

# *Visual Fact Book*

## *Full Year 2007*



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## **Disclaimer**

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# ***Fraport at a Glance***

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## **Fraport at a Glance**

- Fraport AG – Frankfurt Airport Services Worldwide, based in Frankfurt/Main
- Founded in 1924
- Owns and operates Frankfurt Airport, Germany's biggest hub airport and in general other airports around the world
- 117.3 million passengers used the Fraport Group's airports in 2007
  - 75.6 million Passengers at majority holdings
  - 41.7 million passengers at minority holdings and airports under management contract
- The Fraport Group employed 30,437 people at the end of 2007, thereof 17,796 at Frankfurt Airport and 9,767 at ICTS<sup>1</sup>
- Fraport generated revenue of € bn. 2.3 in 2007
- IPO in June 2001

1) On Feb 28<sup>th</sup> 2008 Fraport signed the contract to sell ICTS

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## **Fraport at a Glance History of Fraport AG**

- |           |   |
|-----------|---|
| 1924      | Opening of an airfield at the Rebstock site, Frankfurt, operated by the Südwestdeutsche Luftverkehrs AG                                   |
| 1936      | Start-up of flight operations at the site of today's FRA - begin of airship traffic   |
| 1939-1945 | World War II: First runway constructed to enable jet fighter traffic  |
| 1945      | End of World War II: 77% of the airport destroyed, US troops took over control  |
| 1949      | Second runway (south) constructed   |
| 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"  |
| 1997-2006 | Acquisition of other airport participations and airport related businesses worldwide e.g. Antalya, Lima, Hahn, Varna & Burgas, and others |

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## Fraport at a Glance Portfolio: Four Segments<sup>1</sup>

Fraport Group	
Revenue	€ 2,329.0 mil.
EBITDA	€ 580.5 mil.
EBIT	€ 335.4 mil.

Segment	Executive Director	Key Activities	Revenue	EBITDA	EBIT
Aviation	(Dr. Stefan Schulte, Vice Chairman, COO)	<ul style="list-style-type: none"> <li>Runway and terminal operations</li> <li>Expansion</li> <li>Security</li> </ul>	€ 698.7 mil.	€ 139.6 mil.	€ 44.8 mil.
Retail & Properties	(Herbert Mai, Executive Director of Labor Relations)	<ul style="list-style-type: none"> <li>Retail management</li> <li>Property management</li> <li>Car parking</li> <li>Other services (IT, facility management)</li> </ul>	€ 471.4 mil.	€ 333.0 mil.	€ 244.6 mil.
Ground Handling	(Dr. Wilhelm Bender, CEO)	<ul style="list-style-type: none"> <li>Ramp services</li> <li>Passenger services</li> <li>Baggage handling</li> <li>Cargo services</li> </ul>	€ 620.5 mil.	€ 37.4 mil.	€ 12.6 mil.
External Activities	(Dr. Matthias Zieschang, CFO)	<ul style="list-style-type: none"> <li>Investments in other airports</li> <li>Management contracts with Airports</li> <li>Airport-related businesses</li> </ul>	€ 538.4 mil.	€ 70.5 mil.	€ 33.4 mil.

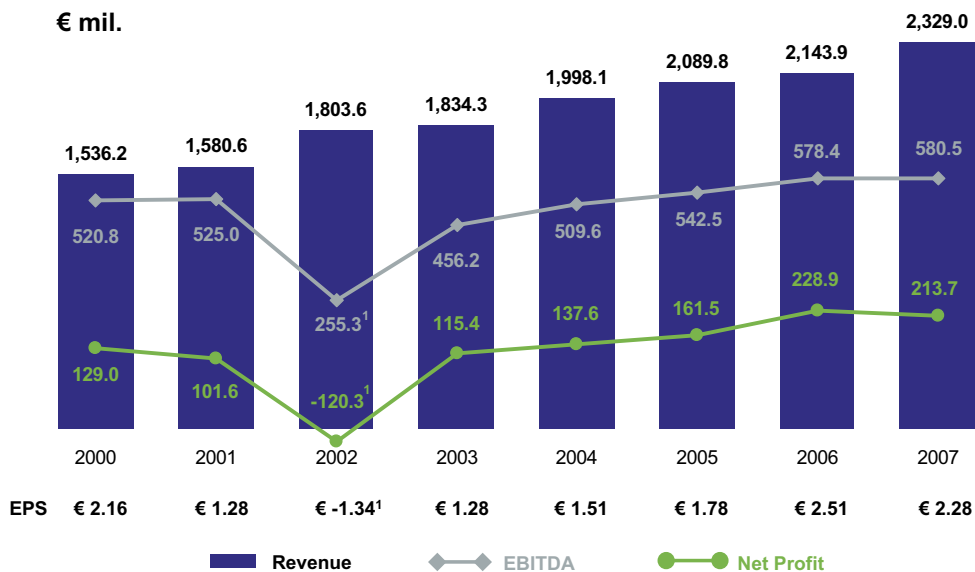
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<sup>1</sup>) Each Segment is assigned to one member of the Executive Board who is mentioned in brackets under each segments name

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## Fraport at a Glance Key Figures Development



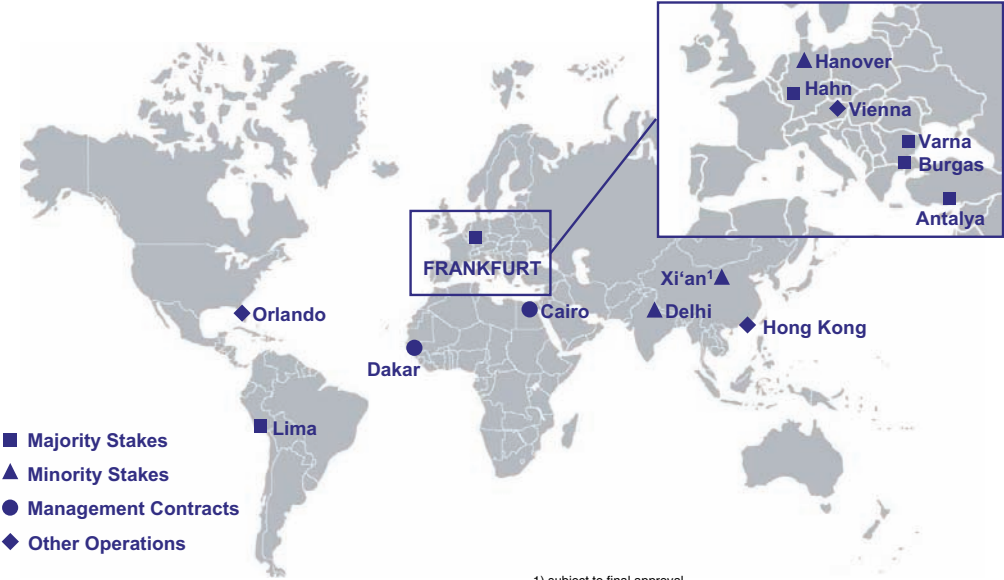
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<sup>1</sup>) special effect: exceptional write-down for Manila reduced EBITDA by € 241.7 mil. and net profit by € 227.5 mil.

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# Fraport at a Glance Fraport Activities worldwide



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# Corporate Strategy / Bridge Strategy

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## Corporate Strategy

**Strategic Goals**

<b>Value Creation</b>		<b>Performance</b>		<b>Sustainability</b>
-----------------------	--	--------------------	--	-----------------------

**The three Pillars of Fraport's Strategy**

<b>Consolidation at FRA</b>		<b>Growth &amp; Expansion at FRA</b>		<b>External growth</b>
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## Corporate Strategy

### Strategic Goals

<b>Value creation</b>	<p>We strive consistently to increase our company's value in all fields of business. We achieve above-average returns in our segments, ranking among the industry's best in each of them.</p> <p>We are committed to strengthening our long-term ability to finance projects and service our debts.</p>
<b>Performance</b>	<p>With our integrated business model, we achieve outstanding results through reliable, efficient, high-quality processes.</p> <p>Our outstanding performance is reflected by both a substantial market share and satisfied customers. We are committed to improving both even further.</p>
<b>Sustainability</b>	<p>As an employer and economic player, we are acutely aware of our responsibilities toward our staff, society and the environment.</p> <p>We focus on sustainability and base our business activities on sound economic, environmental and social principles.</p>

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## Corporate Strategy The three Pillars of Fraport's Strategy

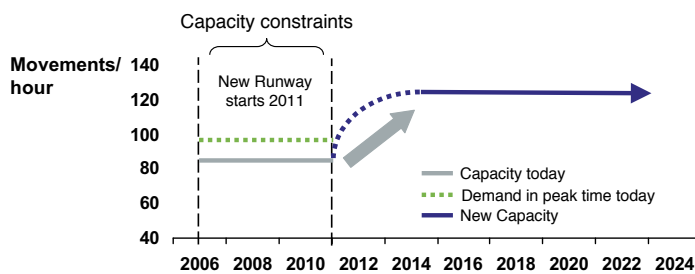
Consolidation at FRA	Growth & Expansion at FRA	External Growth
<ul style="list-style-type: none"> <li>• Taking advantage of our strong position in the aviation and ground-handling segments</li> <li>• Tightening relationships with our key customers</li> <li>• Optimizing productivity and efficiency</li> </ul>	<ul style="list-style-type: none"> <li>• Increasing capacity to ensure medium-term growth and strengthen our competitive position</li> <li>• Expanding and modernizing terminals and retail areas</li> <li>• Upgrading the real estate location 'Frankfurt Airport' to 'Frankfurt Airport City'</li> </ul>	<ul style="list-style-type: none"> <li>• Using Fraport's expertise at locations other than Frankfurt</li> <li>• Acquisition and operation of airports and passenger terminals</li> <li>• Winning airport management and service contracts</li> </ul>

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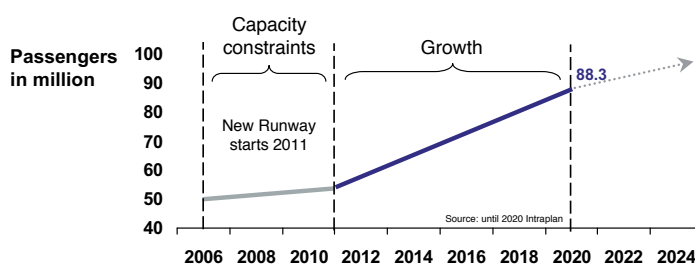


## Bridge Strategy Expected Traffic Development at Frankfurt Airport



### Capacity constraints at FRA:

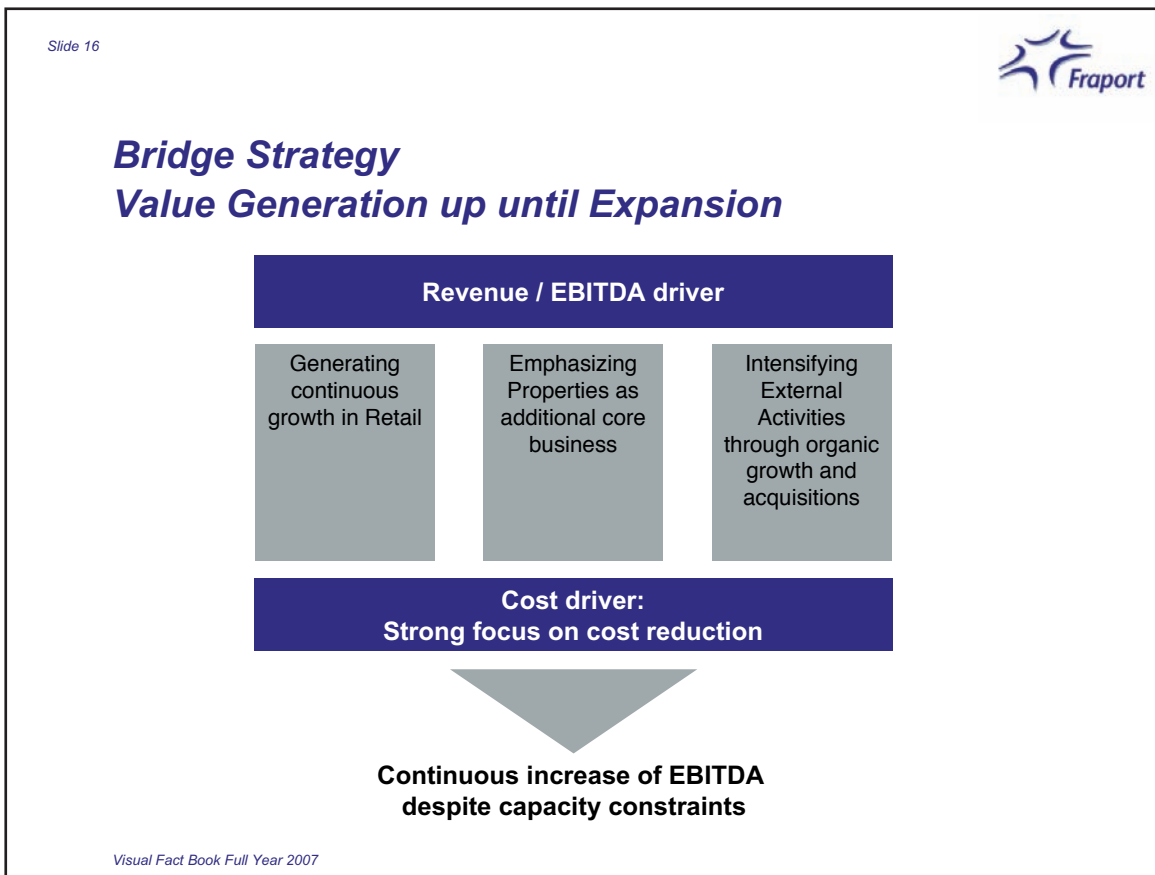
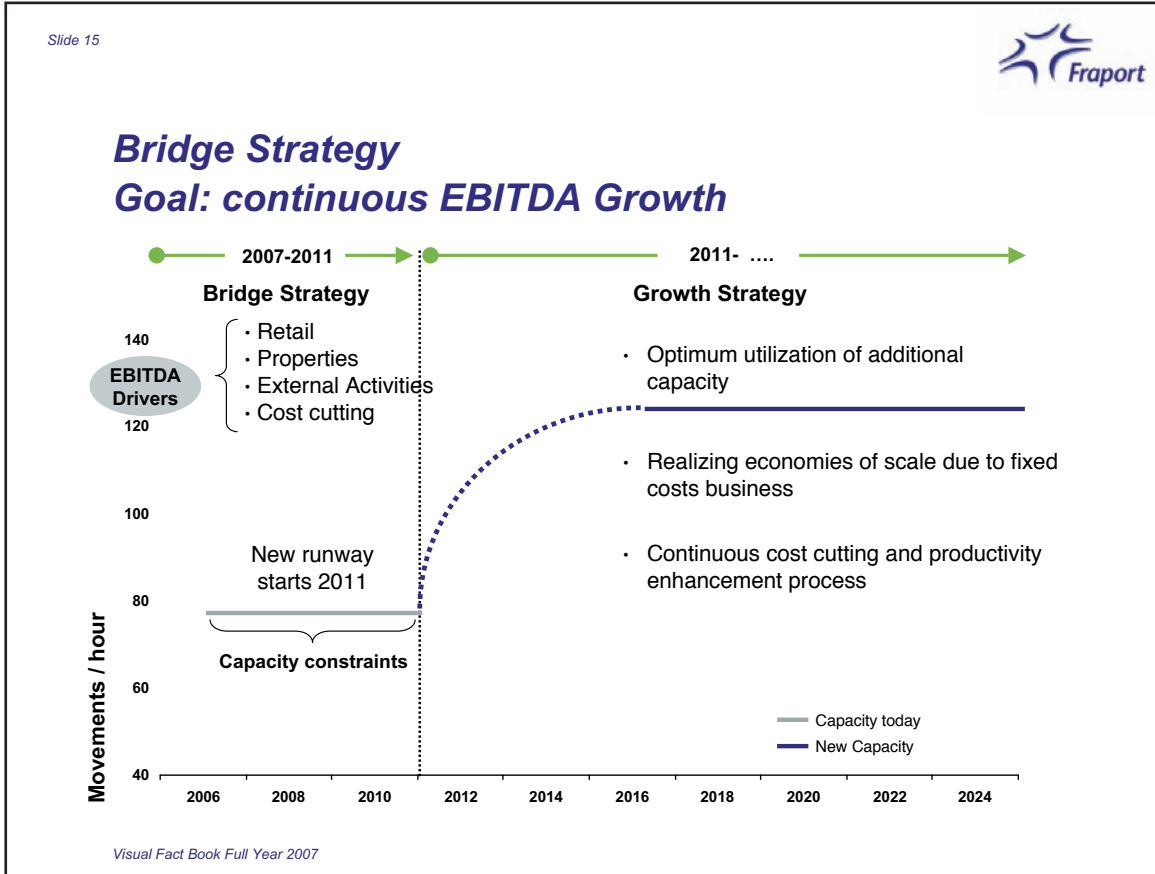
- Hourly movement capacity today of about 80
- Capacity fully utilized
- Demand clearly exceeds available slots
- New runway with increase slots by more than 50% in 2011



