## INFORMATION ON FRAPORT AND MARKET

### 2 Fraport at a Glance
- Features of Fraport Group
- History of Fraport AG
- Fraport Activities Worldwide
- Traffic Figures of Fraport Group
- Group Traffic Figures 2011
- Portfolio 2011
- Financial Performance

### 3 Main Hub Frankfurt Airport
- Market Attractiveness of FRA
- Passenger Development since 1980: CAGR +3.8%
- Top 30 Passenger Airports in the World
- Top 30 Cargo Airports in the World
- Traffic Split and Growth 2011
- Passenger Development by Regions
- Passengers by Region 2011
- Hub and Spoke System
- FRA has the highest Transfer Rate in Europe
- Shares of Aircraft Types by Movements 2011
- Growth due to efficient Use of existing Infrastructure
- Traffic Shares by Airline Groupings 2011
- Originating Passenger Split
- Intercontinental Traffic is concentrated in Frankfurt
- High Purchasing Power around FRA
- Largest German Companies within Catchment Area
- Biggest Catchment Area of all European Hubs
- Slot Capacity of European Hub Airports
- Traffic focusing on Mega Hubs in Europe
- FRA has the most Destinations
- Passengers per Passenger Flights
- FRA with high Market Shares on profitable Routes

### 38 Expansion at FRA
- Air Traffic grows stronger than World Economy
- Focus on intercontinental Routes in Europe
- Air Traffic will boost in BRIC Countries
- Construction Areas – Capex 2007 to 2015 – €7bn
- Five Challenges for existing Terminals
- Main Projects deal with five Challenges
- Process for Runway Northwest and Terminal 3
- New Runway Construction 2009 – 2011
- Expected Capacity Development until – 2015
- Slot Allocation in Summer Schedule 2012
- The new Pier A-Plus – Features & Time Schedule
- Terminal 3 – Latest Terminal Layout
- Terminal 3 – Features & Time Schedule

### 52 Group Financials & Segments
- Key Figures
- Segment Split of Revenue and EBITDA FY 2011
- Possible Segment Split of EBITDA by 2015
- Balance Sheet
- Maturity Profile & Cash Position I
- Maturity Profile & Cash Position II
- Fraport Value Management

### 60 Aviation
- Segment Structure
- Key Figures
- Airport Charges growing to support Expansion
- Segment Revenue Split 2011
- Components of regulated Airport Charges
- Single and Dual Till/Regulation in EU

### 67 Retail & Real Estate
- Segment Structure

### 68 Map of Frankfurt Airport Property
- Map of Frankfurt Airport Property
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Information on Fraport and Market

Fraport at a Glance
Fraport at a Glance
Features of Fraport Group

- Fraport AG – Frankfurt Airport Services Worldwide –
  based in Frankfurt/Main, Germany
- Owns and operates Frankfurt Airport, Germany’s biggest hub
  airport as well as other airports around the world
- IPO in June 2001
- 180.8 million passengers at all airports of Fraport Group in 2011
  – 96.6 million passengers at majority holdings
  – 84.1 million passengers at minority holdings¹
  airports with management contracts
  – The Fraport Group employs 20,595¹ people,
    thereof 18,391 in Germany
- Fraport generated revenue of € 2.4 bn.,
  EBITDA of €802 million in 2011, net income € 251 million²

¹) As of December 31, 2011 (employees on temporary leave and business net included)
²) Rounded figures

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Slide 4  Visual Fact Book Full Year 2011

Fraport at a Glance
History of Fraport AG

1924 Opening of the Airfield at the Rebecko Site, Frankfurt, operated by the
Südwestdeutsche Luftverkehr AG
1936 Start-up of flight operations at the site of today’s FRA
1939-1945 World War II: Construction of first runway
1945 End of World War II: 77% of the airport destroyed, US Troops took over control
1949 Second Runway (South) constructed in less than a year during the Berlin airlift
1954-1955 Foundation of Flughafen Frankfurt/Main AG - Resumption of civil
aviation services
1972 Inauguration of Terminal 1
1984 Third Runway (West) goes into service
1994 Inauguration of Terminal 2
2001 Initial Public Offering; new company name “Fraport AG”
1997 until today Focus on internationalisation; Acquisition of Hanover, Delhi, Antalya, Lima,
Vienna & Bangor, Xi’an, Saint Petersburg; Management
Contracts with Riyadh & Jeddah, Cairo, Dakar
2008 Construction start of the A-Plus Pier
2009 Construction start of the Runway Northwest
2011 Inauguration of the Runway Northwest
2012 Inauguration of the Pier A-Plus
Fraport at a Glance
Fraport Activities Worldwide

Fraport at a Glance
Traffic Figures of Fraport Group
Slide 7  Visual Fact Book Full Year 2011

Fraport at a Glance
Group Traffic Figures 2011

<table>
<thead>
<tr>
<th>in ’000</th>
<th>Fraport Share</th>
<th>Passengers</th>
<th>Change in %</th>
<th>Cargo</th>
<th>Change in %</th>
<th>Movements</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frankfurt</td>
<td>100%</td>
<td>56,435</td>
<td>6.5</td>
<td>2,215</td>
<td>-2.6</td>
<td>487</td>
<td>4.9</td>
</tr>
<tr>
<td>Antalya(^1)</td>
<td>51%</td>
<td>24,964</td>
<td>12.7</td>
<td>n. a.</td>
<td>n. a.</td>
<td>164</td>
<td>11.1</td>
</tr>
<tr>
<td>Lima</td>
<td>70%(^2)</td>
<td>11,796</td>
<td>14.7</td>
<td>287</td>
<td>5.5</td>
<td>135</td>
<td>12.1</td>
</tr>
<tr>
<td>Burgas</td>
<td>60%</td>
<td>2,253</td>
<td>19.0</td>
<td>6</td>
<td>6.0</td>
<td>19</td>
<td>21.3</td>
</tr>
<tr>
<td>Varna</td>
<td>60%</td>
<td>1,182</td>
<td>-3.7</td>
<td>&lt; 1</td>
<td>-47.3</td>
<td>11</td>
<td>-10.4</td>
</tr>
<tr>
<td>St. Petersburg</td>
<td>35.5%</td>
<td>9,611</td>
<td>13.8</td>
<td>n. a.</td>
<td>n. a.</td>
<td>116</td>
<td>14.2</td>
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<td>Hanover</td>
<td>30%</td>
<td>5,341</td>
<td>5.5</td>
<td>17</td>
<td>7.1</td>
<td>81</td>
<td>6.5</td>
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<tr>
<td>Xi’an</td>
<td>24.5%</td>
<td>21,163</td>
<td>17.5</td>
<td>173</td>
<td>9.2</td>
<td>183</td>
<td>13.6</td>
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<tr>
<td>Delhi</td>
<td>10%</td>
<td>35,002</td>
<td>22.7</td>
<td>594</td>
<td>0.0</td>
<td>311</td>
<td>16.7</td>
</tr>
<tr>
<td>Cairo(^3)</td>
<td>13,022</td>
<td>-19.3</td>
<td>281</td>
<td>-9.5</td>
<td>130</td>
<td>-16.3</td>
<td></td>
</tr>
<tr>
<td>Group total(^4)</td>
<td>180,771</td>
<td>9.7</td>
<td>3,573</td>
<td>-1.6</td>
<td>1,637</td>
<td>7.7</td>
<td></td>
</tr>
</tbody>
</table>

\(^1\) Equity Share 50%/voting rights 61%; proportionate consolidation
\(^2\) 80.3%
\(^3\) Management contract
\(^4\) Management contract Saudi Arabia and Dakar not included

Slide 8  Visual Fact Book Full Year 2011

Fraport at a Glance
Portfolio 2011\(^1\)

<table>
<thead>
<tr>
<th>Revenue</th>
<th>€ 2,371.2 mil.</th>
<th>Net Income</th>
<th>€ 250.8 mil.</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>€ 802.3 mil.</td>
<td>EPS</td>
<td>€ 2.62</td>
</tr>
<tr>
<td>EBIT</td>
<td>€ 496.6 mil.</td>
<td>Employees(^2)</td>
<td>20,595</td>
</tr>
</tbody>
</table>

Aviation
Dr. Stefan Schulte
(CEO)

- Runway and terminal operations
- Expansion
- Security

Revenue | € 774.9 mil. | EBITDA | € 107.9 mil. | EBIT | € 96.1 mil. | Employees\(^2\) | 6,068

Retail & Real Estate
Herbert Mai
(CHRO)\(^3\)

- Retail management
- Property management
- Car parking

Revenue | € 444.7 mil. | EBITDA | € 305.3 mil. | EBIT | € 232.1 mil. | Employees\(^2\) | 596

Ground Handling
Peter Schmitz
(COO)

- Ramp services
- Passenger services
- Baggage handling
- Cargo services

Revenue | € 660.5 mil. | EBITDA | € 54.5 mil. | EBIT | € 20.3 mil. | Employees\(^2\) | 8,609

External Activities
& Services
Dr. Matthias
Zieschang (CFO)

- Global investments and management
- Facility management
- IT
- Corporate Infrastructure Management

Revenue | € 496.1 mil. | EBITDA | € 254.7 mil. | EBIT | € 146.1 mil. | Employees\(^2\) | 5,012

\(^1\) Figures after special items, off affects/consolidation effects
\(^2\) As of December 31, 2011 (employees on temporary leave and trainees not included)
\(^3\) Executive Shareholder Relations
Information on Fraport and Market

Corporate Strategy
Frąport at a Glance
Our Strategy – Agenda 2015

Taking Advantage of
Growth Opportunities

Improving Profitability
Increasing Customer Satisfaction
Ensuring Sustainability
Implementing Investments

Frąport at a Glance
Agenda 2015 – Achievements so far

Implementing Investments
• Opening of new Runway Northwest
• Redevelopment of Pier B, Terminal 1
• Capex financing 100% secured

Improving Profitability
• Important increase in airport capacity through new runway
• Long-term agreement on airport charges with airlines (until 2015)
• Long-term agreement with Lufthansa in Ground Handling (until 2018)
• Creation of competitive structures in ground services
• Program to increase efficiency and create lean corporate structures (Fitness@Frąport2011)

Increasing Customer Satisfaction
• New business unit “Customer management”
• Implementation of the strategic service program “Great to have you here”, focusing on four main topics: quick and comfortable travel, shopping and experience, pleasant surroundings and friendly attention
• Overall customer satisfaction rises to 77% satisfied customers in 2011 (from 76% in 2010)*
• International benchmarking also shows Frąport’s improvements in passenger satisfaction

Ensuring Sustainability
• Active noise abatement program in cooperation with airlines, German ATC authorities and neighboring municipalities
• Introduction of a materiality matrix and a sustainability program
• Group-wide relaunch of our well-tested values management and whistle-blower systems
• Repeated listing in sustainability indices
• Sustainable design for all new buildings
• Rise in employee satisfaction and attendance rate
• Sustainability board on top management level

* Satisfied customers: Customers who evaluated their overall satisfaction with the grades 1 or 2 (scale 1-6, 1 being the best grade) in Frąport’s passenger survey
Fraport at a Glance
Agenda 2015 – Achievements so far II

**Taking Advantage of Growth Opportunities**

**Retail**
- Retail revenue per passenger rises to €3.17 in 2011
- Several new contracts and concepts in Terminal 1 and 2

**Real Estate**
- Commercialization of “Mönchhof Site” and “Gateway Gardens”
- Start of construction work for new Fraport corporate office building
- Development of Airport City: Opening of “The Square”

**External Activities**
- Fraport AG holds shares or management contracts in 13 airports on four continents
- Public Private Partnership contract with Saint Petersburg (Pulkovo) airport
- EBITDA €2.0 Mio. from consolidated airports in 2011*
- Expansion/FRA North
- New Runway Northwest in operation for landings since October 21st 2011
- Increase in aircraft stands in the south of the airport, new taxiways and new facility for test runs of propulsion units
- Start of construction works for apron of new Terminal 3

* Resulting from the 3 majority stakes: Antalya, Lima, Varna & Burgas after consolidation

