





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

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

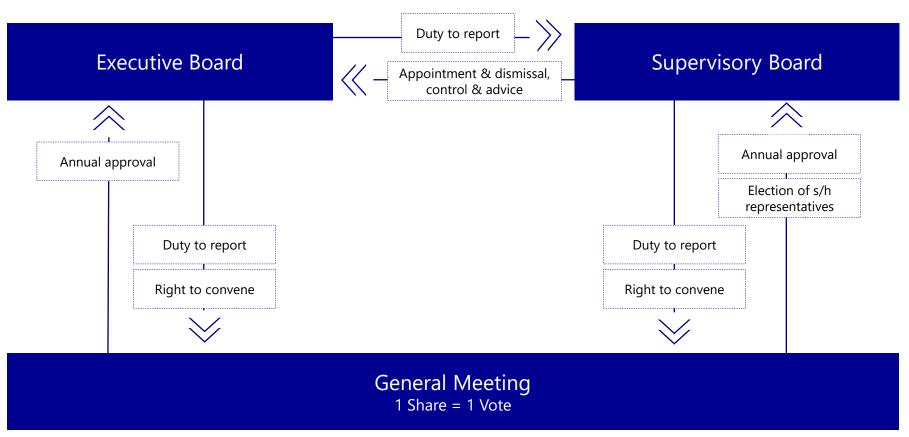
esg **Diversity** 



| Female Quota      | Women in Mgmt<br>in Germany (Levels 1 and 2) | Disabilities      |      |
|-------------------|--|-------------------|------|
| 26.6 %            | 27.1 %                                       | 5.8 %             |      |
| +0.3 PP           | +1.2 PP                                      | -0.1 PP           |      |
| Average Age       | Foreigners<br>in Germany                     | Trainees          |      |
| <b>45.3</b> years | <b>26.4 %</b>                                | <b>280</b> -11.7% | hand |
|                   |  |                   | 4    |

## *ESG* 2-Tier Board Governance Structure





## ESG Executive Board





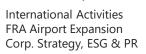
Dr. Matthias Zieschang

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

CEO

Dr. Stefan Schulte



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



Anke Giesen

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

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



Dr. Pierre Dominique Prümm

FRA Infrastructure Mgmt

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



Julia Kranenberg

FRA Ground Handling FRA HR

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

#### ESG

## **Executive Board Remuneration**



| Component          | Remuneration system   |
|--------------------|---|
|                    | Non-performance-related components  |
| Fixed compensation | <ul> <li>Base salary</li> <li>Annual adequacy review</li> </ul>   |
| Ancillary benefits | <ul> <li>Private use of a company car with optional driver services</li> <li>Making use of Fraport AG's VIP service free of charge for private matters for lifetime and accompanied by family members</li> <li>Manager check-up</li> <li>Payment of half of the total contributions toward their pension insurance</li> <li>Contribution to statutory or private medical and health care insurance in line with legal provisions</li> </ul> |
|                    | Performance-related components  |

### 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

| Performance-related components                         |   |  |  |  |  |  |  |  |
|--|---|--|--|--|--|--|--|--|
|  |   |  |  |  |  |  |  |  |
| Short-term performance related remuneration<br>(bonus) | <ul> <li>Design of the bonus as a market standard target bonus system         <ul> <li>60% EBITDA</li> <li>40% ROFRA</li> </ul> </li> <li>Limit at 150 % of the target amount</li> <li>Modifier (0,9–1,1) to assess the collective performance of the Executive Board and environmental, social and governance goals (ESG)</li> </ul> |  |  |  |  |  |  |  |
| Long-term performance related remuneration<br>(PSP)    | <ul> <li>Four-year period</li> <li>Limit at 150% of the assignment value</li> <li>Performance criteria:         <ul> <li>70% Earnings per Share (EPS)</li> <li>30% relative Total Shareholder Return (TSR) compared to MDAX</li> </ul> </li> </ul>  |  |  |  |  |  |  |  |

## ESG Executive Board Remuneration



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

## ESG Supervisory Board Remuneration



Non-performance related components





2022 Total Board Remuneration was ~€1,336k, o/w Chairman received €133k and Vice Chairman €80k (Vice Chairman since May 1<sup>st</sup>, 2022)