### Nevertheless passenger increase possible:

- Optimizing the mix of traffic / slots (Lufthansa service FRA/CGN now terminated / intermodality)
- Use of larger aircraft
- Increasing the seat load factor

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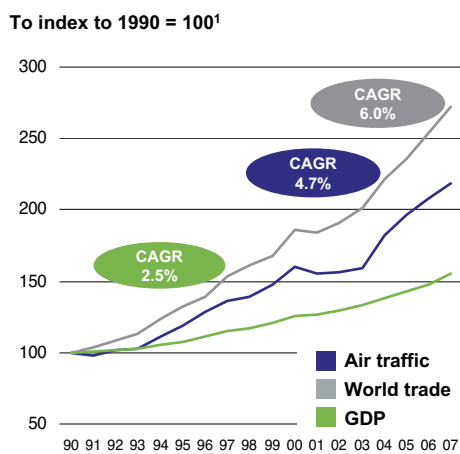


# Market Data

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## Market Data – Air Traffic Dynamic Growth in Air Traffic due to Globalization



- Growth in air traffic is highly correlated to growth of world trade
- Due to globalization both air traffic and world trade have grown stronger than the GDP, but they are also correlated to it
- In the long run, crises like 9/11 do not stop the globalization process
- Negative or low growth rates in air traffic after 9/11 were offset by even stronger growth rates after that crisis

Conclusion for next decade

Air traffic is expected to grow stronger than the GDP  
~ 5% per year

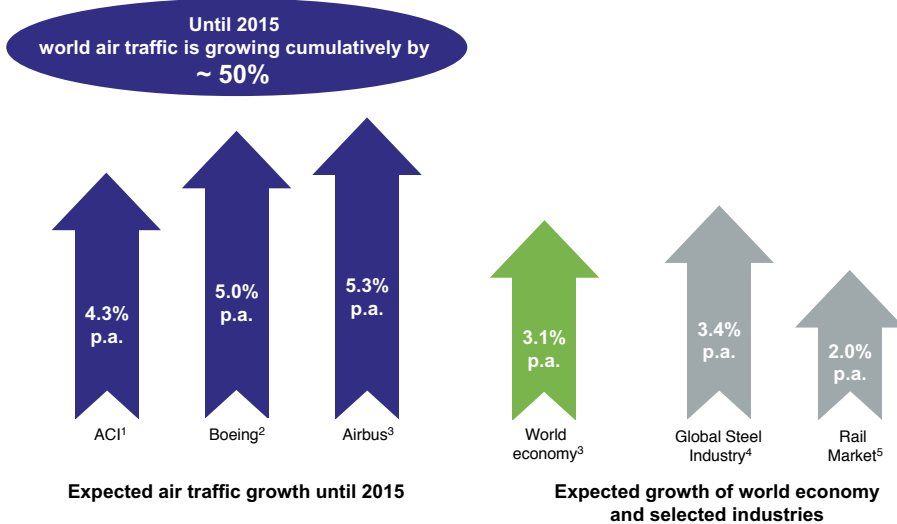
1) Development of global air traffic (RPK), global trade and global gross domestic product 1990 – 2006 (to index to 1990 = 100)  
Sources: Air Transport Association, World Trade Organization; air traffic: development of revenue passenger kilometers (RPKs); global trade: volume of merchandise exports worldwide; global GDP; growth of global GDP 2007: Deutsche Bank; world trade of 2007: OECD and IMF; RPK 2007: IATA Economics 2007

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## Market Data – Air Traffic

### Air Traffic grows stronger than World Economy



Sources: 1) IATA 2005-2020; CAGR of RPK 2) Boeing, Current Market Outlook 2007, growth RPKs 2006 – 2026 global; 3) Airbus, Global Market Forecast, growth RPKs 2006 – 2015 global; 4) BCD –Beyond the boom – The Outlook for Global Steel, 2007; Data Base: Global Production of raw steel 5) Roland Berger, „Worldwide rail market study – status quo and outlook 2015“ Data Base: Infrastructure, ROS, RCS, Services, January 30, 2007

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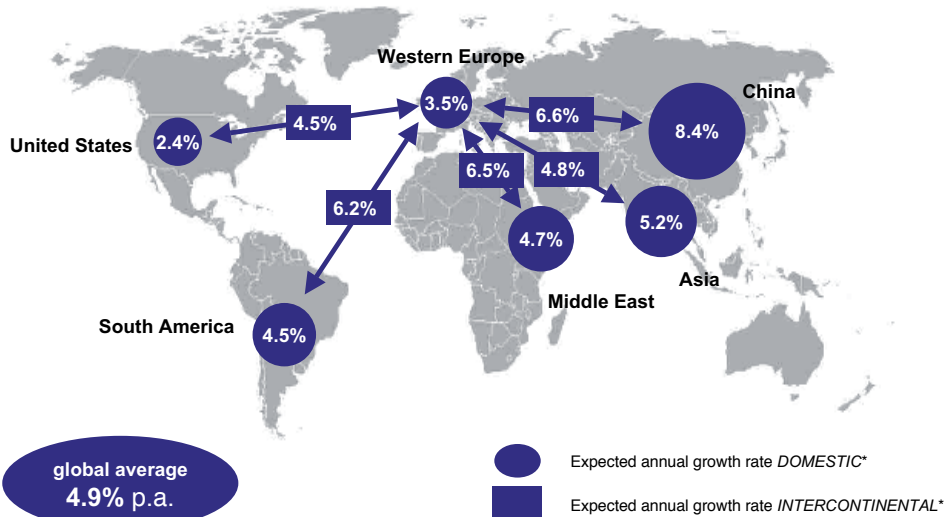
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## Market Data – Air Traffic

### Focus on Intercontinental Routes in Europe

Air traffic growth in 2007-2026<sup>1</sup>



1) Source: Airbus, Airbus Global Market Forecast 2007-2026, annual growth; base: Revenue passenger kilometer (RPK)

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## Market Data – Air Traffic

### Frankfurt Airport is among the Top 10 in the World

#### Passengers 2007<sup>1</sup> (mil.)

1. Atlanta	89.4
2. Chicago	76.2
3. London-Heathrow	68.1
4. Tokyo-Haneda	66.7
5. Los Angeles	61.9
6. Paris-Ch. d. Gaulle	59.9
7. Dallas-Ft Worth	59.8
<b>8. Frankfurt</b>	<b>54.2</b>
9. Beijing	53.7
10. Madrid	52.1

#### Cargo 2007<sup>1</sup> (mil. metric tons)

1. Memphis	3.84
2. Hong Kong	3.77
3. Anchorage	2.83
4. Seoul	2.56
5. Shanghai-Pudong	2.50
6. Tokyo-Narita	2.25
<b>7. Frankfurt</b>	<b>2.17</b>
8. Louisville	2.08
9. Paris-Ch. d. Gaulle	2.01
10. Miami	1.92

1) Preliminary Figures as of February/March 2008

Source: ACI

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## Market Data – Air Traffic

### The Biggest European Airports

#### Passengers 2007<sup>1</sup> (mil.)

1. London-Heathrow	68.1
2. Paris-Ch. d. Gaulle	59.9
<b>3. Frankfurt</b>	<b>54.2</b>
4. Madrid	52.1
5. Amsterdam	47.8
6. London-Gatwick	35.2
7. Munich	34.0
8. Rome Fiumicino	32.9
9. Barcelona	32.8
10. Paris-Orly	26.4

#### Cargo 2007<sup>1</sup> (mil. metric tons)

<b>1. Frankfurt</b>	<b>2.17</b>
2. Paris-Ch. d. Gaulle <sup>2</sup>	2.01
3. Amsterdam	1.65
4. London-Heathrow	1.40
5. Luxembourg	0.86
6. Brussels	0.73
7. Cologne	0.71
8. Milan-Malpensa	0.49
9. Liege	0.49
10. Madrid	0.36

1) Preliminary Figures as of February/March 2008

2) Without mail

Source: ACI

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## Market Data – Aviation

### Slot Capacity of European Hub Airports

Airport	Existing runways		Slot capacity	Planned runways		Target Capacity
London-Heathrow	2	not independently usable	79 mov/h	1	possibly by 2020	120 mov/h
Paris-Ch.d.Gaulle	4	not independently usable	110 mov/h	0		120 mov/h
<b>Frankfurt</b>	<b>3</b>	<b>not independently usable</b>	<b>83 mov/h</b>	<b>1</b>	by 2011	<b>126 mov/h</b>
Madrid	4	independently usable	90 mov/h	0		120 mov/h
Amsterdam	6	not independently usable	108 mov/h	1		125 mov/h
Munich	2	independently usable	90 mov/h	1	possibly by 2011	120 mov/h
Vienna	2	not independently usable	72 mov/h	1		95 mov/h
Zurich	3	not independently usable	66 mov/h	1		80 mov/h

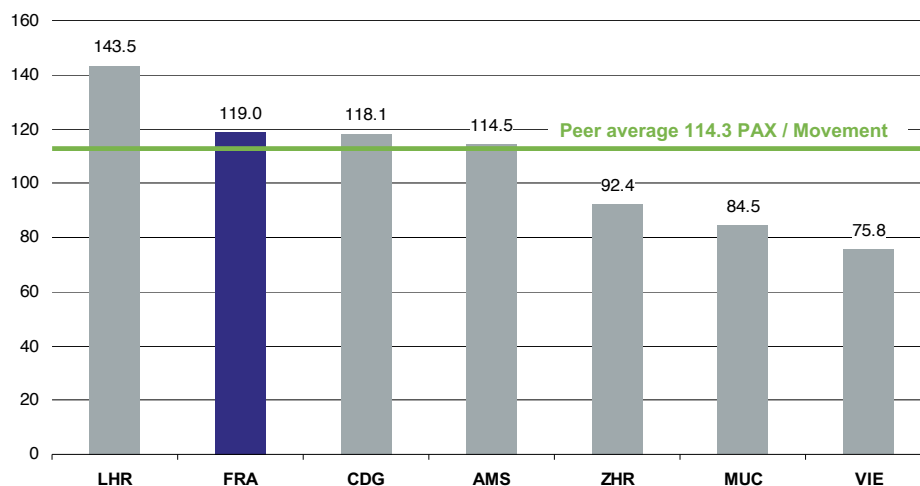
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## Market Data – Aviation

### Passengers per Passenger Flights<sup>1</sup>



<sup>1</sup>) Passenger flights: considering only passenger flights – pure cargo flights and noncommercial flights not included

Source: Fraport

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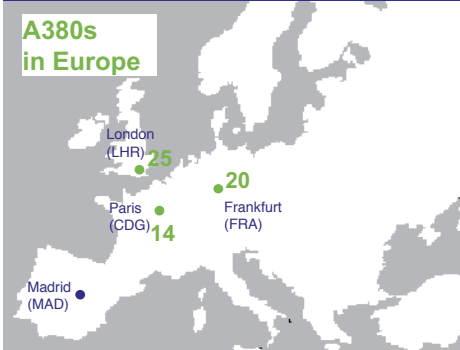
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## Market Data – Aviation Traffic focusing on Mega Hubs in Europe

### Only three Airbus A380 bases in Europe

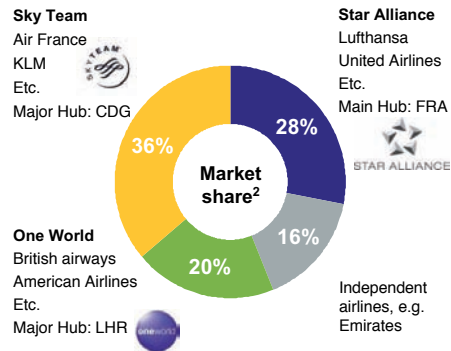
#### A380s in Europe



Airline	A380 <sup>1</sup>	Airport	PAX Airport
British Airways	12 (+7)	LHR	68.1
Virgin Atlantic	6	LHR	68.1
Air France	12 (+2)	CDG	59.9
Lufthansa	15 (+5)	FRA	54.2

1) Number of orders (+ number of options); source Fraport, airlines

### Intercontinental traffic in Europe



Three strong alliances dominate  
86% of market

2) Reference parameter: intercontinental seats ex Europe, database = TOP 25 intercontinental airlines, July 2007