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Fraport at a Glance
Agenda 2015 – Outlook

**Improving Profitability**
- Further increase in airport shopping facilities and retail revenue (target: 4 €/passenger)
- Development of external business
- Further development of Airport City
- Implementation of human resource strategy

**Increasing Customer Satisfaction**
- Strategic service goal: ≥ 80% satisfied customers by 2015*

**Ensuring Sustainability**
- Sooner refunding of measures for passive noise protection for residents in affected communities
- Measurement of further reduction in carbon dioxide emissions at FRA, therefore introduction of a CO₂ controlling
- Energy-efficient construction of Terminal 3
- Increased employment of electric vehicles
- Advancement of leadership skills and increase in the percentage of women in leading positions
- Gradual implementation of stationary aircraft climatisation supply (PCA) in new terminal buildings

* Satisfied customers: Customers who evaluated their overall satisfaction with the grades 1 or 2 (scale 1-6, 1 being the best grade) in Fraport’s passenger survey

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**Taking Advantage of Growth Opportunities**

**Retail**
- New Shopping Center Pier A-Plus in Terminal 1 (12,000 sqm retail area, opening 2012)
- New shopping facilities in Terminal 3 (Opening scheduled for end of 2015/beginning 2017)
- New shopping facilities in new Pier C in Terminal 1

**Real Estate**
- Commercialization of the expansion of “Cargo City South”
- Further marketing of “Mönchhof Site” and “Gateway Gardens”

**External Activities**
- Further development of external business (focus on South America and Asia)

**Expansion/FRA North**
- New Pier A-Plus, Terminal 1 (capacity 6 mill. passengers/year, opening 2012)
- New Terminal 3 (Opening scheduled for end of 2016/beginning 2017)
- Rebuilding of Pier C, Terminal 1
Main Information on Fraport and Market

Main Hub Frankfurt Airport

Frankfurt Airport – Features of FRA
Market Attractiveness of FRA

Biggest Passenger Airport in Germany
- 56.4 mil. passengers in 2011
- 107 airlines fly to 270 destinations in 111 countries
- Star Alliance accounts for 77% of passengers at FRA

One of the leading cargo hubs in Europe
- 2.2 mil. metric tons of freight and mail in 2011
- 30 cargo airlines flying to 84 destinations in 45 countries
- Leading cargo hub – enhances airline yields via belly freight

Europe’s largest catchment area
- 58 million people or 47% of the German population live within a 200km radius from FRA
- 230 Long-distance trains, thereof more than 170 ICE
- 5 mil. passengers per year using the long-distance trains to and from FRA
- More than 200 regional trains per day

Frankfurt Airport – top of the hubs
- Shortest minimum connecting time among major hubs in Europe
- High connectivity with 275 destinations
- Competitive charges compared to other European hubs
- Superior ground handling quality

* Non-stop only
Frankfurt Airport – Features of FRA
Passenger Development since 1980: CAGR +3.8%

Frankfurt Airport – Features of FRA
Top 30 Passenger Airports in the World

<table>
<thead>
<tr>
<th>Passengers 2011*</th>
<th>mil.</th>
<th>Change %</th>
<th>Passengers 2011*</th>
<th>mil.</th>
<th>Change %</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Atlanta</td>
<td>92.4</td>
<td>3.4</td>
<td>16. Bangkok</td>
<td>47.9</td>
<td>12.0</td>
</tr>
<tr>
<td>2. Beijing</td>
<td>77.4</td>
<td>4.7</td>
<td>17. New York JFK</td>
<td>47.9</td>
<td>2.9</td>
</tr>
<tr>
<td>3. London-Heathrow</td>
<td>69.4</td>
<td>5.4</td>
<td>18. Singapore</td>
<td>46.5</td>
<td>10.7</td>
</tr>
<tr>
<td>4. Chicago</td>
<td>66.6</td>
<td>-0.5</td>
<td>19. Las Vegas</td>
<td>41.5</td>
<td>4.3</td>
</tr>
<tr>
<td>5. Tokyo Haneda</td>
<td>62.3</td>
<td>-2.9</td>
<td>20. Shanghai</td>
<td>41.5</td>
<td>2.6</td>
</tr>
<tr>
<td>6. Los Angeles</td>
<td>61.8</td>
<td>4.8</td>
<td>21. San Francisco</td>
<td>40.9</td>
<td>4.2</td>
</tr>
<tr>
<td>7. Paris-Ch. de Gaulle</td>
<td>61.0</td>
<td>4.8</td>
<td>22. Phoenix</td>
<td>40.6</td>
<td>5.2</td>
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<td>8. Dallas-Ft Worth</td>
<td>57.8</td>
<td>1.6</td>
<td>23. Houston</td>
<td>40.2</td>
<td>-2.8</td>
</tr>
<tr>
<td>9. Frankfurt</td>
<td>55.4</td>
<td>6.5</td>
<td>24. Charlotte</td>
<td>39.0</td>
<td>7.4</td>
</tr>
<tr>
<td>10. Hong Kong</td>
<td>53.3</td>
<td>5.9</td>
<td>25. Miami</td>
<td>38.3</td>
<td>7.3</td>
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<td>11. Denver</td>
<td>52.7</td>
<td>0.9</td>
<td>26. Munich</td>
<td>37.8</td>
<td>8.8</td>
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<tr>
<td>12. Jakarta</td>
<td>52.4</td>
<td>19.3</td>
<td>27. Kuala Lumpur</td>
<td>37.7</td>
<td>10.5</td>
</tr>
<tr>
<td>13. Dubai</td>
<td>51.0</td>
<td>8.1</td>
<td>28. Rome</td>
<td>37.7</td>
<td>3.9</td>
</tr>
<tr>
<td>14. Amsterdam</td>
<td>49.8</td>
<td>10.1</td>
<td>29. Istanbul</td>
<td>37.4</td>
<td>16.3</td>
</tr>
<tr>
<td>15. Madrid</td>
<td>49.6</td>
<td>-0.4</td>
<td>30. Sydney</td>
<td>36.0</td>
<td>0.1</td>
</tr>
</tbody>
</table>

* Total passengers explained and explained, passengers in transit counted once. ACI figures, preliminary.
Frankfurt Airport – Features of FRA
Top 30 Cargo Airports in the World

<table>
<thead>
<tr>
<th>Cargo 2011*</th>
<th>metric t</th>
<th>Change</th>
<th>Cargo 2011*</th>
<th>metric t</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>000</td>
<td>%</td>
<td></td>
<td>000</td>
<td>%</td>
</tr>
<tr>
<td>1. Hong Kong</td>
<td>3,968</td>
<td>-4.7</td>
<td>16. London Heathrow</td>
<td>1,569</td>
<td>1.2</td>
</tr>
<tr>
<td>2. Memphis</td>
<td>3,917</td>
<td>0.0</td>
<td>17. Amsterdam</td>
<td>1,550</td>
<td>0.8</td>
</tr>
<tr>
<td>3. Shanghai</td>
<td>3,103</td>
<td>-4.3</td>
<td>18. Chicago</td>
<td>1,506</td>
<td>1.0</td>
</tr>
<tr>
<td>4. Anchorage</td>
<td>2,625</td>
<td>0.5</td>
<td>19. New York-JFK</td>
<td>1,351</td>
<td>0.1</td>
</tr>
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<td>5. Incheon</td>
<td>2,539</td>
<td>-5.4</td>
<td>20. Bangkok</td>
<td>1,322</td>
<td>0.9</td>
</tr>
<tr>
<td>6. Dubai</td>
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<td>21. Indianapolis</td>
<td>908</td>
<td>-4.2</td>
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<td>8. Louisville</td>
<td>2,188</td>
<td>1.0</td>
<td>23. Shenzhen</td>
<td>826</td>
<td>2.1</td>
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<td>9. Paris-Ch. de Gaulle</td>
<td>2,096</td>
<td>-4.0</td>
<td></td>
<td></td>
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<tr>
<td>10. Tokyo Narita</td>
<td>1,945</td>
<td>-10.3</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>11. Singapore</td>
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<td></td>
<td></td>
<td></td>
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<td>12. Miami</td>
<td>1,840</td>
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<td>24. Doha</td>
<td>808</td>
<td>14.2</td>
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<td>13. Los Angeles</td>
<td>1,688</td>
<td>-7.2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>14. Beijing</td>
<td>1,659</td>
<td>7.7</td>
<td>25. Newark</td>
<td>807</td>
<td>-6.0</td>
</tr>
<tr>
<td>15. Taipei</td>
<td>1,527</td>
<td>-7.9</td>
<td>26. Leipzig</td>
<td>744</td>
<td>16.5</td>
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<td></td>
<td></td>
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<td>27. Osaka</td>
<td>743</td>
<td>-2.2</td>
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<td></td>
<td></td>
<td></td>
<td>28. Cologne</td>
<td>726</td>
<td>12.8</td>
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<td></td>
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<td>29. Kuala Lumpur</td>
<td>702</td>
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<td></td>
<td></td>
<td></td>
<td>30. Mumbai</td>
<td>681</td>
<td>1.5</td>
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</tbody>
</table>

* Loaded and unloaded freight and mail, ACI figures, preliminary

Frankfurt Airport – Features of FRA
Traffic Split and Growth 2011

Traffic Share in Frankfurt (Passengers) 12M 11
Change 12M 11 vs. 12M 10

Continental: 62% +11%
W-Europe: 42% +11%
Domestic: 12% +8%
E-Europe: 8% +15%
North America: 14% 0%
Far East: 11% 1%
Middle East: 5% 0%
Latin America: 4% +15%
Intercontinental: 38% 0%
Africa: 4% -5%
Slide 21  Visual Fact Book Full Year 2011

Frankfurt Airport – Features of FRA Passenger Development by Regions

![Map showing passenger development by regions with various regions and their percentage changes.]

<table>
<thead>
<tr>
<th>Region</th>
<th>2011 absolute (in million pax)</th>
<th>Δ %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intercontinental</td>
<td>21.7*</td>
<td>0.3</td>
</tr>
<tr>
<td>South America</td>
<td>1.2*</td>
<td>22.4</td>
</tr>
<tr>
<td>Asia</td>
<td>9.4*</td>
<td>−0.6</td>
</tr>
<tr>
<td>Australia</td>
<td>0.1*</td>
<td>−13</td>
</tr>
</tbody>
</table>

*All values are subject to rounding errors.

Source: Own evaluation of routes, all traffic types.

Slide 22  Visual Fact Book Full Year 2011

Frankfurt Airport – Features of FRA Passengers by Region 2011*

![Map showing passengers by region with various destinations and their passenger numbers.]

*Discrepancies due to rounding possible.

Source: Own Evaluation of routes, All traffic types.