## ESG Supervisory Board



#### SH-representatives

Mr. Michael Boddenberg, Chair State representative, Born 1959

Mr. Dr. Bastian Bergerhoff City representative, Born 1968

Ms. Sonja Wärntges Independent, Born 1967

Mr. Peter Feldmann (till Nov. 11, 2022) City representative, Born 1958

Mr. Peter Gerber Lufthansa representative, Born 1964

Ms. Dr. Margarete Haase Independent, Born 1953

**Mr. Frank-Peter Kaufmann** State representative, Born 1948

Mr. Lothar Klemm State representative, Born 1949

Mr. Michael Odenwald State representative, Born 1958

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

Mr. Mathias Venema, Vice Chair Born 1972

> Ms. Devrim Arslan Born 1977

> > Ms. Ines Born Born 1989

Mr. Hakan Bölükmese Born 1976

> Mr. Hakan Cicek Born 1973

Ms. Karin Knappe Born 1975

Mr. Dr. Ulrich Kipper Born 1960

Ms. Ramona Lindner Born 1975

Ms. Matthias Pöschko Born 1973

> Mr. Qadeer Rana Born 1983

German Law for Legal Form of Fraport Parent Company stipulates **20 Board members** 

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

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

30% Female Quota

**15% Independent members** 

ESG



# Supervisory Board Meeting Attendance

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

| Member of the Supervisory Board           | Supervisory Board | Finance and audit  | Investment and capital | Human resources    | Executive          | Committee in accordance with Section 27 of | Nomination         |
|---|-------------------|--------------------|------------------------|--------------------|--------------------|--|--------------------|
|   |                   | committee          | expenditure committee  | committee          | committee          | the MitbestG (Mediation committee)         | committee          |
| Michael Boddenberg (Chair)                | 6 / 6 (100%)      |                    |                        |                    | 3 / 3 (100%)       | - / -                                      | 1 / 1 (100%)       |
| Claudia Amier (until 30.04.2022)          | 1 / 1 (100%)      | 2 / 2 (100%)       |                        |                    | 1 / 1 (100%)       | - / -                                      |                    |
| Devrim Arslan                             | 6 / 6 (100%)      |                    |                        | 3 / 3 (100%)       | 3 / 3 (100%)       |  |                    |
| Uwe Becker (until 24.05.2022)             | 2 / 2 (100%)      |                    | 0 / 1 (0%)             |                    | 0 / 1 (0%)         |  | 1 / 1 (100%)       |
| Dr. Bastian Bergerhoff (since 24.05.2022) | 4 / 4 (100%)      |                    | 4 / 5 (80%)            |                    | 1 / 2 (50%)        |  | -/-                |
|   |                   |                    | (since 27.06.2022)     |                    | (since 27.06.2022) |  | (since 27.06.2022) |
| Ines Born (since 19.07.2022)              | 1 / 3 (33,33%)    |                    |                        |                    |                    |  |                    |
| Hakan Bölükmese                           | 6 / 6 (100%)      |                    | 3 / 3 (100%)           | 3 / 3 (100%)       | 2 / 2 (100%)       | - / -                                      |                    |
|   |                   |                    | (until 27.06.2022)     |                    | (since 27.06.2022) | (since 27.06.2022)                         |                    |
| Hakan Cicek                               | 6 / 6 (100%)      | 7 / 7 (100%)       |                        |                    |                    |  |                    |
| Yvonne Dunkelmann (until 10.02.2022)      | -/-               |                    |                        |                    |                    |  |                    |
| Peter Feldmann                            | 4 / 6 (66.67%)    |                    |                        |                    |                    |  |                    |
| Peter Gerber                              | 5 / 6 (83.33%)    |                    |                        |                    |                    |  |                    |
| Dr. Margarete Haase                       | 6 / 6 (100%)      | 7 / 7 (100%)       |                        |                    | 3 / 3 (100%)       |  | 1 / 1 (100%)       |
| Frank-Peter Kaufmann                      | 6 / 6 (100%)      |                    | 8 / 8 (100%)           | 3 / 3 (100%)       | 3 / 3 (100%)       |  |                    |
| Dr. Ulrich Kipper                         | 6 / 6 (100%)      | 7 / 7 (100%)       | 1 / 1 (100%)           |                    |                    |  |                    |
|   |                   |                    | (since 30.09.2022)     |                    |                    |  |                    |
| Lothar Klemm                              | 6 / 6 (100%)      | 7 / 7 (100%)       | 8 / 8 (100%)           |                    |                    | -/-  |                    |
| Karin Knappe (since 08.06.2022)           | 4 / 4 (100%)      |                    | 5 / 5 (100%)           | 1 / 1 (100%)       |                    |  |                    |
|   |                   |                    | (since 27.06.2022)     | (since 27.06.2022) |                    |  |                    |
| Ramona Lindner (since 16.02.2022)         | 6 / 6 (100%)      |                    | 7 / 8 (87.50%)         |                    |                    |  |                    |
| Mira Neumaier (until 30.06.2022)          | 3 / 3 (100%)      |                    | 0 / 3 (0%)             |                    |                    |  |                    |
| Michael Odenwald                          | 6 / 6 (100%)      | 7 / 7 (100%)       |                        | 3 / 3 (100%)       |                    |  |                    |
| Matthias Pöschko                          | 5 / 6 (83.33%)    |                    | 8 / 8 (100%)           |                    | 3 / 3 (100%)       |  |                    |
| Qadeer Rana                               | 6 / 6 (100%)      | 7 / 7 (100%)       |                        | 3 / 3 (100%)       |                    |  |                    |
| Mathias Venema (Vice-Chair)               | 6 / 6 (100%)      | 3 / 3 (100%)       |                        | 2 / 2 (100%)       | 3 / 3 (100%)       | - / -                                      |                    |
|   |                   | (since 27.06.2022) |                        | (until 27.06.2022) |                    |  |                    |
| Sonja Wärntges                            | 5 / 6 (83.33%)    | 7 /7 (100%)        |                        | 3 / 3 (100%)       |                    |  |                    |
| Prof. DrIng. Katja Windt                  | 5 / 6 (83.33%)    |                    | 6 / 8 (75%)            | 2 / 3 (66.67%)     |                    |  |                    |