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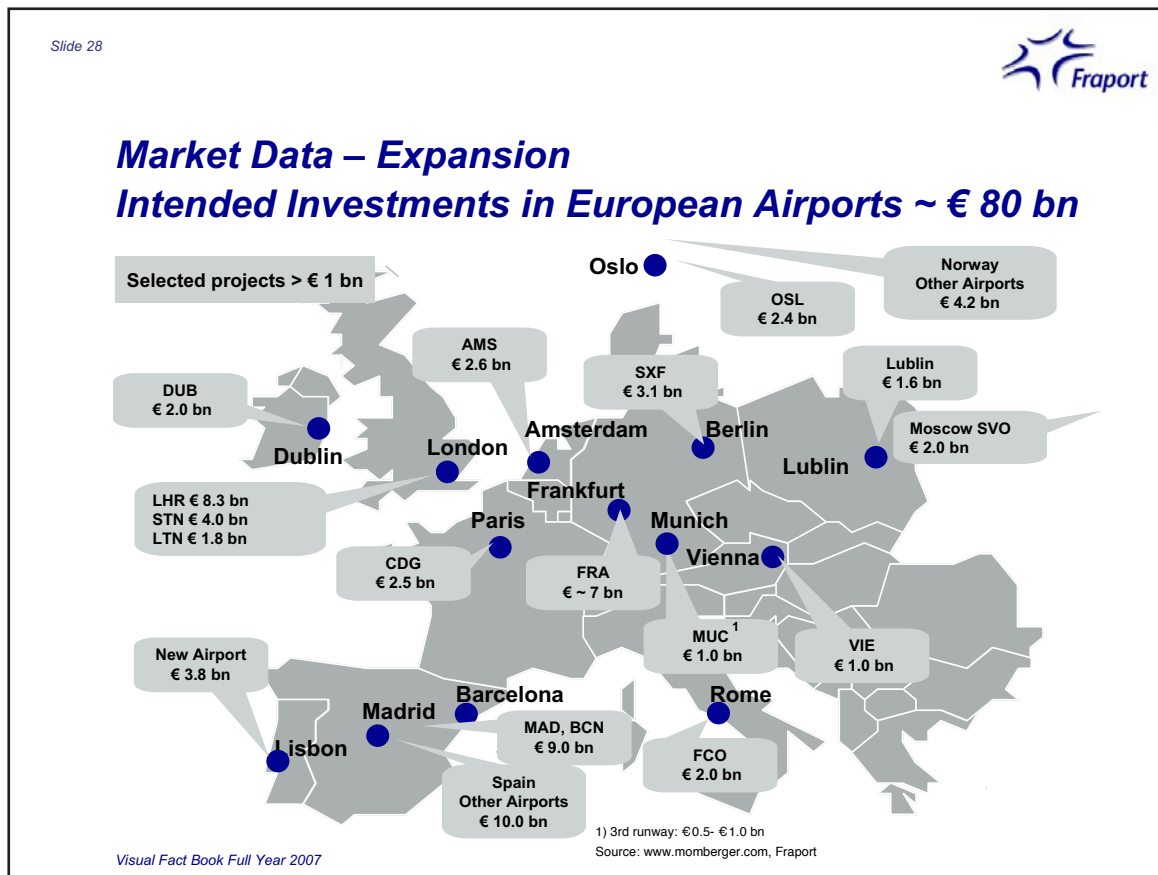
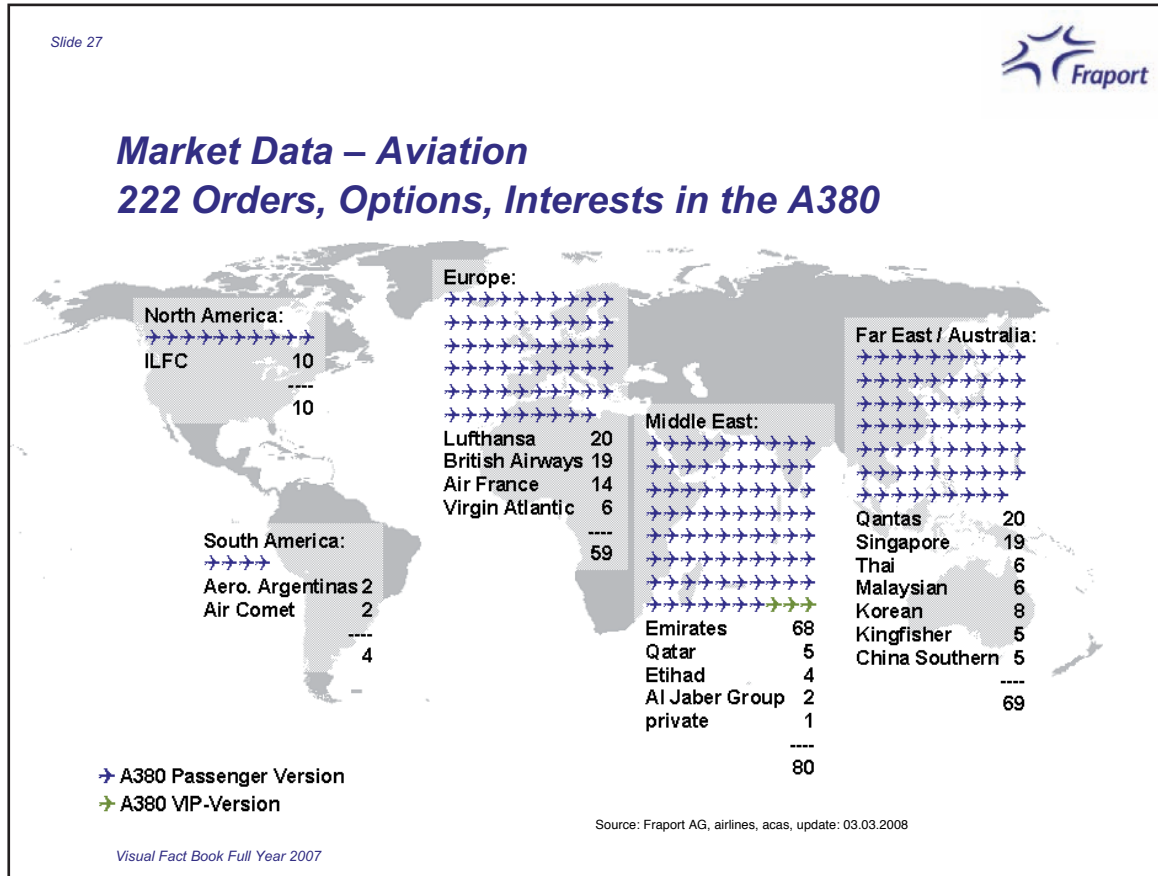
## Market Data – Aviation Prospective Aircraft Capacity of strong Airlines

### Widebody-Passenger-Fleet (without roll-over effects)



Source: Fraport Group, airlines, acas, update: 03.03.2008  
1) acc. to fleet renewal plan; no further details yet published

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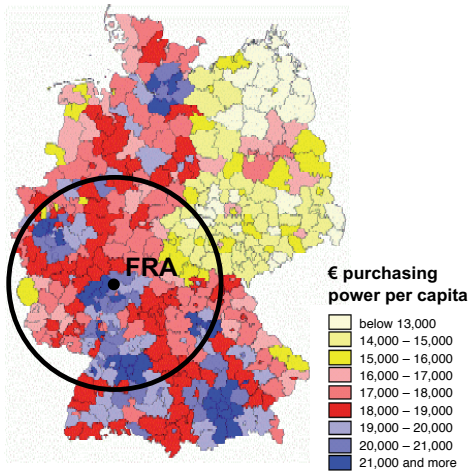


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## Market Data – Retail High Purchasing Power at FRA

Purchasing power above average in catchment area of FRA



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### Retail Customers

- **Employees**
  - Approx. 70,000 employees working at FRA
  - In 2015 there will be approx. 100,000 employees
- **Passengers with high purchasing power**
  - 54.2 mil. PAX in 2007
    - 25.4 mil. O&D<sup>1</sup> passengers with purchasing power above German average
    - 28.5 mil. transfer passengers with extremely high purchasing power, e.g. from the USA, China, Russia or the Middle East
    - 0.3 mil. transit passengers<sup>2</sup>
  - 75.6 mil. PAX estimated for 2015

1) Origin & Destination

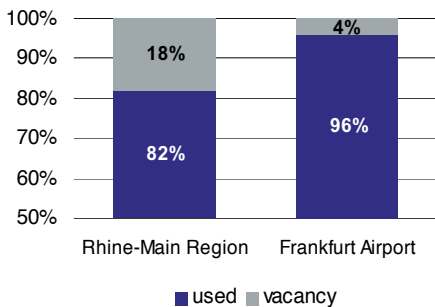
2) Transit passengers are no transfer passengers, but passengers whose aircraft has a stopover at FRA. In some cases these stopovers are refueling stops. Then passengers have to leave the aircraft and are able to go shopping.

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## Market Data – Properties High Demand for Office Space at Frankfurt Airport

Vacancy rate extremely low at FRA<sup>1,2</sup>



- Office jobs in Frankfurt are expected to grow between 1.4% and 1.7% p.a. by 2010<sup>2</sup>
- Rents will increase by 2.6% p.a. by 2010 on average<sup>2</sup>
- Prime rents in prime markets such as Munich, Frankfurt, Hamburg, Berlin will increase by 12% by 2010<sup>2</sup>
- Strongly increasing rents levels at locations with optimal transport connections<sup>3</sup>
- Property market in top locations is not very competitive<sup>3</sup>
- High demand for space located close to the terminals<sup>3</sup>

Property market is very heterogeneous which benefits Frankfurt Airport

1) Source: Fraport

2) Source: Deutsche Bank Research, March 2007

3) AT Kearney April 2007

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## **Market Data – Ground Handling Heterogeneous Ground Handling Markets**

**Market volume (global): € 30 bn.<sup>1</sup>**

### **Europe**

- Heterogeneous market situation: monopolies, duopolies and fully liberalized markets
- Airports, airlines, independent ground handlers
- Revision of EU directive

### **North America**

- Fully liberalized market
- Self-handling by airlines at hubs
- Independent ground handlers
- Airport authorities do not offer any ground handling services

### **Asia**

- Regulated market
- Self- and third-party handling by hub airlines
- Mostly one independent ground handler
- “Regulated duopolies”

1) In 2007

Source: Fraport

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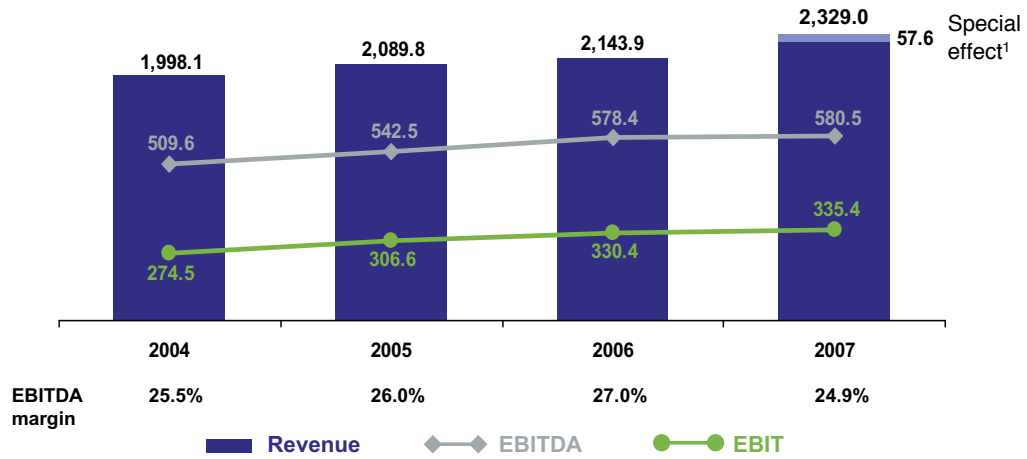
# **Fraport Group**

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## Fraport Group Key Figures

€ mil.



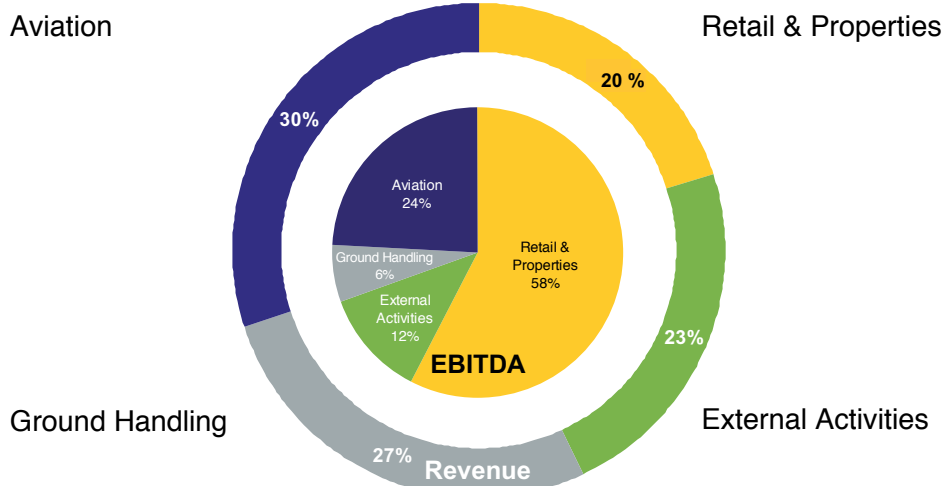
1) Airrail Center finance lease of € 57.6 mil. In revenue and non-staff costs without EBITDA or EBIT effect