Passenger breakdown:

- Berlin (TXL)
- Hamburg (HAM)
- London (LHR)
- Munich (MUC)
- Vienna (VIE)
- Paris (CDG)
- Madrid (MAD)
- Palma (PMI)
- Rome (FCO)
- Istanbul (IST)
- Chicago (ORD)
- Zurich (ZRH)
- Barcelona (BCN)
- San Francisco (SFO)
- Copenhagen (CPH)
- Amsterdam (AMS)
- Antalya (AYT)
- New York (JFK)
- Dubai (DXB)
- Washington (IAD)
**Frankfurt Airport – Features of FRA Hub and Spoke System**

**Exemplary Flight LH 738 Frankfurt to Hongkong**

- LH 738 with 364 passengers on board
- 44 passengers to 8 destinations
- 224 passengers coming from 50 feeder destinations

---

**Frankfurt Airport – Features of FRA**

**FRA has the highest Transfer Rate in Europe**

- Total Passengers FRA: 56.4 Million*
- With 54%, Frankfurt is the airport with the highest rate and highest total number of transferring passengers in Europe
- About ¾ of all transferring passengers come from or go to an intercontinental destination, 66% are intercont- cont passengers and 7% intercont-intercont
- Intercont traffic has direct impact on charges (higher MTOW) and retail revenue (better spending behaviour)

*0.1 mln. transit passengers included
Frankfurt Airport – Features of FRA
Shares of Aircraft Types by Movements 2011

Airbus A380 6%
Boeing 777 5%
Airbus A340 4%
Airbus A320 13%
Embraer E190 5%
Boeing 747 6%
Airbus A319 9%
Airbus A321 15%
Remainder 15%
Boeing 737 21%

Frankfurt Airport – Features of FRA
Growth due to efficient Use of existing Infrastructure

Year 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011
Seat load factor 65.8% 66.2% 69.8% 69.4% 71.0% 71.7% 73.2% 75.8% 75.0% 73.6% 75.8% 74.4%
Widebody share 111.1 114.4 116.8 117.2 117.6 117.2 119.0 119.0 119.7 123.3 124.4
Passenger per Passenger movement 85 90 95 100 105 110 115 120 125
Frankfurt Airport – Features of FRA
Traffic Shares by Airline Groupings 2011

- Lufthansa, Condor, Air Berlin, Untod, Air Canada
- Lufthansa, Air Bridge Cargo, Air China, Aerologos, Emirates
- Lufthansa, Condor, Air Berlin, British Airways, SAB
- TuiFly, SAS, British Airways, Austrian, Singapore Airlines
- Cathay, Korean, Asian, China Southern, British Airways
- Austrian, LOT, United, TuiFly, Air France
- Air China, Emirates, US Airways, Turkish Airlines, SunExpress
- Qantas, Unid, Jade Cargo, European Adria Transport, Air Canada
- Adria Airways, Turkish Airlines, Air Canada, Serbia, Croatia Airlines
- Thai Airways, Delta, LOT, TAM, Croatia Airlines
- Malaysian, Southern Air, Grandstar, Singapore Airlines, Enfrat Airways
- KLM, Air China, Luxair, SunExpress, Serbia

Frankfurt Airport – Features of FRA
Originating Passenger Split

- Large catchment area due to huge population around FRA
- Autobahn and high-speed train connection
- FRA’s catchment area contains important German areas: Rhine-Ruhr, Rhine-Main, Rhine-Neckar, Stuttgart
- Population grows above average and most German industry is located here
- 29% of passengers travel to FRA from a distance of >100 km (growth of 9PP since 1998)

Share of Originating Passengers at FRA 2011

- 1% 4% 16% 23% 57%
- 2% 6% 21% 21% 50%

- 1998
- >50 km 51-100 km 101-200 km 201-300 km >300 km
- *Originating passengers starting by car, bus, train, taxi, etc.
Frankfurt Airport – Features of FRA
Intercontinental Traffic is concentrated in Frankfurt

- Frankfurt is No. 1 airport in Europe in catchment area and intermodality
- Frankfurt is No. 1 airport in Germany, No. 3 in Europe and No. 9 worldwide
- Frankfurt is the dominant intercontinental airport in Germany
- Wide body share:
  - Frankfurt: 23%
  - Munich: 7%
  - Düsseldorf: 5%
  - Hamburg: 2%
- Frankfurt Airport is No. 1 Star Alliance hub in Europe

Source: Statistisches Bundesamt (Federal Statistical Office)
Only Commercial Traffic

*Rankings related to Passengers, wide body share related to Passengers and Cargo (rounded figures) *(1) Ex FRA 2015 figures

Frankfurt Airport – Features of FRA
High Purchasing Power around FRA

Different kinds of customers:
- Employees
  - ~ 70,000 employees at FRA
  - By 2020 ~100,000 employees
- Passengers with high purchasing power
  - 56.4 mil. passengers in 2011, thereof:
    - 46% O&D with purchasing power above German average
    - 54% transfer with extremely high purchasing power, e.g. from the USA, China, Russia or the Middle East

Source: GfK Marketing
**Frankfurt Airport – Features of FRA**

**Largest German Companies within Catchment Area**

**Frankfurt Airport – Features of FRA**

**Biggest Catchment Area of all European Hubs**

Population of surrounding catchment areas in mil.

47%* of the German population (38 mil.) lives within a radius of 200 km around Frankfurt Airport.

*Source: SWP Deutschland AG, Consulting & Research, 2005
### Frankfurt Airport – Features of FRA

#### Slot Capacity of European Hub Airports

<table>
<thead>
<tr>
<th>Airport</th>
<th>Existing runways</th>
<th>Slot capacity</th>
<th>Planned runways</th>
<th>Target Capacity</th>
</tr>
</thead>
<tbody>
<tr>
<td>London-Heathrow</td>
<td>2 independently usable</td>
<td>80 m/wh</td>
<td>0</td>
<td>n.a.</td>
</tr>
<tr>
<td>Paris-CDG</td>
<td>4 2 doubles, each of them independently usable</td>
<td>115 m/wh</td>
<td>0</td>
<td>120 m/wh</td>
</tr>
<tr>
<td>Frankfurt</td>
<td>4 not independently usable</td>
<td>92–94 m/wh</td>
<td>0</td>
<td>126 m/wh</td>
</tr>
<tr>
<td>Madrid</td>
<td>4 independently usable</td>
<td>98 m/wh</td>
<td>0</td>
<td>120 m/wh</td>
</tr>
<tr>
<td>Amsterdam</td>
<td>6 not independently usable</td>
<td>90 m/wh</td>
<td>0</td>
<td>120 m/wh</td>
</tr>
<tr>
<td>Munich</td>
<td>2 independently usable</td>
<td>90 m/wh</td>
<td>0</td>
<td>120 m/wh</td>
</tr>
<tr>
<td>Zurich</td>
<td>3 not independently usable</td>
<td>90 m/wh</td>
<td>0</td>
<td>n.a.</td>
</tr>
<tr>
<td>Vienna</td>
<td>2 not independently usable</td>
<td>56 m/wh</td>
<td>1</td>
<td>95 m/wh</td>
</tr>
<tr>
<td>Brussels</td>
<td>3 not independently usable</td>
<td>74 m/wh</td>
<td>0</td>
<td>n.a.</td>
</tr>
</tbody>
</table>

*Optimization of existing runways

### Frankfurt Airport – Features of FRA

#### Traffic focusing on Mega Hubs in Europe

**Only three Airbus A380 bases in Europe**

<table>
<thead>
<tr>
<th>Airline</th>
<th>A380 in service</th>
<th>Airport</th>
<th>Airport Pass. (br)</th>
</tr>
</thead>
<tbody>
<tr>
<td>British Airways</td>
<td>0 (12)</td>
<td>LHR</td>
<td>69.4</td>
</tr>
<tr>
<td>Virgin Atlantic</td>
<td>0 (6)</td>
<td>LHR</td>
<td>69.4</td>
</tr>
<tr>
<td>Air France</td>
<td>6 (12)</td>
<td>CDG</td>
<td>61.0</td>
</tr>
<tr>
<td>Lufthansa</td>
<td>8 (17)</td>
<td>FRA</td>
<td>56.4</td>
</tr>
</tbody>
</table>

**Intercontinental traffic in Europe**

- **Star Alliance**
  - Lufthansa
  - United Airlines etc.
  - Major Hub: FRA

- **Sky Team**
  - Air France
  - KLM etc.
  - Major Hub: CDG

- **Cea World**
  - British Airways
  - American Airlines etc.
  - Major Hub: LHR

**Three strong alliances dominate 60% of market**

Relative parameter: intercontinental seats ex Europe

Source: Sabre AIS, January 2012
Frankfurt Airport – Features of FRA
FRA has the most Destinations*

<table>
<thead>
<tr>
<th></th>
<th>FRA</th>
<th>CDG</th>
<th>AMS</th>
<th>MUC</th>
<th>MAD</th>
<th>LHR</th>
<th>ZRH</th>
<th>VIE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Highest Monthly Number of Destinations in 2011</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>270</td>
<td>259</td>
<td>258</td>
<td>245</td>
<td>238</td>
<td>213</td>
<td>203</td>
<td>217</td>
<td></td>
</tr>
<tr>
<td>Average Monthly Number of Destinations in 2011</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>246</td>
<td>217</td>
<td>213</td>
<td>192</td>
<td>184</td>
<td>184</td>
<td>184</td>
<td>165</td>
<td></td>
</tr>
<tr>
<td>Lowest Monthly Number of Destinations in 2011</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>213</td>
<td>217</td>
<td>177</td>
<td>170</td>
<td>160</td>
<td>160</td>
<td>160</td>
<td>161</td>
<td></td>
</tr>
</tbody>
</table>

*Year-to-year only

Frankfurt Airport – Features of FRA
Passengers per Passenger Flights*

<table>
<thead>
<tr>
<th></th>
<th>LHR</th>
<th>CDG</th>
<th>FRA</th>
<th>AMS</th>
<th>MAD</th>
<th>ZRH</th>
<th>MUC</th>
<th>BRU</th>
<th>VIE</th>
</tr>
</thead>
<tbody>
<tr>
<td>146</td>
<td>129</td>
<td>124</td>
<td>123</td>
<td>120</td>
<td>102</td>
<td>99</td>
<td>93</td>
<td>88</td>
<td></td>
</tr>
</tbody>
</table>

*Peer average 114 Passengers/Movement
*Passenger flights: considering only passenger flights – pure cargo flights and non-commercial flights not included

Source: Fraport, company information
Frankfurt Airport – Features of FRA
FRA with high Market Share on profitable Routes

Information on Fraport and Market
Expansion at FRA
Expansion at FRA – Future Air Traffic
Air Traffic grows stronger than World Economy

Until 2030
World air traffic will more than double

ACI
Boeing
Airbus
World Economy

Expected air traffic growth
Expected growth of world economy


Expansion at FRA – Future Air Traffic
Focus on intercontinental Routes in Europe

Air traffic growth 2009 – 2029

North America
Latin America
Europe
Middle East
Asia/Pacific

2.3% 5.1%
3.6% 4.7%
2.9% 4.8%
5.2% 4.4%
6.3%

2.9% 5.2%
4.8% 4.4%
6.3%

Global average 4.1% p.a.

Expected annual growth rate for the region
Expected annual growth rate intercontinental

Source: ACI Global Traffic Forecast 2010 – 2029

AOR of passengers
**Expansion at FRA – Future Air Traffic**

**Air Traffic will boost in BRIC Countries**

![Graph showing air traffic per capita comparison](image)

- **World average**
- **0.01 trips per capita**
- **0.11 trips per capita**
- **2 trips per capita**

<table>
<thead>
<tr>
<th>2011 GDP</th>
<th>2050 GDP</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. USA</td>
<td>1. China</td>
</tr>
<tr>
<td>2. China</td>
<td>2. India</td>
</tr>
<tr>
<td>3. Japan</td>
<td>3. USA</td>
</tr>
<tr>
<td>4. Germany</td>
<td>4. Brazil</td>
</tr>
<tr>
<td>5. France</td>
<td>5. Japan</td>
</tr>
<tr>
<td>6.</td>
<td></td>
</tr>
<tr>
<td>7.</td>
<td></td>
</tr>
<tr>
<td>8.</td>
<td></td>
</tr>
<tr>
<td>9. India</td>
<td>9. Germany</td>
</tr>
</tbody>
</table>

Source: *UBM Aviation (2009); **WF(2012); ***PwC(2011)*

---

**Expansion at FRA**

**Construction Areas – Capex 2007 to 2015 ~ € 7bn.**

![Map of expansion areas](image)

1. Mönchhof Areal
2. Ticona
3. Runway North-West (Expansion)
4. Pier A+ (FRA Nord)
5. The Square
6. Gateway Gardens
7. CD – Link (FRA Nord)
8. A380 Maintenance Hangar
9. Terminal 3 (Expansion)
**Expansion at FRA**

*Five Challenges for existing Terminals*

- **Passenger Capacity**
  - Number of passengers will increase significantly before the completion of the first construction phase of the new Terminal 3.

- **EU Security Regulation**
  - Separation of arriving passengers ("unclean" from non-Schengen) and departing ("clean") passengers required.

- **Strict Fire Protection Regulations**
  - Germany has the strictest fire protection regulations in the world, terminal buildings from 1972 require substantial modification.