esg Ratings











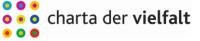


Bundesverband Materialwirtschaft, Einkauf und Logistik e.V.





EMAS GEPRÜFTES UMWELTMANAGEMENT DE-125-00032



Mitglied in der hessischen Initiative Beruf und Pflege vereinbaren



See Indices & Ratings

# Major ESG Ratings

MSCI RATING ACTION DATE: March 29, 2022 Last Update: 07.03.2023

Sustainalytics Updated: 23.11.2022

ESG

**ISS ESG** December 2022

FTSE ESG Rating September 19, 2022 Rating scale CCC to AAA

Score: AA

Score: 12.8 ESG Risk Rating: Low Risk

Score: C+ (Prime status) Rating scale D- to A+

> Score: 3.4 Rating scale 0 to 5









# 8 Share & IR

Share & IR **Key Data** 

ISIN:

Share symbol:

Class of share:

Capital stock (acc. to IFRS):

Calculated par value per share:

Number of floating shares on Dec. 31, 2022<sup>1</sup>:

Listing:

Sustainability Share Indices:

IPO:

Placement price:

DE0005773303

FRA GR (Bloomberg) FRAG.DE (Reuters)

Ordinary bearer shares with a notional par value of  $\in$  10.00 each

€ 924.7 million

€ 10.00

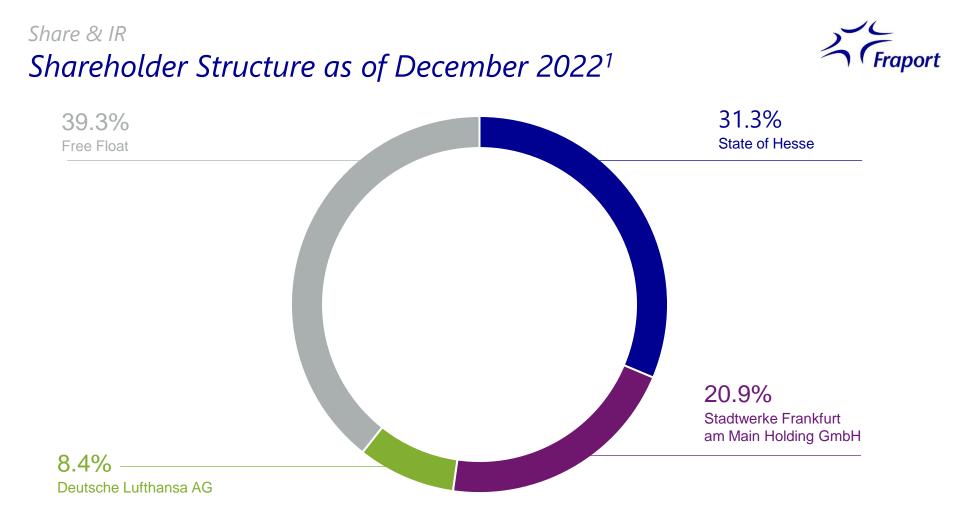
92,391,339

Frankfurt Stock Exchange – official trading (Prime Standard), MDAX<sup>2</sup>