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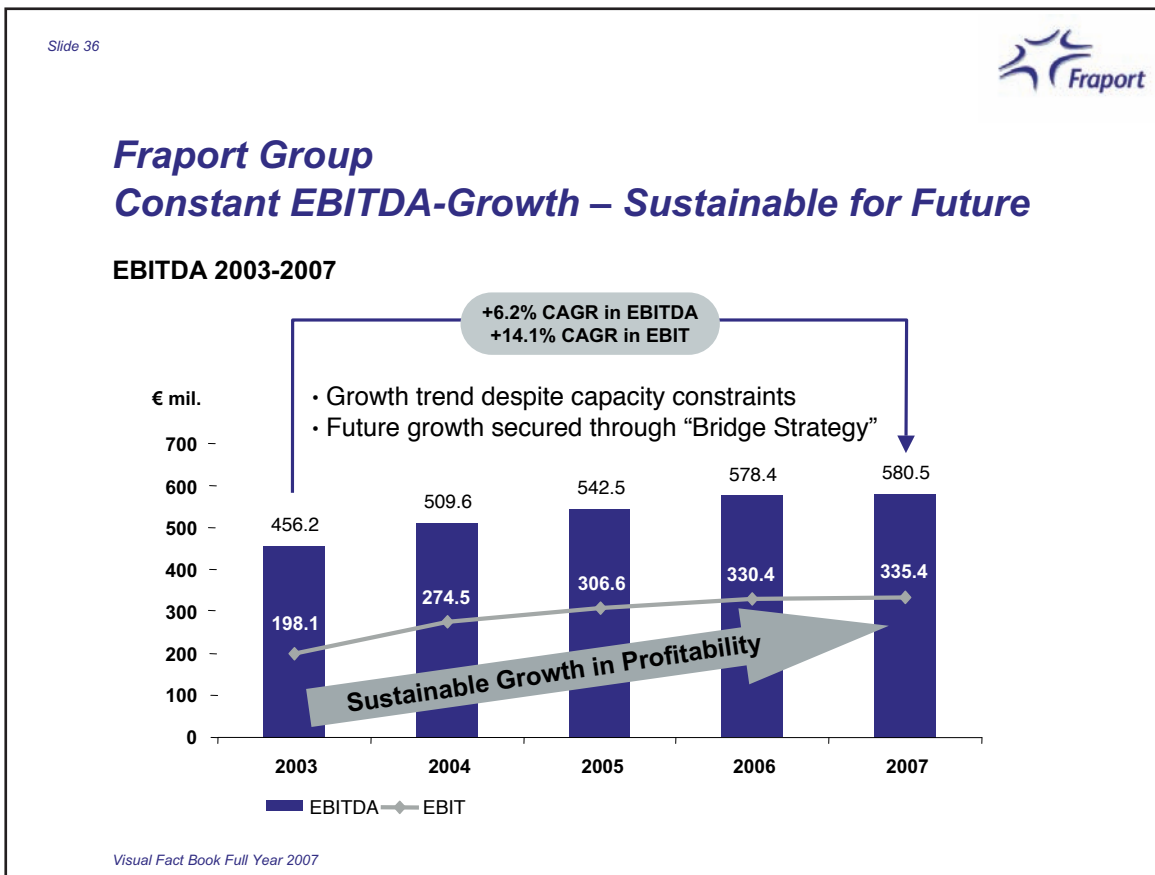
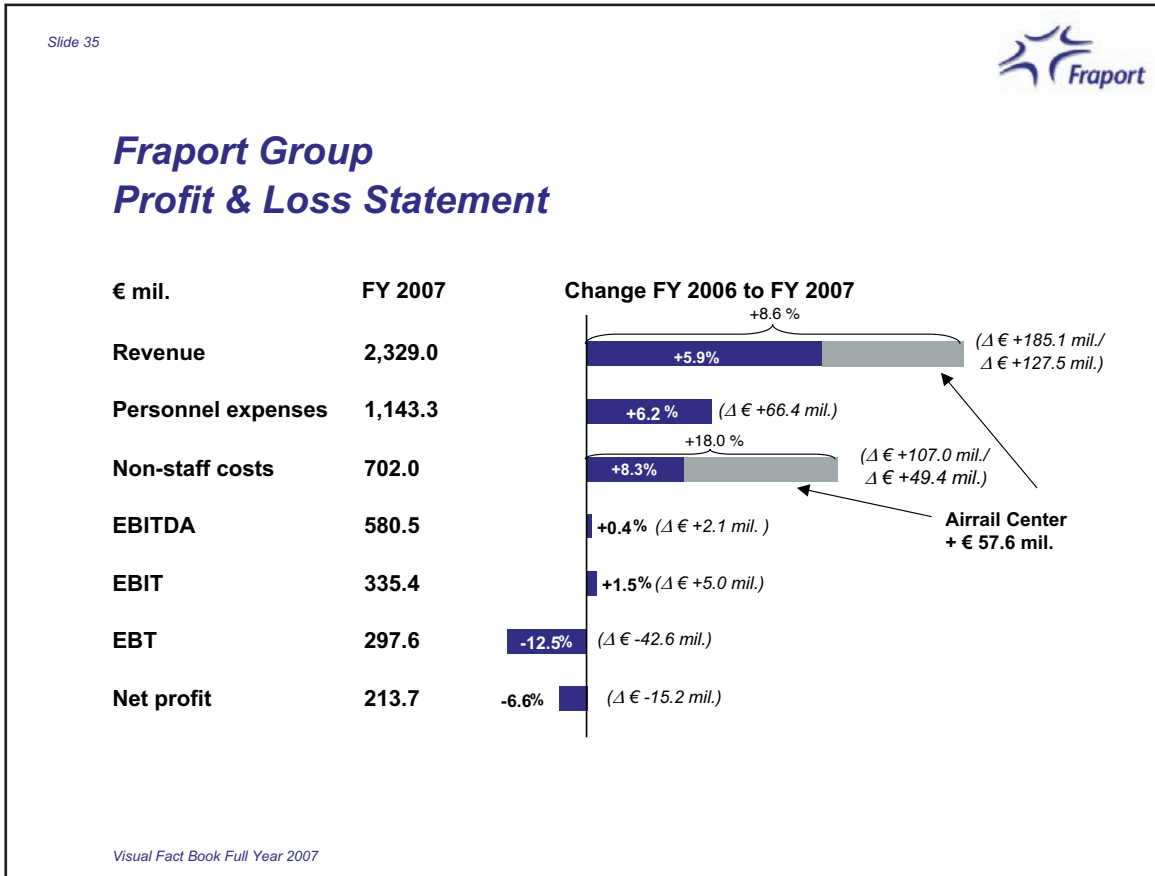
## Fraport Group Segment Split of Revenue and EBITDA FY 2007



Group EBITDA € 580.5 mil.

Group Revenue € 2.33 bn.

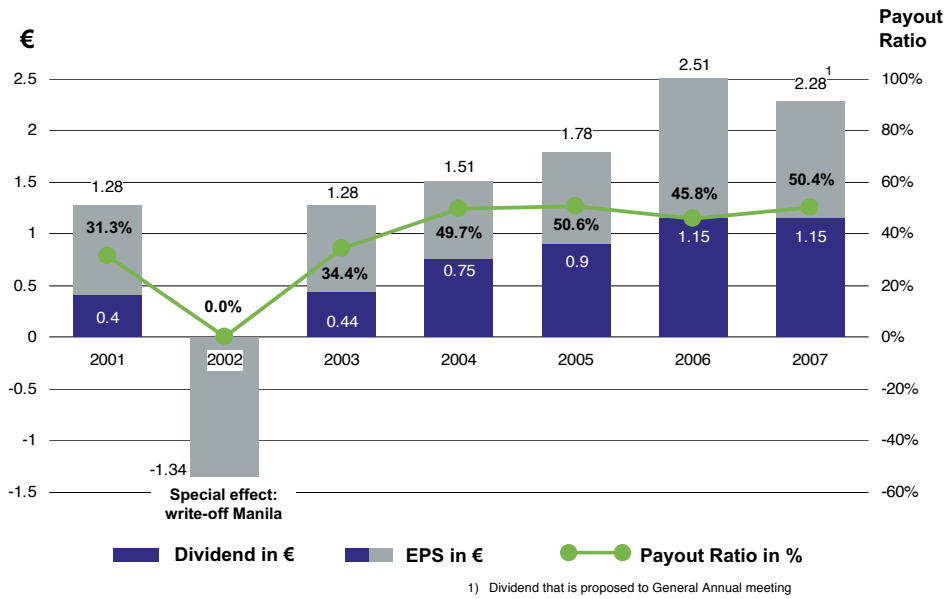
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## Fraport Group Share Performance: EPS, Dividend, Payout Ratio



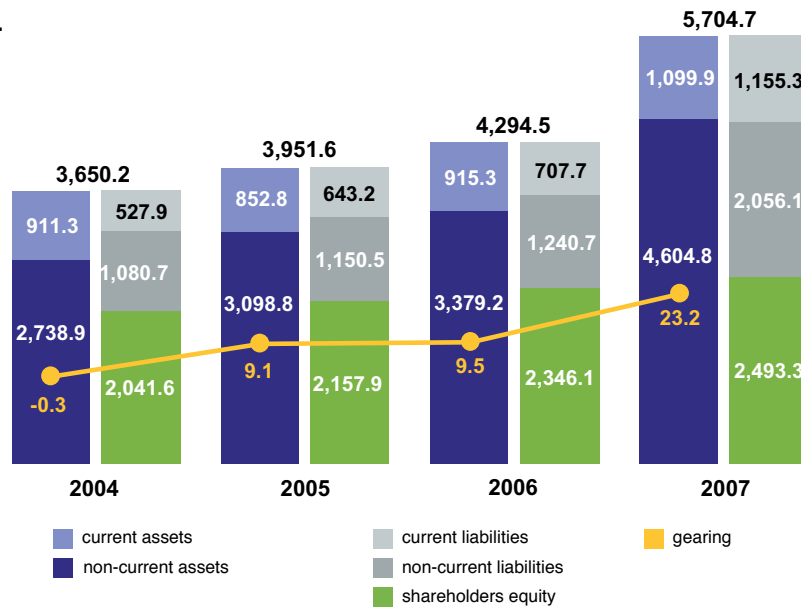
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## Fraport Group Balance Sheet, Gearing

€ mil.

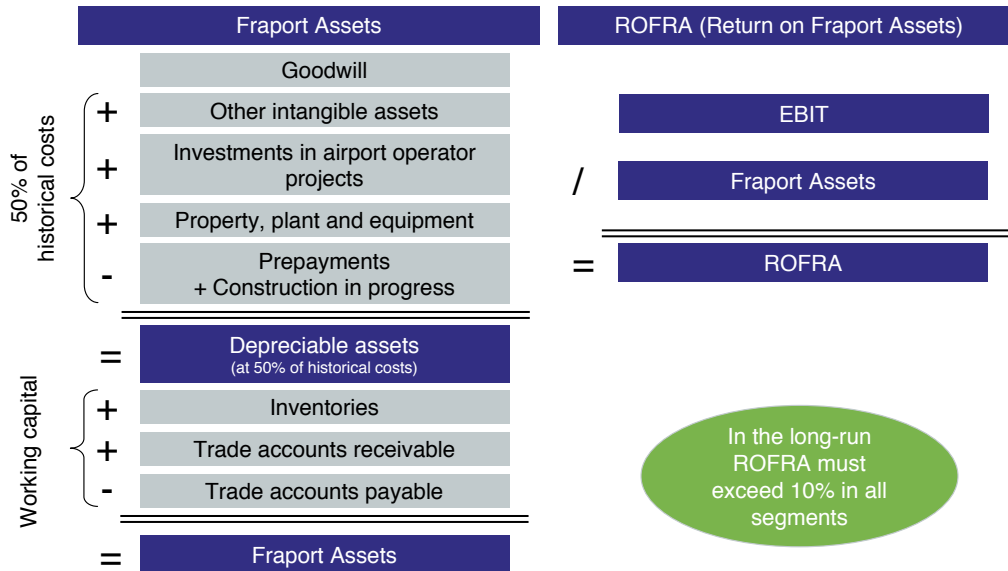


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## Fraport Group Definition of Fraport Assets and ROFRA



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## Fraport Group Fraport Value Management

€ mil.	Fraport Group		Aviation		Retail & Properties		Ground Handling		External Activities <sup>1</sup>	
	2006	2007	2006	2007	2006	2007	2006	2007	2006	2007
EBIT	330.4	335.4	76.0	44.8	219.6	244.6	34.6	12.6	11.3	40.6
Fraport Assets	2,802.8	3,073.8	975.3	1,005.9	1,221.7	1,250.1	362.1	391.2	303.6	466.9
Costs of Capital before Tax	280.3	307.4	97.5	100.6	122.2	125.0	36.2	39.1	30.4	46.7
Fraport Value Added before Tax	50.1	28.0	-21.5	-55.8	97.4	119.6	-1.6	-26.5	-19.1	-6.1
ROFRA	11.8%	10.9%	7.8%	4.5%	18.0%	19.6%	9.6%	3.2%	3.8%	8.7%

ROFRA  
(Return on Fraport Assets)

=

EBIT  
Fraport Assets

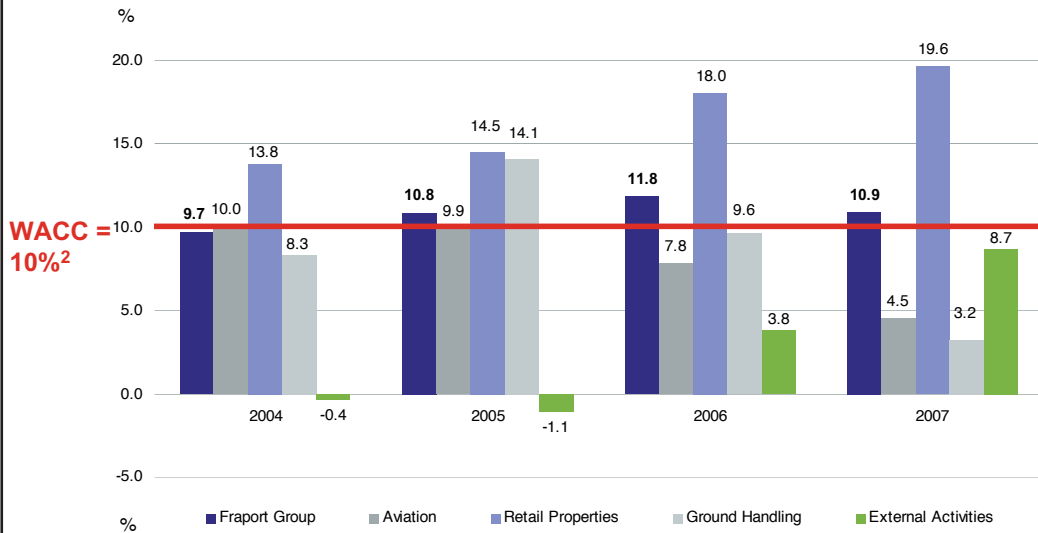
1) External Activities: EBIT and Fraport Assets are adjusted for investments accounted for using the equity method and financial investments with regard to not-integrated participations.

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## Fraport Group ROFRA<sup>1</sup>



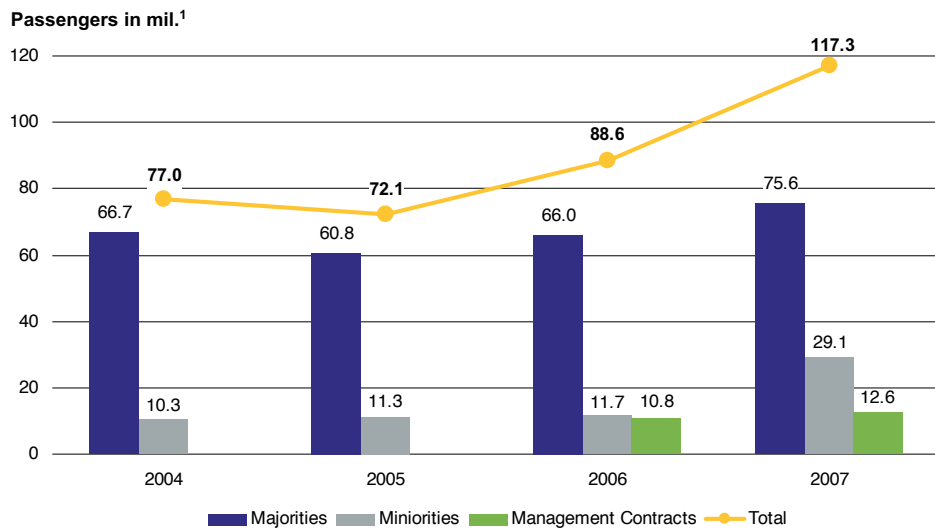
1) 2006 figures of Aviation and External Activities are adjusted to new organizational structure; figures of 2) Pre-tax  
2004 and 2005 are according to former organizational structure

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## Fraport Group Traffic Figures of Fraport Group



1) Changes in holding structure included (on full year base): Antalya 2004-2006 only Terminal 1, since 2007 Terminal 1 + partly domestic terminal; Saarbrücken until 2006 as majority, 2007 as minority; Lima: 2004-2006 accounted as minority holding, since 2006 as majority holding

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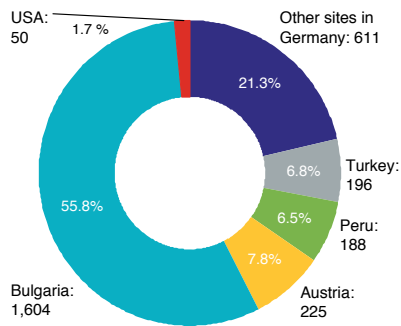
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## Fraport Group Employee Diversity 2007

### Sites Employees Split of the Fraport Group<sup>1</sup>

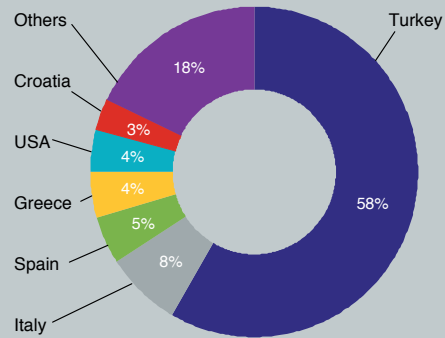
<b>Total</b>	<b>30,437</b>	
Frankfurt	17,796	58.5%
ICTS <sup>2</sup>	9,767	32.1%
<b>Other sites</b>	<b>2,874</b>	<b>9.4%</b>