- **New Aircraft Generation: A380**
  - A380 requires boarding on two levels via 3 passenger bridges and lounge capacity for up to 600 passengers.

- **High Demand for Retail Space**
  - Retail business has high margins compared to other European hubs.
  - Frankfurt Airport has shortage of retail space especially on airside.

* Inauguration planned for end of 2016 / beginning of 2017

---

**Expansion at FRA**

*Main Projects deal with five Challenges*

- **Passenger Capacity**
  - Pier A Plus: Main driver: Passenger capacity, 6 mil. Retail space
  - Concourse B: Gaps AB, BC Main driver: Fire protection Terminal 1
  - Hall C, CD-Pier Main drivers: Passenger capacity, 4 mil. A 380
  - Terminal 2 Main drivers: A 380 Retail space

- **EU Security Regulation**

- **Strict Fire Protection Regulations**

- **New Aircraft Generation: A380**

- **High Demand for Retail Space**
Expansion at FRA
Process for Runway Northwest and Terminal 3

Planning  Approval  Approval/Construction  Operation

✓ 1997: Start of discussions
✓ 1998-2000: Mediation
✓ June 2000: Basic political decision for airport expansion
✓ September 2000: Fraport Board approval

✓ June 2002: Regional planning procedure finalized
✓ 2003: Submission of zoning application
✓ September 2005 - March 2006: Public hearings
✓ Dec 18th, 2007: Zoning decision

✓ Jan 2008: Judgment by the court on start of construction work
✓ Spring 2009: Start of runway construction/clearing of forest
✓ Aug 2009: Decision by the court¹ in the main proceedings
✓ Sep 2011: Court¹ decided on total night flight ban
✓ Court decision of BVerwG possibly in 2012²

✓ 2011: Opening of the new runway
✓ Terminal 3: Planning started; opening of individual phases from end of 2016/beginning 2017

¹ Hessar High Administrative Court
² Federal Administrative Court

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Expansion at FRA
New Runway Construction 2009 – 2011

Spring 2009

Winter 2010/2011

2011
Expansion at FRA
Expected Capacity Development until ~2015

Until ~2015 step by step increase to up to: ~100 movements/hour

Expansion at FRA
Slot Allocation in Summer Schedule 2012

Summer Schedule 2012 with 92/94 coordinated movements/hour
plus 4/2 for ad-hoc traffic (e.g.: general aviation)*

Average slot coordinated

* between 6am and 3pm:
  92 Movements/hour (+4 for ad-hoc traffic e.g. general aviation)
  94 Movements/hour (+2 for ad-hoc traffic e.g. general aviation)
  in Average: 100 Movements/hour

Currently: Nightflight ban between 11pm and 6am
Subject to further decision of Federal Administrative Court
Expansion at FRA
The new Pier A-Plus – Features & Time Schedule

- Expansion and remodeling of existing Pier A – Inauguration in October 2012
- Length of 790 m for up to 6 million passenger capacity
- 27 new gates including 5 bus gates
- 7 contact positions (4 suitable for A380/747-8)
- 12,000 sqm new Retail space
- Morning hours: Focus on North American traffic
- Afternoon hours: Focus on Schengen traffic plus some Asian connections

Expansion at FRA
Terminal 3 – Latest Terminal Layout
Expansion at FRA
Terminal 3 – Features & Time Schedule

- First phase (two piers out of four) with a designed capacity of 15 million passengers
- One Schengen, one Non-Schengen pier
- Total retail space: more than 10,000 sqm mostly on airside
- Cost-optimized modular construction:
  Additional 2 piers with 10 million designed passenger capacity in final construction phase
- Estimated construction time for first phase of around 3 to 3.5 years
- Opening scheduled for end of 2016/beginning 2017

Group Financials & Segments
Group Financials

Key Figures*

€ mil.

<table>
<thead>
<tr>
<th>EBITDA margin</th>
<th>2008 (28.6%)</th>
<th>2009 (28.3%)</th>
<th>2010 (32.4%)</th>
<th>2011 (33.8%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>600.7</td>
<td>569.7</td>
<td>430.9</td>
<td>496.6</td>
</tr>
<tr>
<td>EBITDA</td>
<td>2101.5</td>
<td>2010.3</td>
<td>2194.6</td>
<td>2371.2</td>
</tr>
<tr>
<td>EBIT</td>
<td>359.2</td>
<td>300.9</td>
<td>802.3</td>
<td>481.3</td>
</tr>
</tbody>
</table>

* Figures including special and consolidation effects

Group Financials

Segment Split of Revenue and EBITDA FY 2011

- **Group EBITDA**: € 802.3 mil.
- **Group Revenue**: € 2.37 bn.

- **Aviation**: 33%
- **Retail & Real Estate**: 19%
- **Ground Handling**: 23%
- **EBITDA**: 38%
- **External Activities & Services**: 21%
- **Revenue**: 7%
Group Financials
Possible Segment Split of EBITDA by 2015

FY 2011*

- Retail & Real Estate: 38%
- Aviation: 23%
- Ground Handling & Services: 32%
- External Activities & Services: 15%

FY 2015*

- Retail & Real Estate: ~35%
- Aviation: ~30%
- Ground Handling & Services: ~15%
- External Activities & Services: ~25%

* based on rounded figures / 2011 reporting and accounting structure

---

Group Financials
Balance Sheet

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>Current assets</th>
<th>Non-current assets</th>
<th>Shareholders equity</th>
<th>Gearing</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>6,578.4</td>
<td>1,203.7</td>
<td>5,008.4</td>
<td>38.5%</td>
</tr>
<tr>
<td>2009</td>
<td>7,321.2</td>
<td>2,806.5</td>
<td>4,514.7</td>
<td>66.5%</td>
</tr>
<tr>
<td>2010</td>
<td>7,777.0</td>
<td>2,353.5</td>
<td>5,423.5</td>
<td>77.8%</td>
</tr>
<tr>
<td>2011</td>
<td>7,656</td>
<td>2,950.8</td>
<td>4,705.2</td>
<td>97.4%</td>
</tr>
</tbody>
</table>
Financial Position
Maturity Profile & Cash Position I
(as of December 31, 2011)

Placement of 3 Promissory Notes/
Schuldscheindarlehen
- 2010: € 35 mil. 10Y Bullet
  - 5Y Bullet, € 95.5 mil.
  - 8Y Bullet, € 79.5 mil.
- 2008: € 720 mil.
  - 7Y Bullet, € 463 mil.
  - 9Y Bullet, € 257 mil.

Loans of Infrastructure Banks (EIB+WiBank)
€ 980 mil.
- 4 tranches
- Final tranche drawn Dec. 23, 2009
- Average maturity: ~ 8 years

Corporate Bond
- 10Y Bullet, Spread 180 BP

Private Placement
- 20 Y Bullet

Financial Position
Maturity Profile & Cash Position II
(as of December 31, 2011)

Fraport debt conditions on average
- ~ 4% interest rate
- ~ 6.5 years maturity

Loans of Infrastructure Banks (EIB+LTH) of €860 mil.
Bond of €300 mil. & Private Placement of €150 mil.
Promissory note “Schuldscheindarlehen” of €200 mil.
Promissory note “Schuldscheindarlehen” of €720 mil.
Other financial liabilities
Liquidity
Group Financials
Fraport Value Management

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>Fraport Group</th>
<th>Aviation</th>
<th>Retail &amp; Real Estate</th>
<th>Ground Handling</th>
<th>External Activities &amp; Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBIT</td>
<td>496.6</td>
<td>430.9</td>
<td>96.1</td>
<td>56.4</td>
<td>232.1</td>
</tr>
<tr>
<td>Fraport assets</td>
<td>4,447.3</td>
<td>4,019.7</td>
<td>1,576.7</td>
<td>1,343.0</td>
<td>1,470.3</td>
</tr>
<tr>
<td>Costs of capital before tax</td>
<td>422.5</td>
<td>361.9</td>
<td>149.8</td>
<td>127.6</td>
<td>139.7</td>
</tr>
<tr>
<td>Fraport value added before tax</td>
<td>74.1</td>
<td>49.0</td>
<td>-53.7</td>
<td>-71.2</td>
<td>92.4</td>
</tr>
<tr>
<td>ROFRA</td>
<td>11.2%</td>
<td>10.7%</td>
<td>6.1%</td>
<td>4.2%</td>
<td>15.8%</td>
</tr>
</tbody>
</table>

* External Activities: EBIT and Fraport assets are adjusted for investments accounted for using the equity method and financial investments.

Group Financials & Segments
Aviation
**Aviation Segment Structure**

- Traffic and Terminal Management, Corporate Safety and Security
  - Martin Bien, Senior Executive VP
- Capacity and Traffic Management
- Aviation Operations
- Air Traffic Operations
- Terminal Operations
- Fire Fighting/Prevention
- Medical Services
- Airport Security
- Airside Infrastructure
- Airport Charges
- Landside Infrastructure
- Traffic Development
- Environment (Noise & Emissions)
- Concessions
- Airport Security Management
- Airport Security Services
- Aviation Security Services

**Aviation Key Figures**

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>22.7%</td>
</tr>
<tr>
<td>2009</td>
<td>17.1%</td>
</tr>
<tr>
<td>2010</td>
<td>19.0%</td>
</tr>
<tr>
<td>2011</td>
<td>24.2%</td>
</tr>
</tbody>
</table>

- **Revenue**
- **EBITDA**
- **EBIT**

*Figures including special and consolidation effects*
Aviation
Airport Charges growing to support Expansion*

More than 25% price increase 2010 – 2015

% 140
130
120
110
100
90
80
70


- Airport Charges - Increase

*1/3 of the plan deviation in the years 2012 - 2015 will be taken as a cash-in/cash-out in the following year.

Aviation
Segment Revenue Split 2011

€ mil.

774.9

Passenger Charges
Landing and Take-off Charges
Aircraft Parking Charges
Security Charges
Other Revenues

Segment Revenue:

413.3
142.7
40.0
38.7
92.0

98.7

Security Charges (airlines, etc.)

48.2

Aircraft Parking Charges

40.0

Others

38.7

Propeller Charges

Security Charges related to the number of departing and destination and transfer-linked passengers

Landing and Take-off Charges related to MTM, number of departing passengers, freight/hand luggage (arrival and departure), noise and emission

Aircraft Parking Charges related to type, aircraft size and position

Security Charges related to the number of departing passengers, freight/luggage (arrival and departure)

Revenue from Security Services (Federal Ministry of the Interior)

Others e.g. identity card and counter services

*E.g. critical parts, additional security measures and passenger segregation, insurance, etc.
Aviation
Components of regulated Airport Charges 2011

- **Passenger Charges** [413.3 € mil.]
  - Passenger-related charges (only take-off)
    - Depending on destination (EU, Non-EU continental, or intercontinental)
    - Discount for transfer passengers
    - Defined Cap
  - Mass-related charges based on MTOM
  - Passenger (only take-off)/ freight/ mail-related charges (variable charges)
  - Noise-related charges
  - Emission-related charges
  - approx. €6,900*

- **Landing and Take-off Charges** [142.7 € 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
  - approx. €2,490*

- **Aircraft Parking Charges** [40.0 € mil.]
  - Passenger-related charges (only take-off)
  - Charges related to freight or mail tonnage transported, per 100 kg or fraction thereof aboard the aircraft
  - approx. €500*

- **Security Charges** [36.7 € mil.]
  - approx. €800*

* Example airport charges 2011 for one A380 landing/take-off cycle at FRF approx. €10,430
Use of assumptions: Daytime flight; 450 Passengers; Transfer rate 50%

---

Aviation
Single and Dual Till/Regulation in EU

- Dual till: Airport operator is not subsidizing aviation business with other parts of the business
- Features of asset base of aviation business: runway, apron, etc. (100%) + terminal (aviation part)

Regulation at Frankfurt Airport

- Calculation basis for charges: operating costs + costs of capital
- Regulator for Airport Charges: State of Hesse (Ministry of Economics & Transport)
- General procedure:
  - Discussion with airlines / Consultation
  - Optionally long term agreement with airlines
  - Proposal to regulator
  - Approval by regulator
  - Public announcement by regulator

Source: ACI, Fraport Company Data
Group Financials & Segments

Retail & Real Estate

Retail & Real Estate
Segment Structure

Retail & Real Estate
Karl-Heinz Dietrich, Executive VP

Car Parking

Retail

Shopping
Services
Advertising

Real Estate

Rents in Terminals
Rents for Service & Admin. Buildings
Leaseholds
Land & Infrastructure
Map of Frankfurt Airport/Property of Fraport AG incl.
Terminal 3 (planned) and Northwest Runway
**Retail & Real Estate Key Figures**

€ mil.