FTSE4Good Index, Germany Ethik 30 Stock Index June 11, 2001 € 35.00

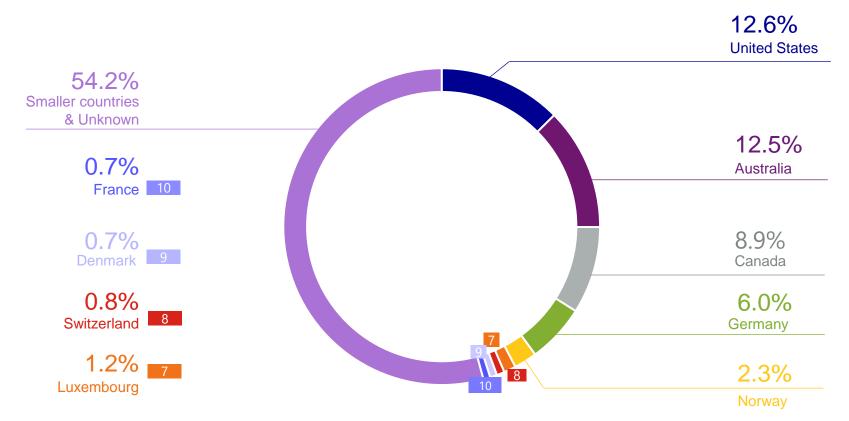
<sup>1</sup> Total number of shares less treasury shares <sup>2</sup> Index of Deutsche Börse for mid caps from classic sectors





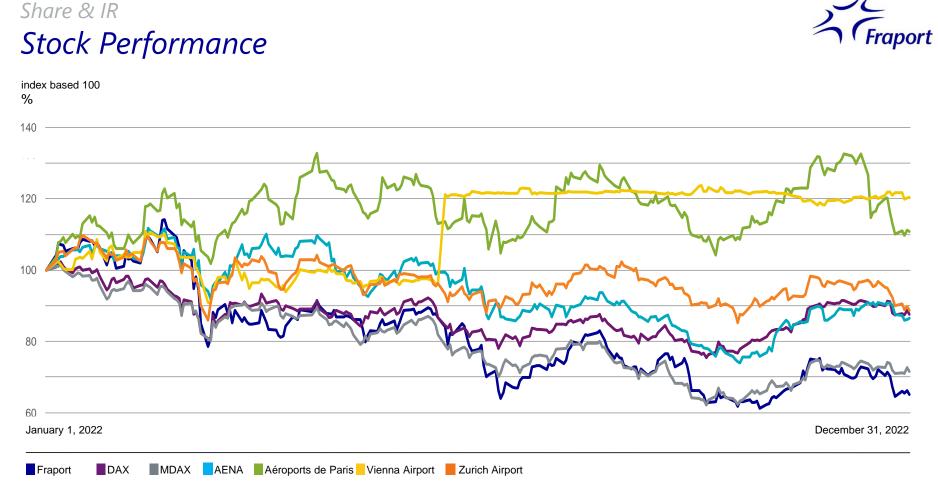
## Share & IR Geographical Split of Free Float<sup>1</sup>





<sup>1</sup> Free Float without State of Hesse, Stadtwerke Frankfurt, Lufthansa & treasury shares.

Holdings held by different subsidiaries were not pooled. Source: Public Filings, Bloomberg, January 2023



## Share & IR Historic Figures



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

126 Visual Fact Book 2022

<sup>1</sup> Proposed dividend for 2022 fiscal year, payout ratio EPS, not Group result <sup>2</sup> W/o treasury shares

## Share & IR 2023 Dates





## Share & IR Contacts





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

Florian Fuchs f.fuchs@fraport.de Head of IR I +49 (0)69 690 74844 Svenja Ebeling s.ebeling@fraport.de Assistance I +49 (0)69 690 74842



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



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



Lara Tress-Schilling I.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