1) Number of employees on average in 2007 (employees on temporary leave and trainees not included)

### Nationality Employees' Diversity at Fraport AG<sup>3</sup>

<b>Total</b>	<b>12,533</b>	
German	10,454	83.4%
<b>Non-Germans</b>	<b>2,079</b>	<b>16.6%</b>



2) On Feb 28<sup>th</sup> 2008 Fraport signed the contract to sell ICTS

3) Level of employees as of Dec 31<sup>st</sup> 2007 (employees on temporary leave and trainees included)

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## Aviation / Regulation



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## Aviation Segment Structure



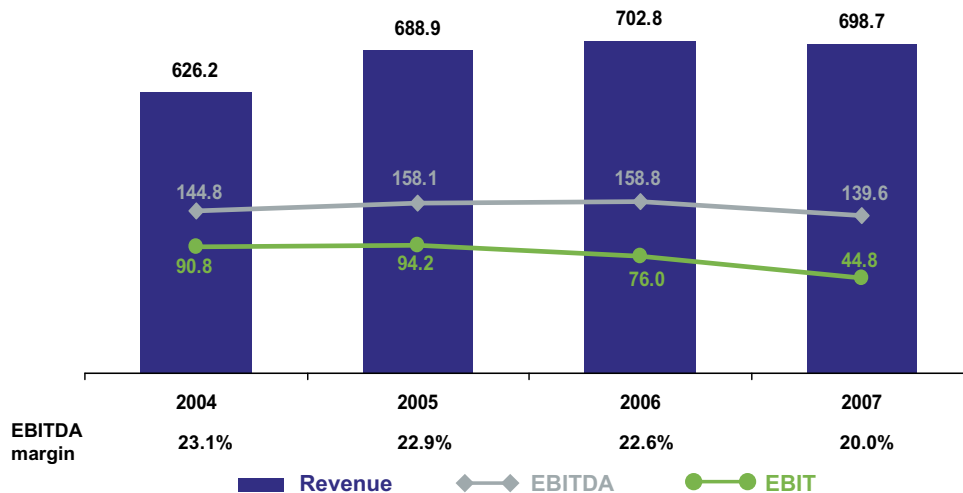
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## Aviation Key Figures<sup>1</sup>

€ mil.



1) Due to organizational changes, 2006 figures are adjusted; according to former organizational structure 2006 Revenue was € 701.1 mil., EBITDA € 140.0 mil. and EBIT € 57.5 mil.; figures of 2004 and 2005 are according to former organizational structure

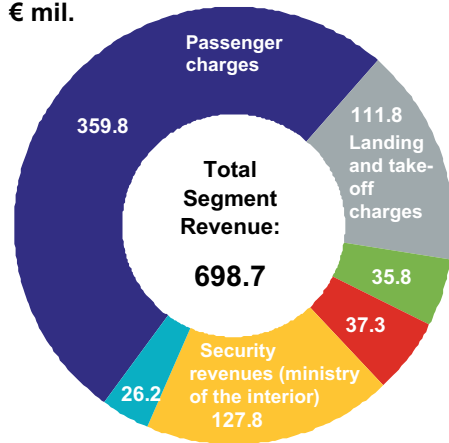
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## Aviation Segment Revenue Split in 2007

€ mil.



- Security charges (airlines, etc.)
- Aircraft Parking charges
- Others

### Aviation revenue to airlines

- **Landing and take-off charges**  
related to MTOW, number of passengers (take-off only), weight of freight/mail, noise and emission
- **Passenger charges**  
related to the number of passengers as well as their origin and destination
- **Security charges**  
related to the number of departing passengers, freight/mail tonnage (arrival and departure)
- **Aircraft parking charges**  
related to time and position

**Security Revenue (ministry of interior)**  
costs of passenger security controls are charged to federal ministry of interior

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## Aviation Components of Airport Charges

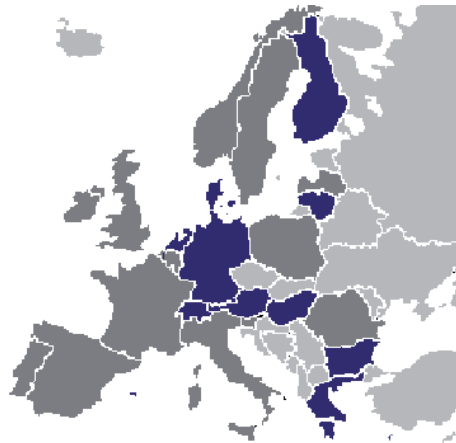
Landing and take-off charges	Passenger charges	Security charges	Aircraft Parking charges
<ul style="list-style-type: none"> <li>• Weight-related, charges related to MTOW</li> <li>• Passenger (only take-off)/ freight/mail-related charges (variable charges)</li> <li>• Noise-related charges</li> <li>• Emission-related charges</li> </ul>	Passenger-related charges (only take-off) <ul style="list-style-type: none"> <li>• Depending on destination (domestic, EU, Non-EU continental, or inter-continental)</li> <li>• Discount for transfer passengers</li> <li>• Defined Cap</li> </ul>	Passenger-related charges (only take-off)  Charges related to freight or mail tonnage transported, per 100 kg or fraction thereof aboard the aircraft	All charges related to aircraft stand size and length of time parked (On block vs. off block)  Surcharges for pier stands  Rental contracts can be signed under defined conditions

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## Aviation - Regulation Single and Dual Till



- Single Till
- Dual Till
- n.a.

Source: ACI, Fraport Company Data

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- 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
  - Proposal to regulator
  - Approval by regulator
  - Public announcement by regulator

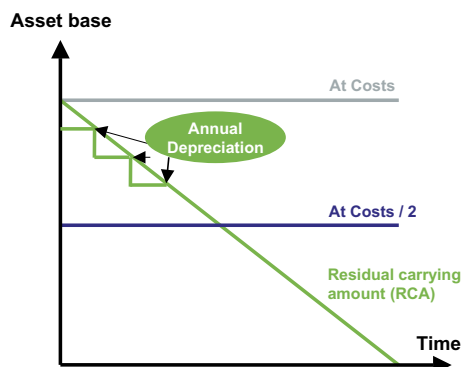
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## Aviation - Regulation Three Approaches for Regulated Asset Base (RAB)

### Elements of RAB

- Runway
- Terminal
- Aprons
- Facilities (e.g. people mover)



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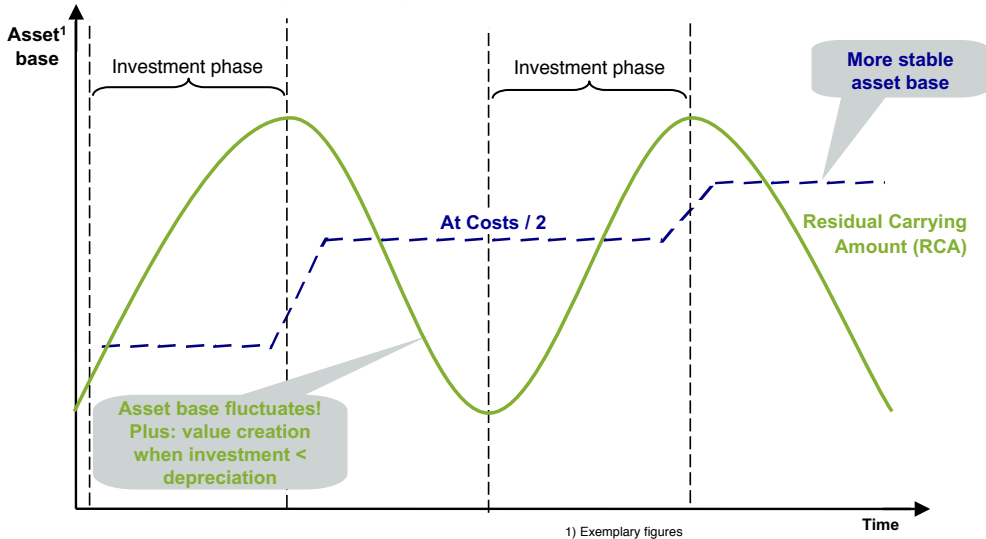
- Company's interest bearing capital employed can be based on:
  - Residual carrying amount (RCA)
  - At Costs (historical costs, no depreciation)
  - At Costs / 2 (50% of historical costs, no depreciation)
- All 3 methods derive a different RAB
- In case of airports there are intensive investment cycles due to large scale projects (e.g. terminals and runways)
- Thus there are periods where investments vary a lot from depreciation
- Using the RCA approach value creation is also generated by depreciation



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## Aviation - Regulation Comparison of Asset Base Curve

At Costs / 2 approach (50% of historical costs) leads to the same results as the Residual Carrying Amount approach (RCA) – in the long term!



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## Aviation - Regulation Comparison of the 3 different Approaches for RAB

	+	-
Residual Carrying Amount (RCA)	Very common approach, easy to understand	Value generation, if: depreciation > new investments Cyclic investments lead temporarily to this situation
At Cost	Over proportional allocation of costs	Unrealistic & not fair to market
At Cost / 2	<ul style="list-style-type: none"> <li>• Balance of heavy investment cycles</li> <li>• Fair value generation (no depreciation)</li> </ul>	

Approach to calculate Asset Base for Regulation at Frankfurt Airport

At Cost / 2

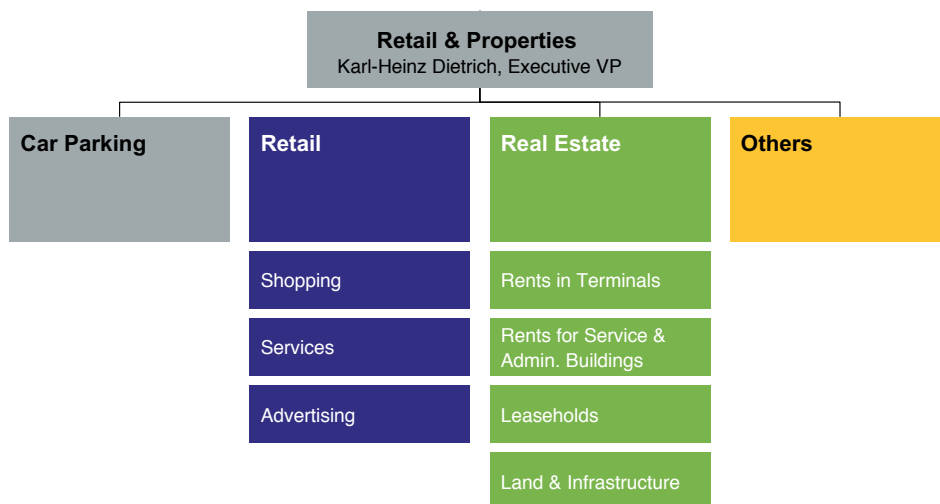
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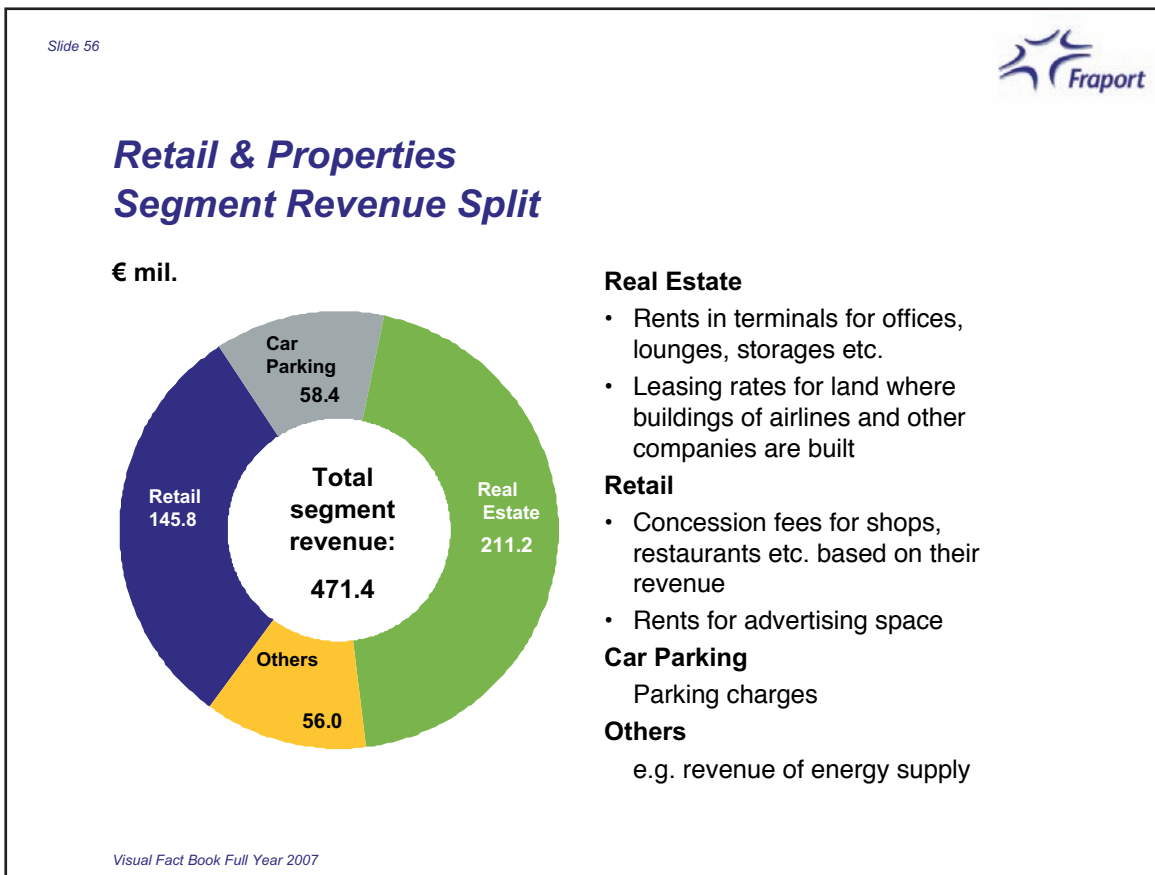
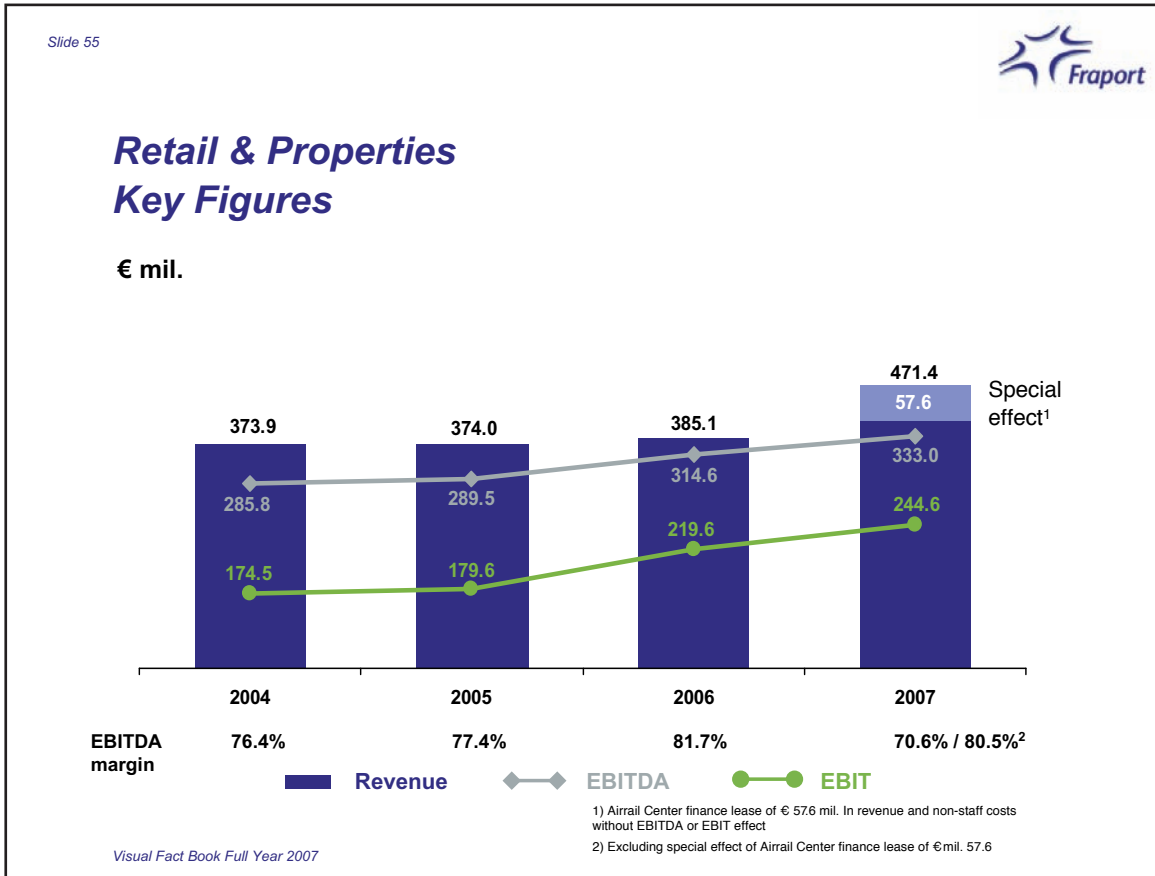
# Retail & Properties