- 2008: 370.7
- 2009: 362.4
- 2010: 403.1
- 2011: 444.7

EBITDA margin:
- 2008: 77.3%
- 2009: 78.1%
- 2010: 73.1%
- 2011: 88.7%

* Figures including special and consolidation effects

---

**Retail & Real Estate Segment Revenue Split 2011**

€ mil.

- Real Estate: 168.3
- Retail: 167.9
- Car Parking: 74.8
- Other: 33.7
- Total: 444.7

**Retail**
- Rents in terminals for shops, restaurants etc., based on their revenue
- Rents for advertising space

**Car Parking**
- Parking charges

**Real Estate**
- Rents in terminals for offices, lounges, storages etc.
- Leasing rates for land where buildings of airlines and other companies are built
- Energy supply
Retail & Real Estate
Retail Revenue Split 2011

Retail Revenue 178.7

Retail Segments | Outlets
Duty Free & Travel Value | 24
Specialty Shops | 107
Food & Beverages | 57
Other Services, e.g., Car Rental | 52
Advertising

1) Revenue according to old/comparable segment structure, difference due to IT services
2) As of 31/12/2011

Retail & Real Estate
Increasing Retail Revenue per Passenger at FRA

Retail Revenue | Retail Revenue per Passenger

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>€</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>2011</td>
</tr>
<tr>
<td>160.1</td>
<td>178.7</td>
</tr>
<tr>
<td>26.3</td>
<td>29.5</td>
</tr>
<tr>
<td>43.6</td>
<td>46.2</td>
</tr>
<tr>
<td>90.3</td>
<td>103.0</td>
</tr>
</tbody>
</table>

CAGR +5.3%

*Revenue according to old/comparable segment structure, difference due to IT services for passangers
Retail & Real Estate
High spending Power of international Passengers 2011*

Passenger structure at Frankfurt Airport is unique with regard to the share of international passengers:

- 52% of all passengers are Non-EU passengers with high spending power.
- The broad international passenger mix balances other factors such as currency fluctuations and below average local spending.

*Spending power compared to total average Duty Free spendings of passengers (based on destination country 2011)

---

Retail & Real Estate
Growing Retail Space at FRA

sqm in thousands (rounded figures as of 31/12 p.a.)

<table>
<thead>
<tr>
<th>Year</th>
<th>Shopping*</th>
<th>Food &amp; Beverage</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>32</td>
<td>10</td>
</tr>
<tr>
<td>2012</td>
<td>43</td>
<td>30</td>
</tr>
<tr>
<td>2018E</td>
<td>56</td>
<td></td>
</tr>
</tbody>
</table>

* Shopping includes Duty Free / Travel Value, Specialty Shops and Services.
**Retail & Real Estate**

**Retail Projects: The new Pier A-Plus Marketplace**

- For up to 6 million additional passengers
- 12,000 sqm retail space in total (new additional retail spaces: 10,600 sqm), thereof approx. 10,000 sqm shopping space and 2,000 sqm F&B
- New market places with extensive retail offerings
- Focus on widebody gates

---

**Retail & Real Estate**

**Real Estate Revenue Split 2011**

<table>
<thead>
<tr>
<th>Category</th>
<th>Revenue (€ mil.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rents for Terminals</td>
<td>27.3</td>
</tr>
<tr>
<td>Rents for Service &amp; Admin. Buildings</td>
<td>31.8</td>
</tr>
<tr>
<td>Other</td>
<td>14.4</td>
</tr>
<tr>
<td>Land / Infrastructure</td>
<td>50.0</td>
</tr>
</tbody>
</table>

**Real Estate Revenue** 168.3

- **Land / Infrastructure**
  - Energy supply (supply & infrastructure)

- **Leaseholds**
  - Fraport-owned land leased to Lufthansa (most part of DLH base)
  - Hirable leases in CargoCity South to logistics companies

- **Rents for Service & Admin. Buildings**
  - Office buildings, maintenance and apron buildings

- **Rents for Terminals**
  - Offices, lounges, storage mainly rented to airlines
Retail & Real Estate

Real Estate: High Demand at FRA

- Recovery of Frankfurt’s real estate market expected in 2011
- Economic importance of the region Frankfurt
- Frankfurt’s attractiveness as a business location is essentially due to its above-average transportation infrastructure
- High demand for space located close to the passenger terminals
- Excellent transport connection by car, train and airplane
- Focus on international customers
- Continuous development of location

Heterogeneous property market benefits Frankfurt Airport

1) Source: Fraport, September 2010
2) Source: Colliers Frankfurt, Marktwert, "Bewertung und Investment"
3) Source: Deal Magazine, January 12, 2011
4) Source: Holzba Research, October 2010
5) Source: Press Release, MK Frankfurt, January 26, 2010
6) Source: Fraport, Die Welt, February 4, 2011
7) Source: Fraport

Retail & Real Estate

Areas included in Frankfurt Airport City

- Fraport Ownership
- 100% Subsidiary
- In Cooperation with Partners
Retail & Real Estate

Split of Space on Fraport Property 2011

![Diagram showing the split of space on Fraport Property 2011.]

- Aviation Infrastructure
- Leaseholds, e.g. CCN/CCS
- Areas already developed, e.g. Terminal Area
- Areas to develop, e.g. Mönchhof Site
- Not available for usage

---

Retail & Real Estate

Rentable Areas 2011

<table>
<thead>
<tr>
<th>Property</th>
<th>Sqm²</th>
<th>Office space in sqm²</th>
<th>Storage in sqm</th>
<th>Others in sqm</th>
<th>Average rents/ sqm/month*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rents in Terminals</td>
<td>265,550</td>
<td>110,050</td>
<td>80,200</td>
<td>95,300</td>
<td>€28</td>
</tr>
<tr>
<td>Rents in Service &amp; Admin. Buildings</td>
<td>547,500</td>
<td>165,300</td>
<td>208,200</td>
<td>174,000</td>
<td>€17</td>
</tr>
<tr>
<td>DLH Base</td>
<td>473,200</td>
<td>75,000</td>
<td>185,000</td>
<td>233,200</td>
<td></td>
</tr>
</tbody>
</table>

* Includes both space that is rented to external tenants and generates external rent revenue as well as space that is rented internally.

** Includes gross floor space.

* Excluding service charges and auxiliary charges.

† Estimated figures for DLH Base.

‡ Includes parking lots with approx. 198,000 sqm.
Retail & Real Estate
Integrated Part of the Group’s Growth Strategy

Further development of the integrated business model
- Leverage strong position in Aviation and Ground Handling
- Extend hub competence to strengthen business relationships with key customers
- Optimize productivity and efficiency

→ Asset management

Growth at Frankfurt Airport
- Extend capacities to secure medium-term growth and our competitive position
- Expand and modernize retail space
- Accelerate property development/expansion of the Airport City

→ Site development

External growth
- Utilize Fraport’s expertise outside the Frankfurt site
- Acquire and operate airports and terminals
- Acquire airport management and service contracts

→ Portfolio management

Retail & Real Estate
Terminals and surrounding Areas

Size and Features 2011
- Locations:
  - ~50% of gross floor space at Terminals
  - ~50% of gross floor space Service & administration buildings
- Utilization split:
  - ~40% offices/lounges
  - ~25% storage
  - ~20% operations
  - ~15% other utilization
- Ownership:
  - 100% Fraport

Clients
- DLH
- Other airlines
- Fraport
- Government agencies

500,000 sqm of total gross floor space
Mixed utilization
- Offices / Lounges
- Storage
- Operations
Retail & Real Estate
CargoCity North and South (CCN/CCS)

Size and Features 2011
- 1,490,000 sqm
- 1,600 employees
- A further 270,000 sqm gross land for building of space will be developed in the CCS, where 100,000 sqm of warehouse space are planned. The first third of that area will come on stream between 2013 and 2014.

Ownership
- 100% Fraport

Clients
- 250 airlines, forwarders, express services and other service providers
- Major logistics companies such as Dachser, Nippon Express, CHL Danzas, Yusen, Lufthansa Cargo, Agility
- Different airlines like e.g. Air China Cargo, Emirates Cargo, Japan Airlines, Korean Air Cargo, Asiana, Air Bridge Cargo

Logistics utilization
- Tailor-made facilities for major logistics companies
- Express services, forwarders

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

Retail & Real Estate
Home Base of Deutsche Lufthansa (DLH)

Size and Features 2011
- 790,000 sqm in the North
- 250,000 sqm in the South

Ownership in the North – 790,000 sqm
- Fraport owns the entire ground within the airport parameter fence including the buildings, which are rented to DLH. This includes service and administration buildings, hangars, repair shops, storage space and aircraft parking spaces.
- DLH owns ground outside the parameter fence.
  - 110,000 sqm north of the airport ring road: Lufthansa’s training center and corporate headquarters
  - 55,000 sqm at Gateway Gardens: Lufthansa Sky Chefs operations

Ownership at Lufthansa Maintenance facilities in the South – 250,000 sqm land area
- The ground is owned by Fraport and rented to Lufthansa
  - Lufthansa: investors own the buildings
  - A 380 maintenance base
  - Lufthansa Technic Maintenance International base

Client
- DLH

1,040,000 sqm of land area
- Partly rented
- Partly under ground lease developed

Mixed utilization
- Offices
- Operational area
Retail & Real Estate

Mönchhof Site

Size and Features 2011
- 1,100,000 sqm of gross building land to sell and develop
- For 720,500 sqm net building land zoning plans are in place → largest contiguous industrial area under construction of the Rhine-Main region
- Approx. 390,000 sqm have been marketed already

Ownership
- Fraport Real Estate Mönchhof GmbH & Co. KG (100% subsidiary of Fraport AG)

Clients/Sales Contracts of approx. 275,000 sqm:
- Logistics with, among others, companies like “Dress for less”, “Hemaroma”, “Boskoskamo”
- Zoth (equipment manufacturer)
- D&K Sch (maintenance for airfreight container)
- Onco / Onto II (freight forwarder)
- WLFAG (tools supplier)
- DHL / Hardar Partner
- Multi Park / Multi Park II / Multi Park III (logistics/technology)
- Via Mai and My Logistics (logistics)
- WBG (project developer)
- Rewe (distribution center for perishables)
- Angelis II / Angelis II (casino)
- Webchinger
- Intra Rdc (resold by Hardar/Partner)

1,100,000 sqm of gross building land to sell and develop

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

Retail & Real Estate

THE SQUAIRE

Size and Features 2011
- 140,000 sqm of net floor space on 9 floors (rentable area 143,000 sqm)
- 652 meters long and 65 meters wide
- Start of construction 14 of March 2007
- Opening in several steps during 2011
- Multi-storey car park SQUAIRE Parking with additional 2,500 parking spaces and 600 nearby the building
- THE SQUAIRE is an innovative world of working and living that is being created to perfectly harmonise the needs of employees, customers, and companies – a NEW YORK CITY.

Ownership
- THE SQUAIRE GmbH & Co. KG – a joint project of IVG Immobilien AG (57%) und Fraport AG (37%)

Clients
- Hilton Worldwide Group, 34,500 sqm of space with Hilton (246 rooms) and Hilton Garden Inn (334 rooms)
- KPMG, European Headquarters, 36,000 sqm of office space
- Further tenants: Arthur D. Little, European Headquarters of Nemak (automotive supplier), plug-and-play Business and Conference Centers, retail & gastronomy tenants

140,000 sqm of net floor space:
- Office: 94,500 sqm
  incl. a Business/Conference Center: 3,200 sqm
- Hotel: 34,500 sqm
- Retail/Gastronomy: 5,900 sqm
- 625 parking spaces in-house

Part of Airport City – not Fraport property
Retail & Real Estate
Gateway Gardens

Size and Features 2011
- 350,000 sqm of gross building land
- Direct autobahn connections (A3, A5)
- Direct access to Frankfurt Airport’s operational area
- Regional link via own “Gateway Gardens S-Bahn station” (planned)
- and bus lines
- Fully developed with binding land-use plan
- Start of construction 2011, completion expected in 2013

Ownership
- Grundstücksgesellschaft Gateway Gardens GmbH: Fraport AG holds 33.3% shares of the development company (the other 33.3% owned by Gros & Partner and OFB GmbH)

Clients
- LSG Sky Chefs use 55,000 sqm for Europe’s most modern catering services, completed in 2008
- Park Inn Hotel opened in July 2010
- Corinor, start of construction of its new headquarters and flight operation center in 2010
- Meininger Hotel, start of construction in 2010
- Inseco, technical equipment supplier for buildings, start of construction for a new main office in 2010
- House of Logistics and Mobility (HOLM), research and education institution

350,000 sqm of gross building land, resp. 700,000 sqm gross floor space

Mixed utilization
- Offices
- Hotels & Gastronomy
- Congress center, Trade center
- Research and Science

Group Financials & Segments
Ground Handling
**Ground Handling Segment Structure**

**Ramp & Passenger Services**
- Aircraft acceptance
- Supply handling equipment
- Loading & unloading aircraft (baggage, freight, mail)
- Walk-out assistance
- Check-in & boarding
- Ticket service
- Arrival service
- Lost and found
- Crew briefing
- Weight & balance services
- General aviation terminal

**Central Infrastructure (incl. Baggage Service)**
- Baggage conveyor system (~73 km)
- Baggage security
- Passenger bridges
- Baggage Reconciliation System (BRS)
- 400 Hz ground power supply
- Toilet/water facilities

**Cargo Services (FCS GmbH)**
- Palletization
- Warehousing
- Documentation

*Fraport Cargo Services GmbH, 100% subsidiary of Fraport AG*

---

**Ground Handling Key Figures**

€ mil.

- EBITDA margin
- 2008: 8.1%
- 2009: 2.3%
- 2010: 6.7%
- 2011: 8.3%

- Revenue
- EBITDA
- EBIT

*Figures including special and consolidation effects*
**Ground Handling Segment Revenue Split 2011**

- **Central Infrastructure**: €246.7 mil.
- **Ground Handling**: €406.1 mil.
- **Other Revenue**: €2.7 mil.

**Ground Handling Charges**
- For services provided to airlines including:
  - Ramp services
  - Passenger services
  - Cargo Services

**Charges for Central Infrastructure**
- Charge imposed on 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

---

**Ground Handling Heterogeneous Markets**

<table>
<thead>
<tr>
<th>Region</th>
<th>Market Volume (global in 2010): €55 bn.¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>Heterogeneous market situation: monopolies, duopolies and fully liberalized markets</td>
</tr>
<tr>
<td></td>
<td>Airports, airlines, independent ground handlers</td>
</tr>
<tr>
<td></td>
<td>Revision of EU directive</td>
</tr>
<tr>
<td>North America</td>
<td>Fully liberalized market</td>
</tr>
<tr>
<td></td>
<td>Self-handling by airlines at hubs</td>
</tr>
<tr>
<td></td>
<td>Independent ground handlers</td>
</tr>
<tr>
<td></td>
<td>Airport authorities do not offer any ground handling services</td>
</tr>
<tr>
<td>Asia</td>
<td>Regulated market</td>
</tr>
<tr>
<td></td>
<td>Self- and third-party handling by hub airlines</td>
</tr>
<tr>
<td></td>
<td>Mostly one independent ground handler</td>
</tr>
<tr>
<td></td>
<td>“Regulated duopolies”</td>
</tr>
</tbody>
</table>

*Source: Corinex AG 2010*
### Ground Handling

#### Fraport among leading worldwide GH Companies

<table>
<thead>
<tr>
<th>Revenue of top-selling ground handlers in 2010 in mil. €</th>
<th>At number of stations</th>
<th>In number of countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Swissport</td>
<td>656</td>
<td>177</td>
</tr>
<tr>
<td>Fraport</td>
<td>1,300</td>
<td>2*</td>
</tr>
<tr>
<td>WFS</td>
<td>580</td>
<td>120</td>
</tr>
<tr>
<td>Dunnat</td>
<td>569</td>
<td>21</td>
</tr>
<tr>
<td>Servisair</td>
<td>554</td>
<td>121</td>
</tr>
<tr>
<td>Menzies Aviation</td>
<td>537</td>
<td>127</td>
</tr>
<tr>
<td>Avispartner</td>
<td>385</td>
<td>35</td>
</tr>
<tr>
<td>SATS</td>
<td>308</td>
<td>19</td>
</tr>
<tr>
<td>Celebi</td>
<td>168</td>
<td>29</td>
</tr>
</tbody>
</table>

1) FY 2011
2) FY 2009
3) Sale of Fraport Ground Services Austria GmbH in December 2011

Source: company data

---

### Ground Handling

#### Business Activities: Who does what?

- **Loading bridges:** Fraport
- **Push-back:** Fraport
- **Ground power:** Fraport
- **Baggage security:** Fraport
- **De-icing:** Fraport (NICE')
- **Fueling:** FJS Frankfurt Jet Services
- **Water service:** Fraport
- **Passenger stairs & passenger transportation:** Fraport
- **Transportation (baggage/cargo/mail):** Fraport
- **High loaders & transportation:** Fraport
- **Loading/unloading (baggage/cargo/mail):** Fraport
- **Crew transportation:** Fraport or airline
- **Toilet service:** Fraport
- **Cabin cleaning:** Fraport or ASG

*52% subsidiary of Fraport AG*
**Ground Handling**

**On-time Management of complex Processes**

- **Arrival**
  - Ramp supervision
  - Baggage handling
  - Toilet/water services
  - De-icing
  - Unloading
  - Crew transport
  - Loading
  - Stairs
  - Passenger transport
  - Cargo/mail transport
  - Baggage transport
  - Pushback

- **Gate**
  - Baggage conveyor system
  - 400 Hz facilities, toilet/water facilities

- **Baggage Services**
  - Baggage conveyor system
  - Baggage

- **Departure**
  - Check-in
  - Weight & balance
  - Flight operations
  - Arrival service, lost & found, ticketing
  - Parking
  - Warehousing

* BRS = Baggage Recommission System

---

**Ground Handling**

**Core Business Area: Ramp Services 2011**

**Ramp Services**
- Regulated market: one third-party handler, Acciona
- Main customers of Fraport: Lufthansa and Star Alliance partners
- ~202,800 aircraft handled in 2011
- ~ 25.4 mil. tons MTOW

**Market Share of Ramp Services**

- Fraport AG: 13.1%
- Acciona: 86.5%

*Base: MTOW 2011

**Activities**
- Aircraft acceptance
- Supply of handling equipment
- Loading and unloading of aircraft
- Passenger and crew transport
- Baggage, cargo, mail transport
- Ramp supervision
- Moving of aircraft and walk-out assistance
- De-icing/anti-icing services and snow/ice removal
- Safety measures
- Fresh water supply/toilet services
- Cleaning
**Ground Handling**

**Core Business Area: Passenger Services 2011**

**Passenger Services**
- Open market: third-party handlers (e.g., Acciona) and self-handling (e.g., Lufthansa)
- ~22,800 aircraft handled in 2011

**Activities**
- Station representation
- Check-in & boarding
- Ticket service
- Baggage tracing (lost & found)
- Arrival service
- Training
- Flight and Ground Ops
- Ramp Agent Services
- General aviation terminal

Framp handles approximately 37.5% of the „free market“ (excluding Lufthansa self-handling)
Ground Handling
Baggage Performance: Best Practice in FRA

Integrated process management paired with top-notch infrastructure ensure excellent baggage performance in FRA on a best practice level compared to other European mega hubs.

Baggage facilities and conveyor system

- More than 80 km long, the Frankfurt Airport’s baggage conveyor system is one of the world’s largest facilities of its kind
- Capacity: approx. 18,000 items per hour
- Record: 102,536 baggage items a day
- System reliability rate: 99.5%
- Transport speed: 2.5 m/sec; max. speed 5 m/sec
- Only 0.91 misconnected baggage per 1,000 items* in FRA – top performance of our Fraport Ground Services

*Related to all checked and transferred baggage

---

Ground Handling
Baggage Performance: Left Behind Index in FRA

2010: 3.7%
2011: 2.5%

2010: 2.4%
2011: 1.0%

* Related to all checked and transferred baggage
**Ground Handling**

**Core Business Area: Cargo Services 2011**

**Cargo Services**
- Open market: third-party handlers (e.g., LUG, Aviapartner) and self-handlers (e.g., Lufthansa)
- Fraport Cargo Services (FCS), wholly owned subsidiary (100%)
- ~512,000 metric tons of cargo
- ~92,000 metric tons at Airport Hahn

**Activities**
- Handling and documentation of import, export and transfer freight
- Handling of special freight
- Commissioning and deconsolidation services
- Bonded warehouse
- Truck dispatching
- Last-minute and express services

**FCS handles approximately 40.8% of the „free market“ (excluding Lufthansa self handling)**

**Market Share**
- FGS: 23.0%
- Lufthansa: 26.9%
- Lufthansa 3rd party: 8.0%
- Others: 41.5%

1) Basis: Cargo Tonnage 2011; Source: FCS
2) Several handlers with 1-5% market share each

---

**Ground Handling**

**Excellent Connectivity**

- **Exemplary system partnership**
  Joint approach of Fraport’s Ground Handling division and key customer Lufthansa, optimizing handling services and productivity

- **Logistics masterpiece behind the scenes**
  Optimized communication and logistics channels improve baggage and passenger flows as well as aircraft processes, thus maximizing connectivity

- **Close cooperation of logistic partners**
  Integrated controlling of all operative processes in FRA’s Hub Control Center – 24 hours for up to 1,000 flights per day

- **Winners of the German Logistics Award 2008**
  for „Integrated Passenger and Baggage Logistics at the Frankfurt Aviation Hub“ for joint project of Fraport and Lufthansa

Source: Fraport, www.fraport.de
Ground Handling
Restructuring for profitable Growth decided in 2009

- Fraport keeps its integrated business model
- Cutback of corporate benefits, e.g.:
  - Employee stock plan reduced
  - Pay for rotating shift pauses abolished
  - Benefit payments reduced by 76%
  - Reduced tariff conditions for new staff

Sustainable savings from 2015

- Personnel cost savings in Ground Handling:
- Additional savings in non-personnel costs and internal cost allocation:
  - ~ € 18 mil. p.a.
- Total savings
  - ~ € 42 mil. p.a.

Group Financials & Segments
External Activities & Services
External Activities & Segments

Fraport Activities worldwide

- Majority Stakes
- Minority Stakes
- Management Contracts
- Other Operations

External Activities & Services
Segment Structure

<table>
<thead>
<tr>
<th>Airports Majority Holdings</th>
<th>Airports Minority Holdings</th>
<th>Airports Management Contracts</th>
<th>Service Providers</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Astaka International Airport (AYT), 51%</td>
<td>Hanover Airport (HAJ), 30%</td>
<td>Cairo International Airport (CAE), Egypt</td>
<td>Air Transport IT, Orlando, Florida, 100%</td>
<td>Facility Management</td>
</tr>
<tr>
<td>Jorge Chavez Intl., Lima (LIM), 70.01%</td>
<td>Iquitos Gustavo International Airport, Peru (GSI), 10%</td>
<td>Dakar Airport (DKR), Senegal</td>
<td>Tradeport Hong Kong, Logistics, 50.73%</td>
<td>Information and Telecommunication</td>
</tr>
<tr>
<td>Varna Airport (VAR) &amp; Burgas Airport (BOJ), 30%</td>
<td>Guangzhou Baiyun International Airport (CZU), 23.5%</td>
<td>Riyadh (KUR), Saudi Arabia</td>
<td>Jeddah (JED), Saudi Arabia</td>
<td>Corporate infrastructure, Airport</td>
</tr>
</tbody>
</table>
External Activities & Services
Key Figures

€ mil.