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## Retail & Properties Segment Structure





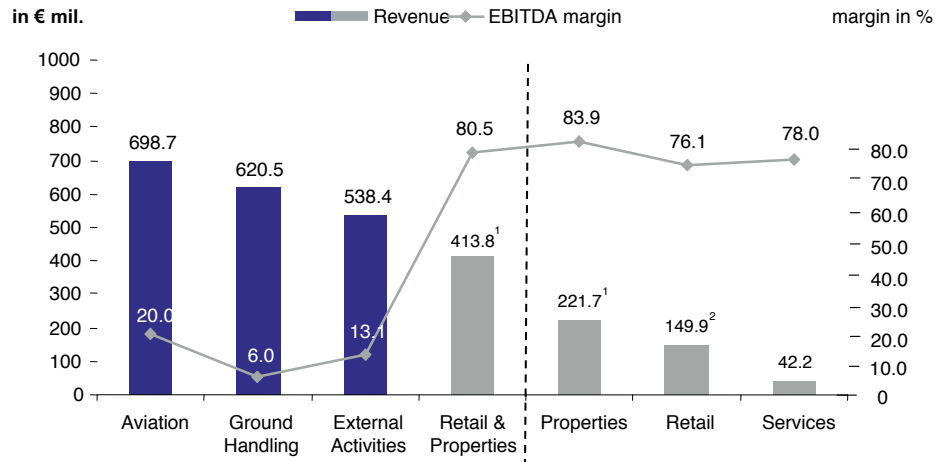
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## Retail & Properties Detailed Figures on Sub-Segments

### Fraport Group Revenue & EBITDA margin 2007

### Thereof Retail & Properties Split



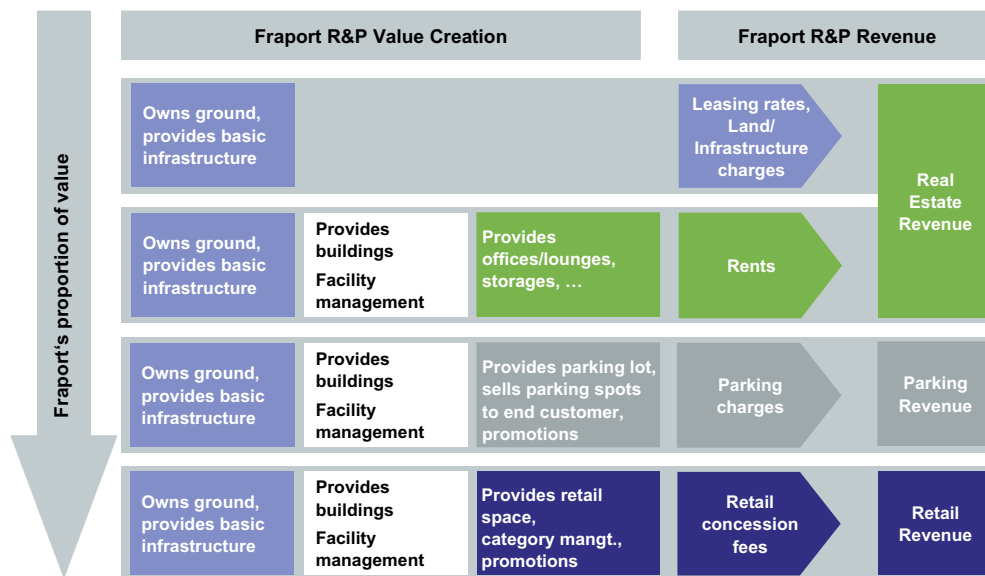
1) Revenue figures without Airrail Center  
2) Including Retail Revenue of €145.8 mil.

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## Retail & Properties Different Business Models for Fraport's Space



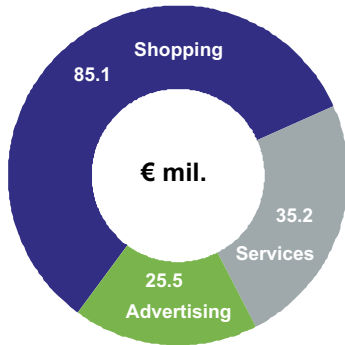
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## Retail & Properties Retail Revenue Split

Total Retail Revenue: € 145.8 mil.



Retail segments

Outlets

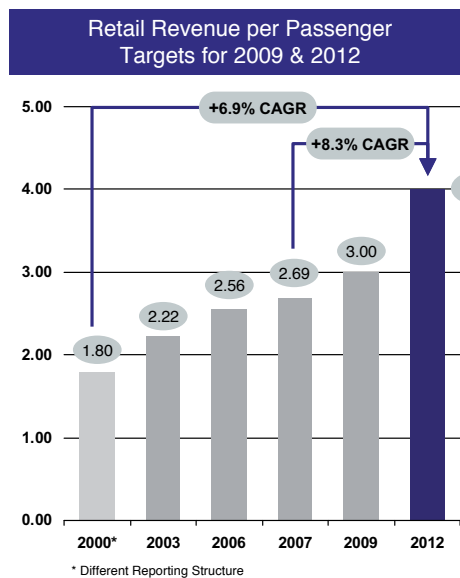
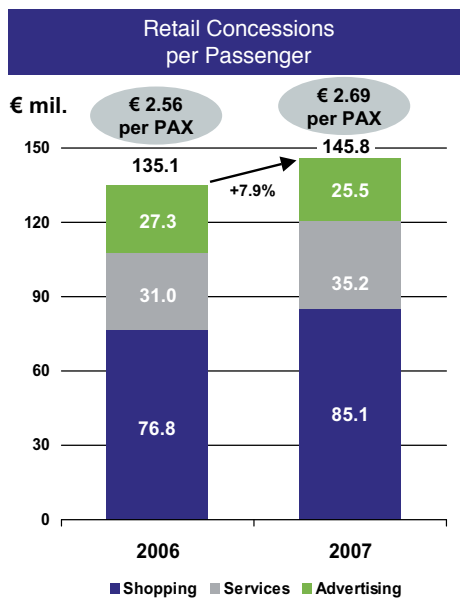
Duty Free & Travel Value	18
Specialty shops	82
Food & beverages	58
Other Services, e.g. car rental	53
Advertising	

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## Retail & Properties Increasing Retail Revenue per PAX at FRA



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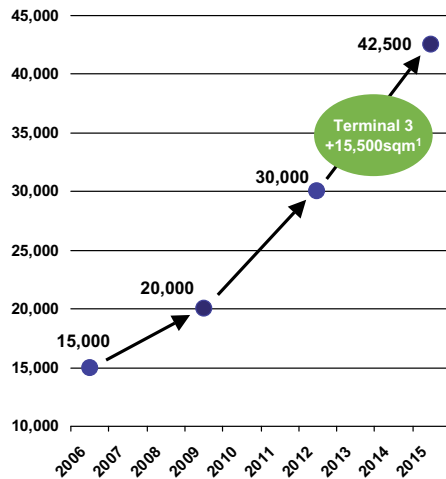


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## Retail & Properties Growing Retail Space at FRA

Shopping space Frankfurt, Terminals 1, 2 & 3 sqm (exp.)



- Compared to other European hubs Frankfurt Airport offers less sqm per mil. departing passengers
- However at Frankfurt Airport the revenue per sqm is very high
- Important projects to enhance retail space planned:
  - Closing gap between Terminal areas B and C
  - New Hall C
  - Redesigning Terminal 2
  - Peer-A-West, Terminal 1
  - Terminal 3

1) Retail Space, includes shopping space as well as space for other retail segments, such as food & beverages and other services

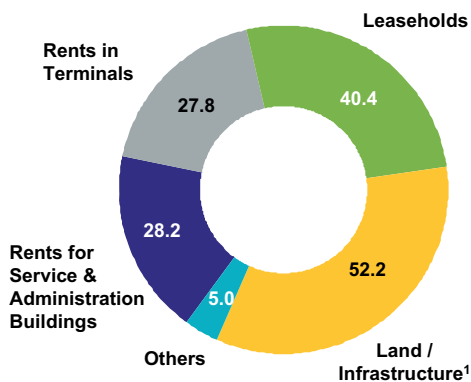
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## Retail & Properties Real Estate Revenue Split

€ mil.  
**Total Real Estate Revenue: 153.6**  
 incl. Airrail finance lease: 211.2



### Rents in Terminals

Offices, lounges, storage mainly rented to airlines

### Rents for Service & Admin. Buildings

Office buildings, maintenance and apron buildings

### Leaseholds

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

### Land / Infrastructure

- Energy supply (supply+infrastructure)
- Usage-charge at the airport for services such as catering and fueling

### Special effect in Q1 2007

Airrail Center finance lease: € mil. 57.6 (neutral on earnings)

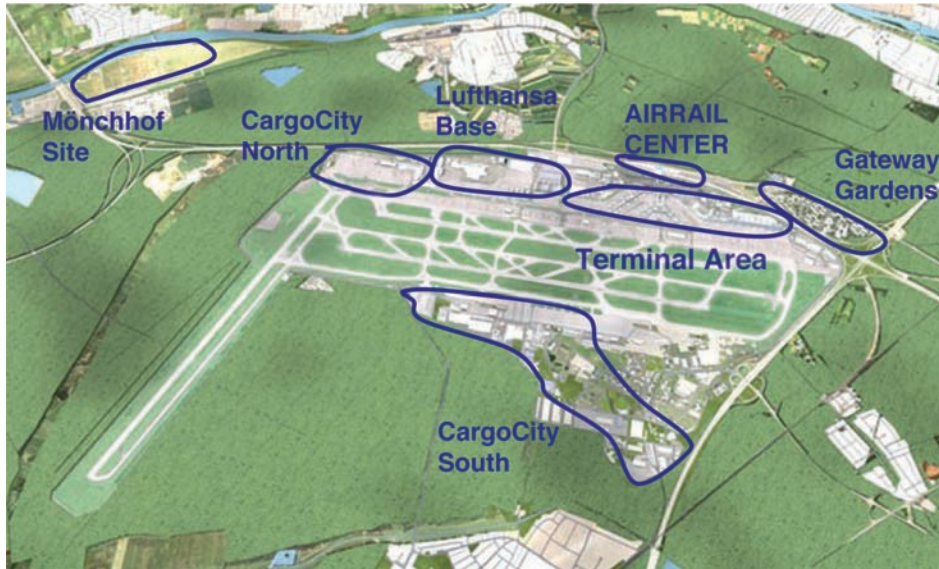
1) Airrail Center finance lease of € mil. 57.6 is not included

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## Retail & Properties Areas which Frankfurt Airport City includes today

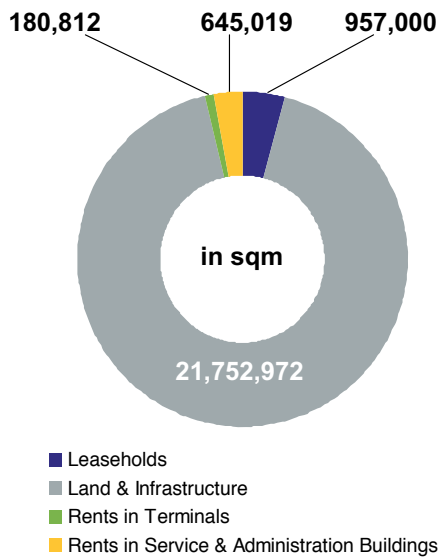


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## Retail & Properties Split of Space in Property Business



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## Retail & Properties Office Space at Frankfurt-Airport<sup>1</sup>

Property	User	sqm <sup>2</sup>	Inauguration	Fraport Share
Terminal 1	Airlines, Fraport, government agencies	84,500	1972	100%
Terminal 2	Airlines, Fraport, government agencies	49,500	1994	100%
Service & Admin. buildings North	Fraport, government Agencies	123,000	1972 and later	100%
DLH Base	Lufthansa	45,000	1960 and later	100%
Cargo City South	Fraport	43,500	1996 and later	100%
Airrail Center	KPMG, others	94,500 <sup>3</sup>	2009/2010	19.7%
Airport Office Center	-	up to 38,000	2010/2011	100%

1) Office space also includes lounges; there will be additional office space created at Gateway Gardens and Mönchhof area

2) Gross floor space

3) Net floor space; in total the Airrail Center has 139,100 sqm net floor space

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## Retail & Properties Integral Part of the Group's Growth Strategy

Further development of the integrated business model	Growth at Frankfurt Airport	External growth
<p>Leverage our strong position in aviation and ground handling</p> <p>Extend our hub competence to strengthen our business relationships with key clients</p> <p>Optimize productivity and efficiency</p> <p>→ Asset management</p>	<p><b>Extend capacities to secure medium-term growth and our competitive position</b></p> <p><b>Expand and modernize retail space</b></p> <p><b>Accelerate property development/expansion of the Airport City</b></p> <p>→ Site development</p>	<p>Utilize Fraport's expertise outside the Frankfurt site</p> <p>Acquire and operate airports and terminals</p> <p>Win airport management and service contracts</p> <p>→ Portfolio management</p>

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## Retail & Properties Terminal Area