- EBITDA margin
  - 2008: 26.7%
  - 2009: 45.3%
  - 2010: 54.7%
  - 2011: 51.3%

Relevance, EBITDA, EBIT

*Figures including special and consolidation effects

External Activities & Services
Segment Revenue Split 2011

€ mil.

- Other Revenues: 127.0
- Antalya: 147.0
- Varna & Burgas: 92.8
- Lima: 159.3

Segment Revenue: 496.1

Other revenues are generated by majority held subsidiaries/management contracts, such as:
- Air IT Systems, Hanover
- Fraport Saudi Arabia, Riyadh
- Ground Service Austria
- Air Transport IT, Orlando, USA
- Medical Airport Services, Kelsterbach
and Service Units at Frankfurt, such as:
- Facility management
- IT
External Activities & Services
Antalya Airport at a Glance I

Profile
- 2nd largest airport in Turkey 2011
- Tourist gateway to Turkish Riviera
- #1 Mediterranean touristic Airport

Infrastructure
- 2 independent runways (airside infrastructure managed by state authority)
- 2 international terminals and 1 domestic terminal + 1 CIP terminal

Main Carriers
- Sky Airlines, SunExpress

Further Carriers
- Transaero, Pegasus, Crenburg

Passenger CAGR (2001 – 2011)
- 10.4%

External Activities & Services
Antalya Airport at a Glance II

2011 review
- Strong international growth due to competitive value for money in Turkey and the impact of the crises in North Africa at the beginning of the year
- Main growing origin markets are Germany, Russia & UK
- Domestic growth due to cheap ticket prices and emergence of Low Cost Carrier
- ACI Award as Best European Airport in 2011

2012 onwards
- Sustainable demand from Russia and Western Europe expected in 2012
- Sufficient capacity to handle traffic growth
**External Activities & Services**

**Antalya Airport Financials**

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>25.0</td>
<td>22.1</td>
</tr>
<tr>
<td>Movements in ’000</td>
<td>163.6</td>
<td>147.2</td>
</tr>
<tr>
<td>Revenue*</td>
<td>293.9</td>
<td>266.9</td>
</tr>
<tr>
<td>EBITDA*</td>
<td>254.2</td>
<td>216.9</td>
</tr>
<tr>
<td>EBIT*</td>
<td>158.0</td>
<td>122.8</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>86.5%</td>
<td>81.3%</td>
</tr>
<tr>
<td>Fraport share</td>
<td>51%</td>
<td>51%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>50%</td>
<td>50%</td>
</tr>
</tbody>
</table>

*IPIC figures before consolidation

**Fraport share:** 51.00%
- 51% voting rights
- 50% dividend rights
- Dividend rights increased by 16% to 50% in Jan. 2009

**Other shareholders**
- IC İctas İnşaat Sanayi ve Ticaret A.Ş. (48.99%)
- Fraport IC İctas Havalları İşletme Anonim Sirketi (0.01%)

**Fraport history**
- Majority interest in Terminal 1 (BOT) since ’99
- New concession contract since Sep. 2007
- Since Sep. 2007 Fraport is operating Terminal 1 + Domestic Terminal with its partners. 23rd Sep 2009 takeover of Terminal 2
- From 23rd Sep. 2009 till 2024 Fraport operates all 3 terminals together with Turkish IC Holding

**Regulation**
- Fixed passenger fee

**Capex (Obligation)**
- EPC contract €99 mil. for modernization of infrastructure and new domestic terminal

---

**External Activities & Services**

**Lima Airport at a Glance I**

**Profile**
- Largest airport in Peru
- Regional hub for LAN and TACA

**Main Carrier**
- LAN

**Further Carriers**
- American Airlines, Iberia, KLM, Air Europa, TACA, Copa, Sky Airlines

- 11.5%
External Activities & Services
Lima Airport at a Glance II

2011 review
- Traffic growth primarily driven by additional frequencies on domestic routes (+17%) due to better economic situation for the middle class in Peru
- >99% of Peruvian international traffic handled in Lima
- The cooperation with the new government Humala is going well despite initial taunts
- Winner:
  - Skytrax’s Airport of the Year South America: No. 1 in 2009, 2010 and 2011
  - World Travel Awards Leading Airport South America 2009, 2010 and 2011

2012 outlook
- Further passenger growth expected
- Runway resurfacing, Apron expansion as well as expansion, redesign and structural strengthening of Current Terminal

---

External Activities & Services
Lima Airport Financials

<table>
<thead>
<tr>
<th>Mio €</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>11.8</td>
<td>10.3</td>
</tr>
<tr>
<td>Movements in '000</td>
<td>135.1</td>
<td>120.5</td>
</tr>
<tr>
<td>Revenue*</td>
<td>159.3</td>
<td>135.4</td>
</tr>
<tr>
<td>EBITDA*</td>
<td>53.2</td>
<td>49.1</td>
</tr>
<tr>
<td>EBIT*</td>
<td>42.7</td>
<td>37.6</td>
</tr>
<tr>
<td>EBITDA margin*</td>
<td>33.4%</td>
<td>36.2%</td>
</tr>
<tr>
<td>Fraport share</td>
<td>70.01%</td>
<td>70.01%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full</td>
<td>full</td>
</tr>
</tbody>
</table>

Fraport share: 70.01%
Other shareholders:
- International Finance Corporation (IFC) (19.99%)
- AC Capital SAfI S.A. (10.00%)

Fraport history
- 2001 – 2007 Fraport held 42.75%
- From August 2007 until May 2008 100%
- Since May 2008 70.01%
- 30-year BOT concession contract, with an extension option until 2041

Regulation
- Until the end of 2006 fixed tariffs according to concession agreement, since 2009 single bill

Capex
- Until 2011 total CAPEX: USD 291 MM
- Upcoming: 2nd runway, new terminal and IATA Service level B

*Figures before consolidation; figures refer to IFRS accounting, local GAAP figures may differ.
External Activities & Services
Varna and Burgas Airports at a Glance I

Profile
- Tourist gateway to the Black Sea

Infrastructure Varna
- 1 runway, capacity for 30 movements/hour
- 2 terminals, capacity for 1.8 mil. passengers/year

Infrastructure Burgas
- 1 runway, capacity for 30 movements/hour
- 1 terminal, capacity for 1.2 mil. passengers/year

Main Carriers
- Bulgaria Air (VAR), Air Viva (BOJ)

Further Carriers
- Bulgarian Air Charter

Passenger CAGR (2001 – 2011)
- 8.4%

External Activities & Services
Varna and Burgas Airports at a Glance II

Varna
- Terminal construction on track
- Inauguration: 2013
- New capacity for 1.5 mil. passengers/year
- Runway refurbishment until end of February 2012

Burgas
- Terminal construction on track
- Inauguration: 2013
- New capacity for 2.7 mil. passengers/year

ACI 2010 Traffic Forecast for Bulgaria: Annually 5.4% until 2029
External Activities & Services
Varna and Burgas Airports Financials

<table>
<thead>
<tr>
<th>Airports of Twin Star</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue in € mil.</td>
<td>62.8</td>
<td>40.2</td>
</tr>
<tr>
<td>EBITDA in € mil.</td>
<td>23.8</td>
<td>21.1</td>
</tr>
<tr>
<td>EBIT in € mil.</td>
<td>17.2</td>
<td>13.9</td>
</tr>
<tr>
<td>EBITDA margin*</td>
<td>37.9*</td>
<td>52.5%*</td>
</tr>
<tr>
<td>Fraport share</td>
<td>60%</td>
<td>60%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full</td>
<td>full</td>
</tr>
</tbody>
</table>

Varna

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
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</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>1.2</td>
<td>1.2</td>
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<tr>
<td>Movements in '000</td>
<td>11.3</td>
<td>12.6</td>
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</table>

Burgas

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>2.3</td>
<td>1.9</td>
</tr>
<tr>
<td>Movements in '000</td>
<td>19.2</td>
<td>15.8</td>
</tr>
</tbody>
</table>

* influenced by IFRIC 12: real EBITDA margin 2011: 54.6%, 2010: 55.1%.

Fraport share: 60.00%
Other shareholders:
- Airport Services Ltd. (40.00%)

Fraport history:
- In September 2006 Fraport has been awarded the concession for modernizing, expanding and operating both airports
- BOT concession contract for 35 years

Regulation:
- Dual Bill

Capex (Obligation):
- €54 mil. until 2011
- 2 new terminals until 2013
- Further investments subject to traffic growth

External Activities & Services
Minority: Hanover Airport, Germany

Fraport share: 30.00%
Other shareholders:
- City of Hanover (35.00%)
- State of Lower Saxony (35.00%)

Profile:
- 24 hour operation
- 3rd highest runway capacity in Germany

Infrastructure:
- 2 runways, capacity for 60 movements/hour
- 3 terminals, capacity for 10 mil. passengers/year

Main Carriers:
- Air Berlin, Lufthansa

Further Carriers:
- TUIfly, Germanwings, Swiss, Condor, SunExpress

- ~0.3%

Passengers Total 2011:
- 5.3 mil.
**External Activities & Services**

**Minority: Delhi, India**

**Fraport share:** 10.00%
**Other shareholders**
- GMR Group (54.00%)
- Airports Authority of India (26.00%)
- Malaysia Airports (Mauritius) Private Ltd. (10.00%)

**Profile**
- Largest airport in India
- Capital Airport

**Infrastructure**
- 3 runways, capacity for 70 movements/hour
- 3 terminals, capacity for 46 mil. passengers/year

**Main Carrier**
- Air India

**Further Carriers**
- Jet Airways, IndiGo, Kingfisher

- 14.9%

**Passengers Total 2011**
- 35.1 mil.

---

**External Activities & Services**

**Minority: Xi’an, China**

**Fraport share:** 24.5% Fraport Asia Ltd.
**Other shareholders**
- 50.9% China West Airport Co., Ltd.
- 24.5% China Nat.Aviation Corporation Airport Inv., Ltd.
- 6.1% CWAG Aviation Logistics (Xi’an) Co. Ltd.

**Profile**
- 8th biggest airport in China
- Center of the Chinese aerospace and aviation industry
- Known for its world-famous Terracotta Army

**Infrastructure**
- 1 runway, capacity for 43 movements/hour
- 2 terminals, capacity for 11 mil. passengers/year
- 3rd terminal and 2nd runway completed in March 2012

**Main Carrier**
- China Eastern Group

**Further Carriers**
- Hainan Airlines Group, China Southern Group, Air China Group, Shenzhen Airport Group

- 17.0%

**Passengers Total 2011**
- 21.2 mil.
External Activities & Services
Minority: Saint Petersburg, Russia

Fraport share: 35.5%
Other shareholders
- VTB Bank 50.0%, Russia
- Koltsena Holding 7.5%, Cyprus
- Copelouzos Group 7.0%, Greece

Profile
- 4th largest Russian Airport (after three Moscow airports)

Infrastructure
- 2 parallel runways, current capacity for 28 movements/hour; potential capacity up to 100 movements/hour possible
- 2 terminals, capacity for 11 ml. passengers/year

Main Carrier
- Rossiya Airlines

Further Carriers
- Aeroflot, Lufthansa, Transaero, S7

Passenger CAGR (2001 – 2011)
- 12.7%
Passengers Total 2011
- 9.6 ml.

---

External Activities & Services
Management Contracts

**Cairo, Egypt**
- Profile
  - On the way of becoming the hub of MENA (Middle East North Africa)
- Infrastructure
  - 3 parallel runways, capacity for 100+ movements/hour
  - 2 passenger terminals, capacity for 19 ml. passengers/year
  - 3rd terminal under construction, capacity for 8 ml. passengers/year
- Main Carrier
  - EgypAir
- Further Carriers
  - Saudi Arabian Airlines, Lufthansa, Emirates, Gulf Air
- Passenger CAGR (2004-2011)
  - 4.5%
- Passengers Total 2011
  - 13.0 ml.