**640,500 sqm of total gross floor space to rent**

### Mixed utilization

- Offices /Lounges
- Storage
- Operations

### Size and Features

Locations of 640,500 sqm:

- Terminals: 180,800 sqm
- Service & administration buildings: 459,700 sqm

Utilization of 640,500 sqm:

- 257,000 sqm offices/lounges
- 142,800 sqm storage
- 52,700 sqm operations
- 188,000 sqm other use

### Ownership

- 100% Fraport

### Clients

- Lufthansa
- Other airlines
- Fraport
- Government agencies

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## Retail & Properties CargoCity



**1,490,000 sqm of building land in total**

### Logistics utilization

- Tailor-made facilities major logistics companies
- Express services, forwarders

### Size and Features of CargoCity South

- 980,000 sqm
- A further 210,000 sqm of space will be required in the cargo center by 2020
- 7,500 employees

### Ownership

100% Fraport

### Clients

- 250 companies: airlines, forwarders, express services and other service providers in total
- Major logistics companies such as
  - Panalpina
  - Dachser
  - DHL Danzas
  - Yusen
  - LUG
  - Kühne & Nagel
  - Nippon Express
  - Swissport
  - WFS

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## Retail & Properties

### Home Base of Deutsche Lufthansa



**965,000 sqm of land area**

- Partly rented
- Partly under ground lease developed

#### Mixed use

- Offices
- Operational area

#### Ownership of the Lufthansa Base (DLH)

- 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 space
- DLH only owns ground outside the parameter fence north of the airport ring road - 113,000 sqm of land area. Lufthansa's training center and corporate headquarters are located in this area

#### Lufthansa / Condor facilities in the south

- The ground is owned by Fraport and rented to DLH / Condor; DLH / Condor owns the buildings
  - A 380 maintenance base - 170,000 sqm
  - Condor Cargo Technik maintenance base - 50,000 sqm

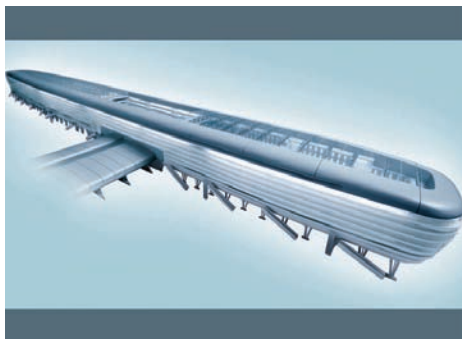
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## Retail & Properties

### Airrail Center



**139,100 sqm of net floor space**

#### Mixed Utilization:

- Offices
- Retail & restaurant area
- Hotels
- Parking

#### Size and Features

- 200,000 sqm of gross floor space
- Nine-story complex
- 660 meters in length and 65 meters in width

#### Ownership

- Joint project of IVG Immobilien AG und Fraport AG; Fraport holds 19.7% interest

#### Clients

- 20-year contract with Hilton International for 34,500 sqm of tenable space (582 rooms)
  - high class hotel (248 rooms)
  - mid-market Hilton Garden Inn (334 rooms)
- Contract with KPMG for 25,700 sqm of office space
- Further clients: HIS, Metroplitan, Bilfinger, plug & work and many retail & gastronomy clients

#### Schedule

- Construction began in the 1<sup>st</sup> quarter of 2007
- Completion in 2009-2010

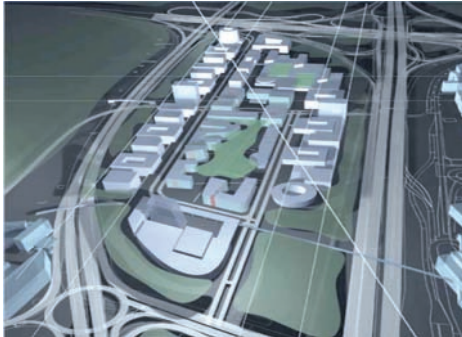
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## Retail & Properties Gateway Gardens



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

### Mixed Utilization

- Offices
- Hotels
- Congress center, Trade center

### Features

- Totally developed building land
- Direct autobahn access
- Direct access to the airport's operational area
- Regional link via own S-Bahn station, "Gateway Gardens", and bus lines

### Ownership

- Grundstücksgesellschaft Gateway Gardens GmbH; Fraport AG holds a 25% interest in the development company

### Clients

- LSG Sky Chefs will use 55,000 sqm for new flight kitchens

### Schedule

- LSG Sky Chefs will start operations of new flight kitchens in 2008

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## Retail & Properties Mönchhof Site



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

### Mixed Utilization

- Logistics and Distributions Centers
- Large Scale commercial uses
- Airport related operations
- Offices, hotels and restaurants

### Size and Features

- Development plans for 840,000 sqm have been approved; plans for a further 260,000 sqm are in pipeline
- 10 minutes from the airport by car
- Direct autobahn connections (A 3, A 67; very close to A 5 and A 66)

### Ownership

Fraport Real Estate Mönchhof GmbH & Co. KG (100% subsidiary of Fraport AG) develops properties and sells them to investors

### Clients / Investors

- 2 logistic service providers
- 1 manufacturer of airfreight containers
- 2 industry companies
- 1 hotel/office investor

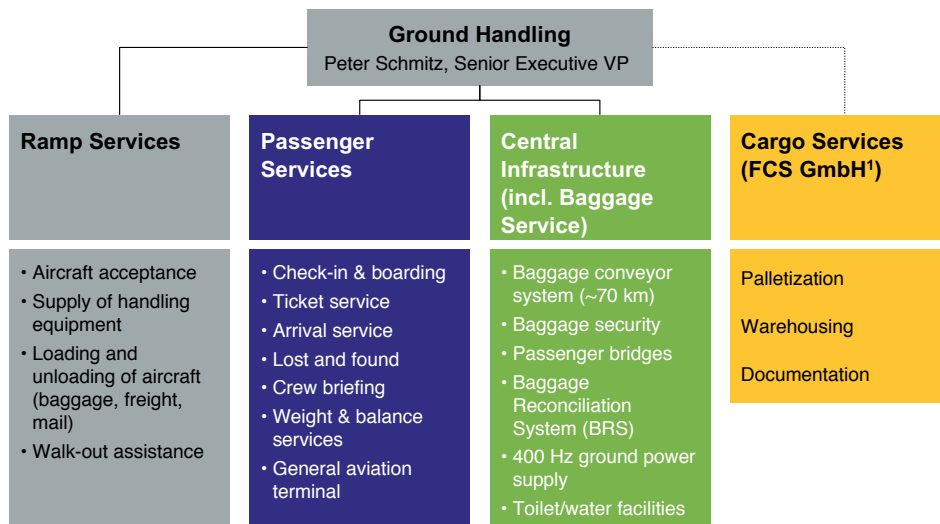
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# Ground Handling

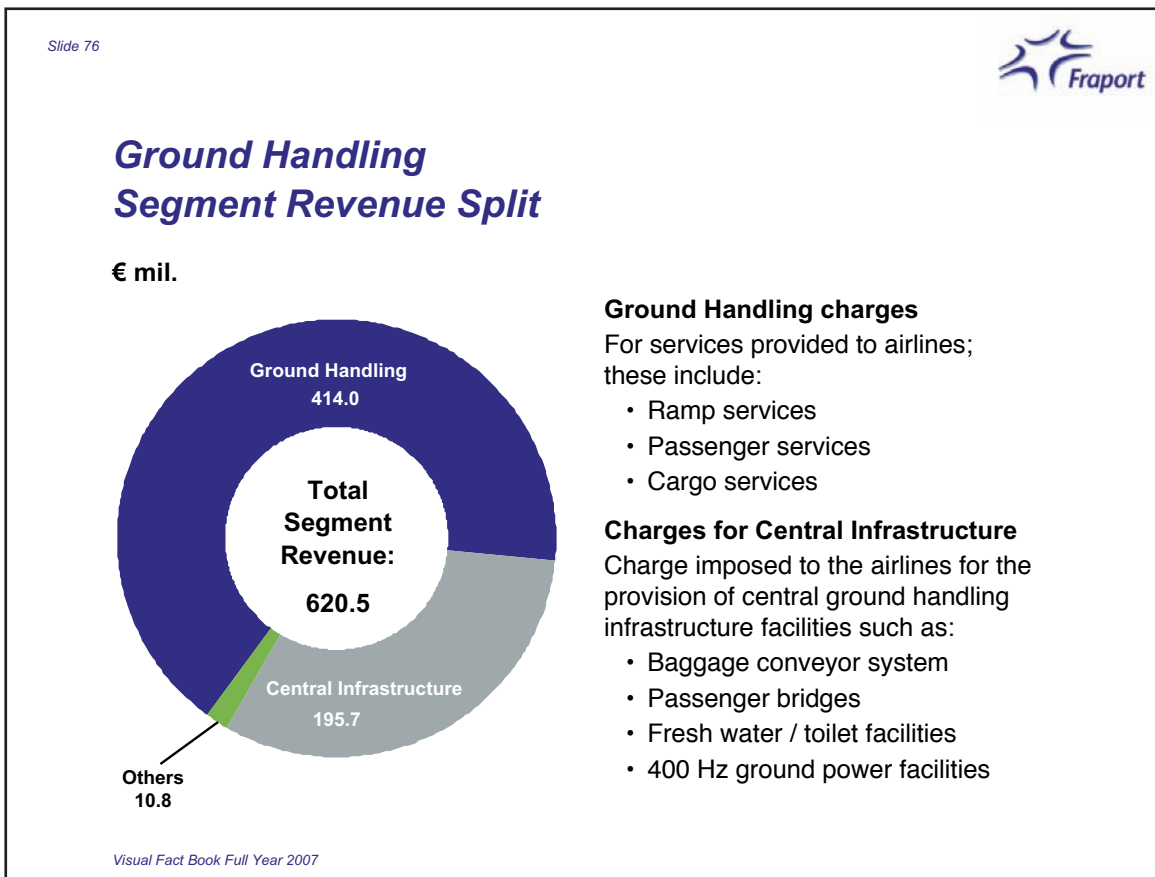
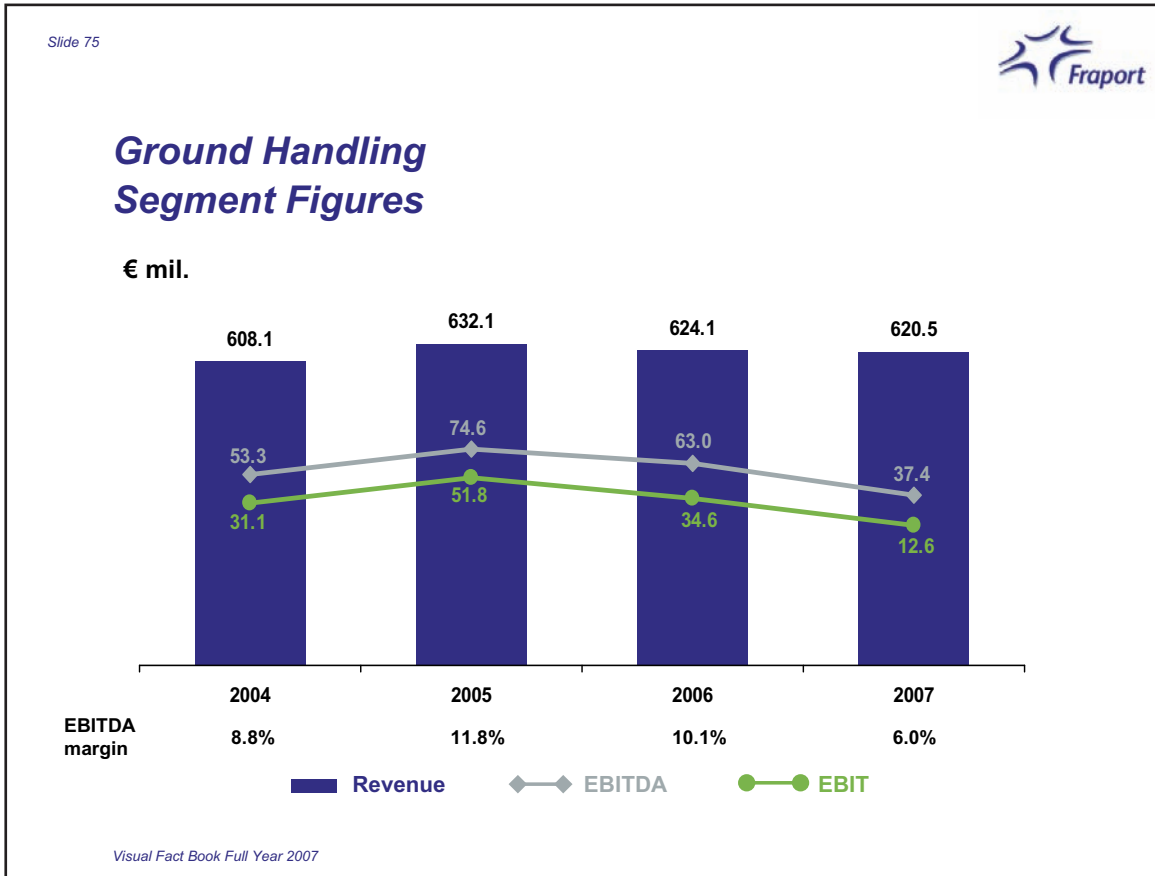
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## Ground Handling Segment Structure



1) Fraport Cargo Services GmbH, 100% subsidiary of Fraport AG

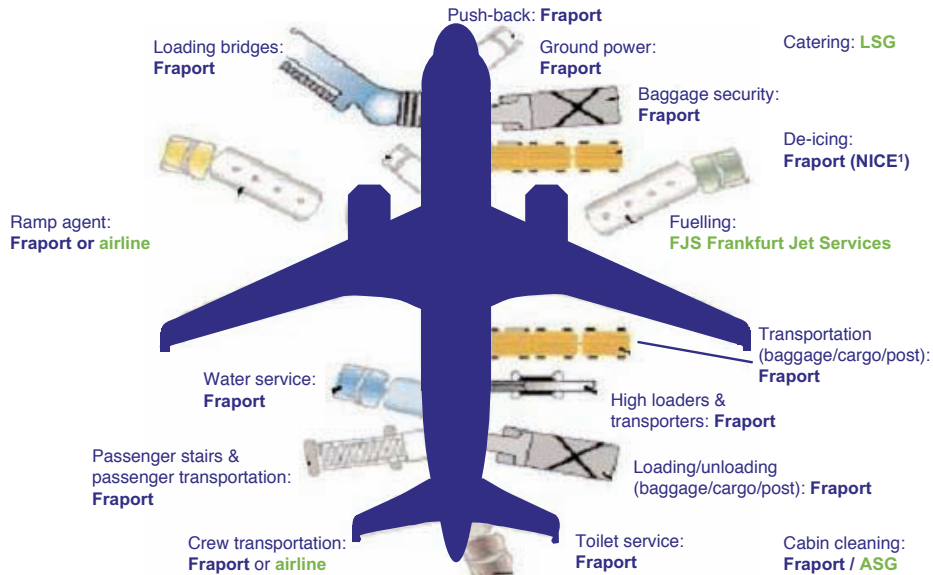




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## Ground Handling Business Activities: Who does what?