**Dakar, Senegal**
- Profile
  - New Airport currently under construction
- Infrastructure
  - 1 runway
  - 1 terminal, capacity for 3.0 ml. passengers/year
- Profile old airport
  - In operation until opening of the new airport
- Carriers
  - Senegal Airlines, Air France, Royal Air Maroc, Air Mediterrane, Brussels Airline
- Passenger CAGR (2004-2011)
  - 4.5%
- Passengers Total 2011
  - 1.8 ml.

**Riyadh & Jeddah, Saudi Arabia**
- Riyadh
  - Profile
    - Capital airport
  - Infrastructure Riyadh
    - 2 runways
    - 2 terminals
  - Main Carrier
    - Saudi Arabian Airlines
  - Further Carriers
    - Emirates, Air India, Pakistan International Airlines, Lufthansa
- Jeddah
  - Profile
    - Pilgrimage airport, Red Sea
  - Infrastructure Jeddah
    - 3 runways
    - 3 terminals
  - Main Carrier
    - Saudi Arabian Airlines
  - Further Carriers
    - NAS Air, Egypt Air, Air India, Lufthansa
- Passengers Total 2011
  - 15.3 ml.
  - 22.9 ml.
Fraport Share and Management

Fraport Share & Management
IR Strategy

Focus of Fraport’s Investor Relations

Reliability
“Our goal is to achieve at least as much as we have promised.”

Transparency
“We enable everyone to receive all of our communications in full, either live or with only a minimal delay.”

Interactivity
“Our Investor Relations department was created for active financial communication.”

Consistency
“Regular reports and publications are an essential prerequisite for recognizing the value of our company.”
**Fraport Share & Management**

**Share Data**

- **ISIN:** DE0005773303
- **Share symbol:** FRA GR (Bloomberg)
- **Class of share:** Ordinary bearer shares with a notional par value of € 10.00 each
- **Capital stock (acc. to IFRS):** € 919.6 million
- **Calculated par value per share:** € 10.00
- **Number of floating shares¹ on Dec. 31, 2011:** 91,878,502
- **Listing:** Frankfurt Stock Exchange – official trading (Prime Standard), MDAX²
- **Sustainability Share Indices:** Dow Jones Sustainability Index, FTSE4Good index
- **IPO:** June 11, 2001
- **Placement price:** €35.00

¹ Total number of shares on the balance sheet date minus treasury shares
² Index of Deutsche Börse for mid caps from classic sectors

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**Fraport Share & Management**

**Shareholder Structure** *(as of March 2nd, 2012)*

- **Unknown:** 33.58%
- **State of Hesse:** 31.49%
- **Lufthansa:** 9.92%
- **City of Frankfurt:** 9.90%
- **Artio Global:** 20.11%
Fraport Share & Management
Geographical Split

Total Geographical Split of Share

Geographical Split of Free Float

* Excluding Hesse, Frankfurt and Lufthansa, for unknown shareholding own estimates

Fraport Share & Management
Key Figures of the Fraport Share

<table>
<thead>
<tr>
<th></th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-end price</td>
<td>€ 44.90</td>
<td>54.02</td>
<td>53.67</td>
<td>30.91</td>
<td>36.28</td>
<td>47.16</td>
<td>38.00</td>
</tr>
<tr>
<td>Highest price</td>
<td>€ 44.90</td>
<td>66.77</td>
<td>64.05</td>
<td>54.34</td>
<td>38.80</td>
<td>40.78</td>
<td>58.10</td>
</tr>
<tr>
<td>Lowest price</td>
<td>€ 29.59</td>
<td>44.90</td>
<td>45.53</td>
<td>23.67</td>
<td>22.46</td>
<td>34.40</td>
<td>37.60</td>
</tr>
<tr>
<td>Annual performance</td>
<td>% 45.4</td>
<td>22.3</td>
<td>1.9</td>
<td>-40.4</td>
<td>21.1</td>
<td>33.2</td>
<td>-16.8</td>
</tr>
<tr>
<td>Earnings per share (basic)</td>
<td>€ 1.85</td>
<td>2.83</td>
<td>2.44</td>
<td>2.07</td>
<td>1.60</td>
<td>2.86</td>
<td>2.62</td>
</tr>
<tr>
<td>Dividend per share</td>
<td>€ 0.90</td>
<td>1.15</td>
<td>1.15</td>
<td>1.15</td>
<td>1.25</td>
<td>1.25</td>
<td>1.25</td>
</tr>
<tr>
<td>Dividend yield at Dec. 31</td>
<td>% 2.0</td>
<td>2.1</td>
<td>2.1</td>
<td>3.7</td>
<td>3.2</td>
<td>2.7</td>
<td>3.3</td>
</tr>
<tr>
<td>Payout ratio</td>
<td>% 48.8</td>
<td>43.9</td>
<td>47.2</td>
<td>55.7</td>
<td>70.0</td>
<td>44.0</td>
<td>48.0</td>
</tr>
<tr>
<td>Price-earnings ratio</td>
<td>24.3</td>
<td>20.5</td>
<td>22.1</td>
<td>14.9</td>
<td>22.7</td>
<td>16.5</td>
<td>14.5</td>
</tr>
<tr>
<td>Average trading volume per day</td>
<td>number 106,696</td>
<td>295,183</td>
<td>262,132</td>
<td>286,704</td>
<td>163,070</td>
<td>160,834</td>
<td>150,671</td>
</tr>
<tr>
<td>Market capitalization at Dec. 31</td>
<td>€ million 4,089</td>
<td>4,936</td>
<td>4,932</td>
<td>2,835</td>
<td>3,333</td>
<td>4,335</td>
<td>3,484</td>
</tr>
<tr>
<td>Total number of shares at Dec. 31</td>
<td>million 91.2</td>
<td>91.5</td>
<td>91.6</td>
<td>91.7</td>
<td>91.9</td>
<td>91.9</td>
<td>92.0</td>
</tr>
<tr>
<td>Number of floating shares at Dec. 31</td>
<td>million 91.1</td>
<td>91.4</td>
<td>91.5</td>
<td>91.6</td>
<td>91.8</td>
<td>91.8</td>
<td>91.9</td>
</tr>
</tbody>
</table>
Fraport Share & Management
Stock Performance 2011

- For comparison reason the index of Fraport share performance was calculated by adding the dividend per share to the stock price.

Fraport Share & Management
CEO: Dr. Stefan Schulte

Fraport AG’s CEO since September 2009
Responsible for:
- Traffic and Terminal Management, Corporate Safety and Security
- Internal Auditing
- Legal Affairs
- Corporate Development
- Corporate Communications

Brief biography:
- April 2007 – August 2009: Vice Chairman and COO
- 2003 – April 2007: CFO of Fraport AG
- 2001 – 2003: Executive board member (CFO) of Deutz AG, responsible for finance and human resources
- CFO at Infrastrada S.p.A., the Mannesmann/Vodafone group’s former Italian fixed-network subsidiary
- Area director of controlling at Mannesmann Arcor
- Deutsche Bank’s group development department
- 1991: Finished his doctorate degree
Fraport Share & Management
CFO: Dr. Matthias Zieschang

Fraport AG’s CFO since April 2007
Responsible for:
  • IT
  • Global Investment and Management (External Activities)
  • Controlling
  • Finance and Investor Relations
  • Accounting
  • Central Purchasing, Construction Contracts

Brief biography:
  • 2001 – 2007: CFO of Deutsche Bahn Netz AG
  • 1999 – 2001: CFO of Scandlines AG (shipping line)
  • 1997 – 1999: Head of project and investment financing at Deutsche Bahn AG
  • 1994 – 1997: Head of financial strategy and planning at Deutsche Bahn AG
  • 1990 – 1994: Specialist for capital market financing at BASF AG
  • Assistant lecturer at the Technical University of Darmstadt
  • Studied national economics and business administration

Fraport Share & Management
Executive Director Labor Relations: Herbert Mai

Fraport AG’s Executive Director Labor Relations since 2001
Responsible for:
  • Retail and Real Estate
  • Human Resources
  • Sustainability Management and Corporate Compliance

Brief biography:
  • 1995 – 2001: National chairman of the ÖTV union (public service and transport workers union)
  • 1982 – 1992: Regional chairman of ÖTV Hesse
  • Wide range of responsibilities at ÖTV Hesse
  • Attended the Higher Technical College for Social Services
  • Administrative inspector with the Düsseldorf administrative district board
  • Training in higher public administrative service
Fraport Share & Management
COO: Peter Schmitz

Fraport AG’s COO since September 2009
Responsible for:
• Airport Security Management
• Ground Services (Ground Handling)
• Facility Management
• Corporate Infrastructure Management
• Passenger Experience

Brief biography:
• 2001 – 2009: Senior Executive VP Ground Services Fraport AG
• 1998 – 2001: Head of Logistics at Headquarters Allied Air Forces Central Europe, Ramstein, Germany
• 1996 – 1998: Commander at Technical School German Air Force, Fassberg, Germany
• 1984 – 1996: Different German Air Force appointments

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Glossary I

ACI
Acronym for Airports Council International, the international association representing the world’s airports

Aviation
One of the Fraport Group’s business segments. The Aviation segment is responsible for air traffic and terminal management as well as airport and aviation security.

BOT
Acronym for Build Operate Transfer

CAGR
Acronym for Compound Annual Growth Rate

CUTE
Common Use Terminal Equipment

DLH
Acronym for Deutsche Lufthansa

EPS
Acronym for Earnings per Share

EIB
Acronym for European Investment Bank

External Activities & Services
One of the Fraport Group’s business segments. The External Activities segment encompasses all holdings and activities not located at Frankfurt.

FRA
Acronym for Frankfurt Airport

Ground Handling
One of the Fraport Group’s business segments. The Ground Handling segment encompasses the services required for servicing an aircraft on the ground.

Hub
An airport that coordinates direct long-haul services with a system network of feeder services.

IATA
Acronym for International Air Transport Association, the international umbrella organization of the airlines; headquartered in Montreal
Glossary II

ICE
Acronym for inter City Express, German high speed train

IR
Acronym for Investor Relations

ISIN
Acronym International Securities Identification Number is a 12-character alpha-numerical code that uniquely identifies a security, e.g. a share.

MTOW
Acronym for maximum takeoff weight, the maximum weight for which an aircraft is certified. The MTOW is the decisive parameter for determining takeoff and landing charges.

O & D
Origin and Destination

RAB
Acronym for Regulated Asset Base: Asset base used for calculating costs of capital as part of regulated charges

Retail & Real Estate
One of the Fraport Group’s business segments. The Retail & Real Estate segment encompasses the letting of shops, offices, the management of parking facilities and real estate marketing.

ROFRA
Abbreviation for Return on Fraport Assets = EBIT divided by Fraport assets

RPK
Acronym for Revenue Passenger Kilometers: number of paying passengers multiplied with number of kilometers they traveled

Star Alliance
The world’s largest strategic alliance of airlines, which also includes Lufthansa German Airlines

WfBank
Bank for Infrastructure in State of Hesse

Wirtschafts- und Infrastrukturbank Hessen (WfBank)
[before: Landeszentralbank Hessen (LTH), Bank für Infrastruktur]
Map of Frankfurt Airport incl. Terminal 3 (planned) and

Scale: approx. 1 : 26,000
Northwest Runway, as of January 2012

Airport perimeter fence
Investor Relations
IR Service – meet IR

Financial Calendar
3-months interim report 2012  Wednesday, May 9
Annual General Meeting  Friday, May 11
6-months interim report 2012  Wednesday, August 8
9-months interim report 2012  Tuesday, November 6

Traffic Calendar
March 2012  Monday, April 16
April 2012  Friday, May 11
May 2012  Thursday, June 14
June 2012  Wednesday, July 11
July 2012  Friday, August 10
August 2012  Wednesday, September 12
September 2012  Thursday, October 11
October 2012  Monday, November 12
November 2012  Wednesday, December 12

The latest IR Information
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