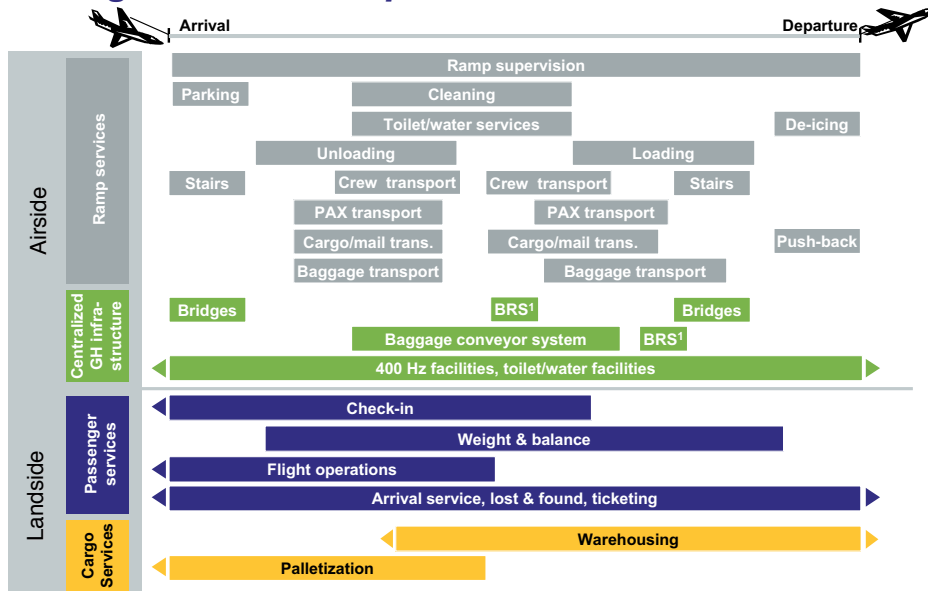
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1) 52% subsidiary of Fraport

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## Ground Handling Management of Complex Processes on time



1) BRS = Baggage Reconciliation System

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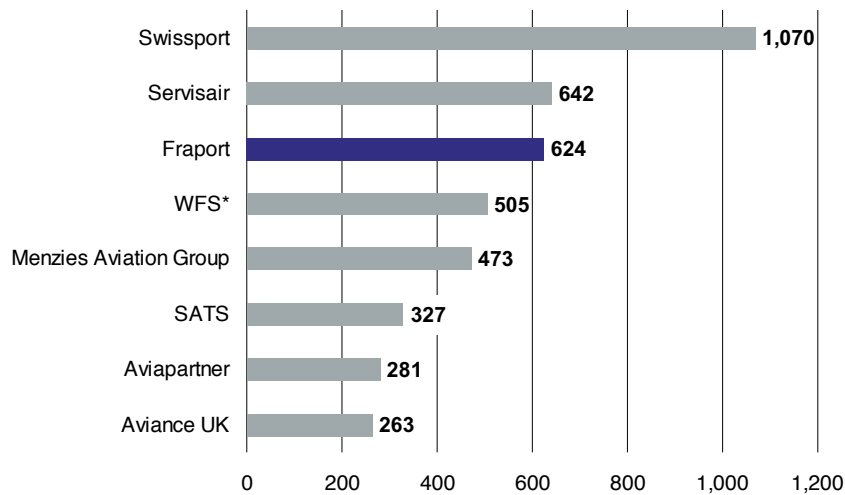
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## Ground Handling

### Fraport: one of the Leading Handlers worldwide

Revenue of top-selling ground handlers in mil. € in 2006



Source: company homepages, Fraport 2007  
\* WFS 2005 data

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## Ground Handling

### The biggest Handlers worldwide in Numbers

	2002				2006			
	Stations	Countries	Revenue in mil. € <sup>1</sup>	Average revenue in € mil. Per station	Stations <sup>2</sup>	Countries <sup>2</sup>	Revenue in mil. € <sup>3</sup>	Average revenue in € mil. per station
<b>Swissport</b>	150	29	615	4.1	187	43	1070	5.7
<b>Servisair</b>	170	37	927	5.5	142	24	642	4.5
<b>Fraport</b>	18	8	518	28.8	2	2	624	312
<b>WFS</b>	100	20	486	4.9	123	14	505	4.1
<b>Menzies Aviat. Group</b>	91	22	339	3.7	109	24	473	4.3
<b>SATS</b>	6	5	247	41.1	34	10	327	9.6
<b>Aviapartner</b>	32	6	236	7.4	38	5	281	7.4
<b>Aviance UK</b>	77	11	522	6.8	17	2	263	15.5

1) Calculated with €/\$-exchange rate of 2002

2) Actual data of 2007

3) WFS: Revenue 2005

SATS: Financial year 06/07 (30.03.2007)

Aviance UK: Financial year 06/07 (30.6.2007)

Source: company publications

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## Ground Handling Core Business Area: Ramp Services

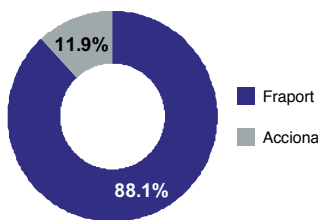
### Ramp Services

- Regulated market: one third-party handler (competitor), Acciona
- Main customers of Fraport: Lufthansa and Star Alliance partners
- 207,293 aircraft handled in 2007
- ~ 24.9 mil. tons MTOW

### 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

### Market Share<sup>1</sup>



1) Base: MTOW 2007; source: Fraport

Visual Fact Book Full Year 2007

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## Ground Handling Core Business Area: Passenger Services

### Passenger Services

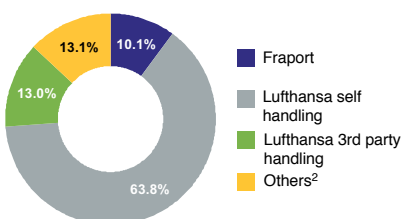
- Open market: third-party handlers (e.g., Swissport, Acciona) and self-handling (e.g., Lufthansa)
- 21,353 aircraft handled 2007

### Activities:

- Station representation
- Check-in & boarding
- Ticket service
- Baggage tracing (lost&found)
- Arrival service
- Training
- Crew briefing
- Weight & balance services
- General aviation terminal

⇒ Fraport handles approximately 28% of the „free market“ (excluding DLH self handling)

### Market Share<sup>1</sup>



1) Base: Passengers 2007; source: Fraport

2) several handlers with up to 2% market share each

Visual Fact Book Full Year 2007

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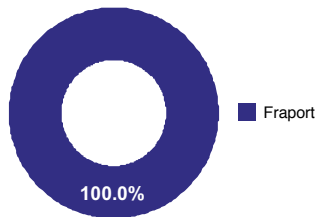


## Ground Handling Core Business Area: Central Infrastructure

### Central Infrastructure

- Monopoly
- Provision of infrastructure, incl. Baggage conveyor system (73 km)
- Baggage performance in 2007: 1,7‰ misconnected baggage
- ~ 29.9 mil. pieces of baggage (2007)

### Market Share



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### Activities and Features:

- Total Baggage Management, incl. intermodal handling (AirRail Terminal)
- Baggage facilities and conveyor system
  - Capacity: approx. 18,000 items per hour
  - Peak record: 103,778 baggage items
  - Reliability rate of system: 99.65 %
  - Guaranteed transfer time: 45 minutes
  - Transport speed: 2.5 m/s; max. speed 5 m/s
- Baggage customs warehouse
- Baggage security, Baggage reconciliation system (BRS)
- Passenger bridges
- CUTE network
- 400 Hz Ground power
- Fresh water / toilet facilities
- Fuelling and de-icing facilities

Source: Fraport

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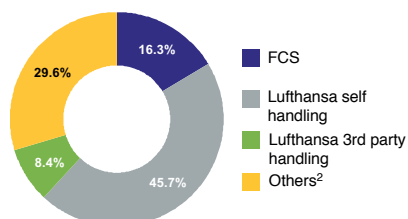


## Ground Handling Core Business Area: Cargo Services

### 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%)
- 340,448 metric tons of cargo handled in 2007

### Market Share<sup>1</sup>



### 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 30% of the „free market“ (excluding Lufthansa self handling)

1) Basis: Cargo Tonnage 2007; source: Fraport  
2) several handlers with 1-5% market share each

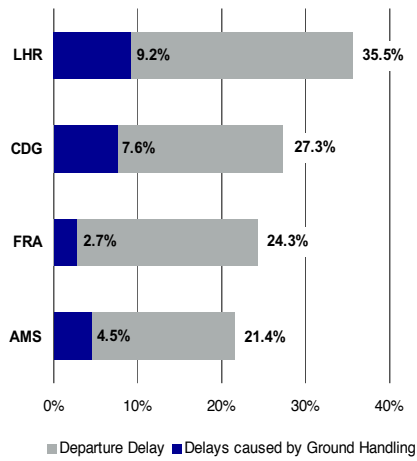
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## Ground Handling Innovative Services ensure competitive Advantage

### Departure Delays 2007 (AEA)<sup>1</sup>



1) AEA: Association of European Airlines, 2007

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- With regard to the space and the number of connections FRA has very low delay rate
- Compared to 3 major competitors FRA has the lowest rate of delays caused by ground handling
- Direct Ramp Services: as a service for Lufthansa and Star Alliance, delayed passengers and their luggage are transferred “tail to tail”
- Hub function for Singapore Airlines and Air India in transfer services between North America and Asia due to extremely reliable ground handling
- “Gain on Ground”- procedure leading to fewer outbound than inbound delays
- Clearly ahead of the market with 100% baggage control system

## External Activities

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## External Activities Segment Structure



- 1) Terminal operations concession; 51% voting rights, 34% dividend equity rights
- 2) Intended to sell up to 40% to a local partner

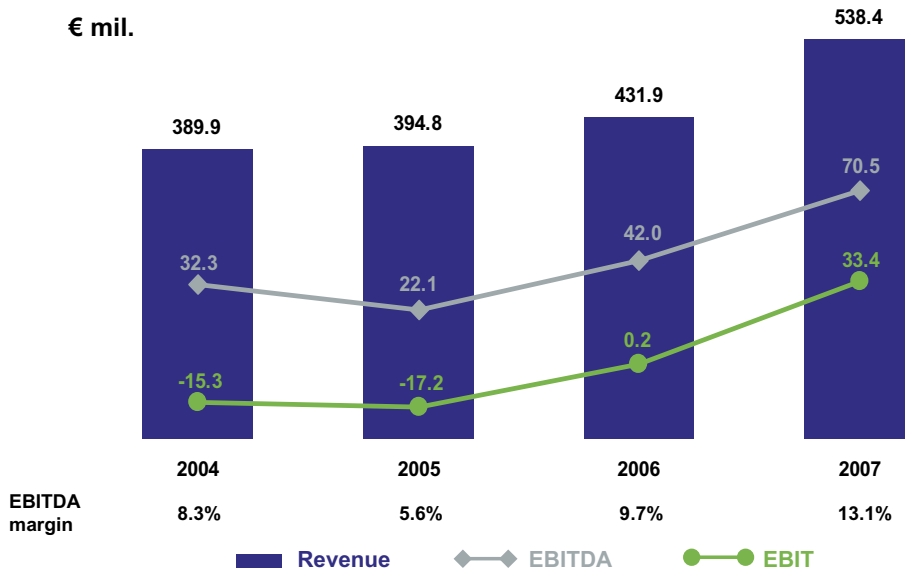
- 3) Airport operations concession
- 4) Terminal and apron operations concession
- 5) Subject to final approval

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## External Activities Segment Figures<sup>1</sup>



Visual Fact Book Full Year 2007

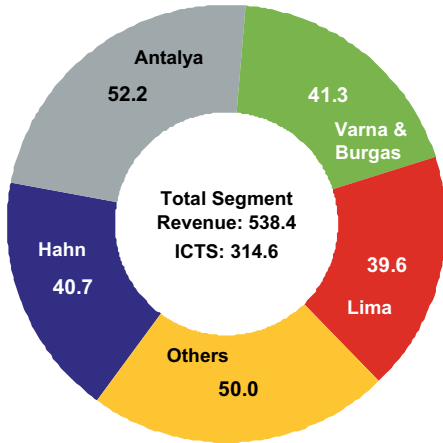
<sup>1</sup>) Due to organizational changes, 2006 figures are adjusted; according to former organizational structure 2006 Revenue was 433.6, EBITDA 60.8 and EBIT 18.7; figures of 2004 and 2005 are according to former organizational structure

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## External Activities Segment Revenue Split

€ mil.<sup>1</sup>



- In FY 2007 most part of segment revenue was generated by ICTS
- On February 28, 2008 contract was signed to sell ICTS
- Beside ICTS segment revenue was mainly generated by Fraport's majority held airports
- Other revenues are generated by majority held subsidiaries, such as:
  - Ground Services Austria
  - Air Transport IT, Orlando
  - Air IT Services Inc.
  - Air IT Systems Hannover
  - Medical Airport Services

1) Consolidated figures; Lima only counted as 42.5% until Jul 31th, then 100%; Antalya counted 100% (Terminal 1) until Sept 13, then Terminal 1 + Domestic Terminal as 34%

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## External Activities Airports of the Fraport Group worldwide



- Majority Stakes
- ▲ Minority Stakes
- Management Contracts

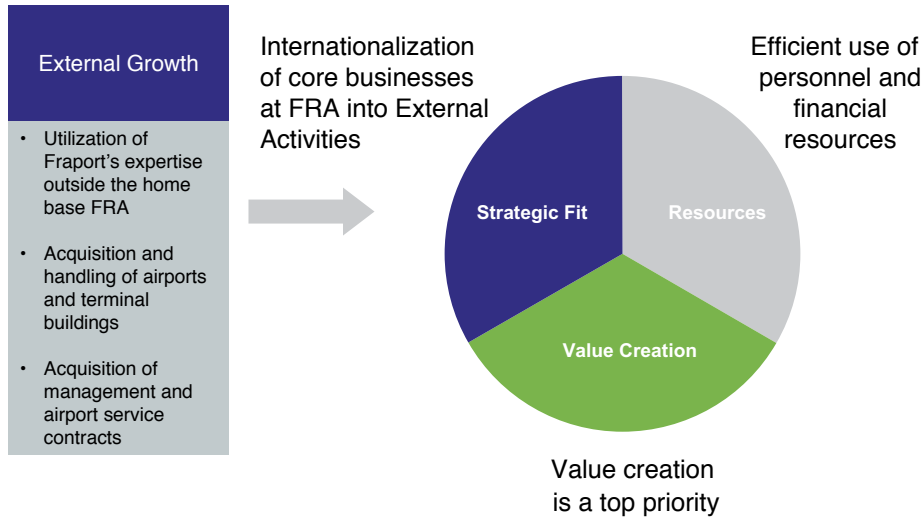
1) subject to final approval

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## External Activities Strategic Guidelines of the Segment



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## External Activities Segment Strategy

Organic growth of existing subsidiaries

+

Acquisition of new assets

- Geographical focus: emerging markets worldwide
- Asset focus:
  - ➔ Emerging airports
  - ➔ Mature airports
  - ➔ Infrastructure-related investments
- Comparative Advantages of Fraport
  - ➔ Huge financial power with low financing costs
  - ➔ Excellent expertise in airport business
  - ➔ Current gearing leaves headroom realizing expansion + potential acquisitions

**Target value for the IRR of a potential external investment project of Fraport:**

➔ project-specific minimum IRR which is higher than our cost of capital

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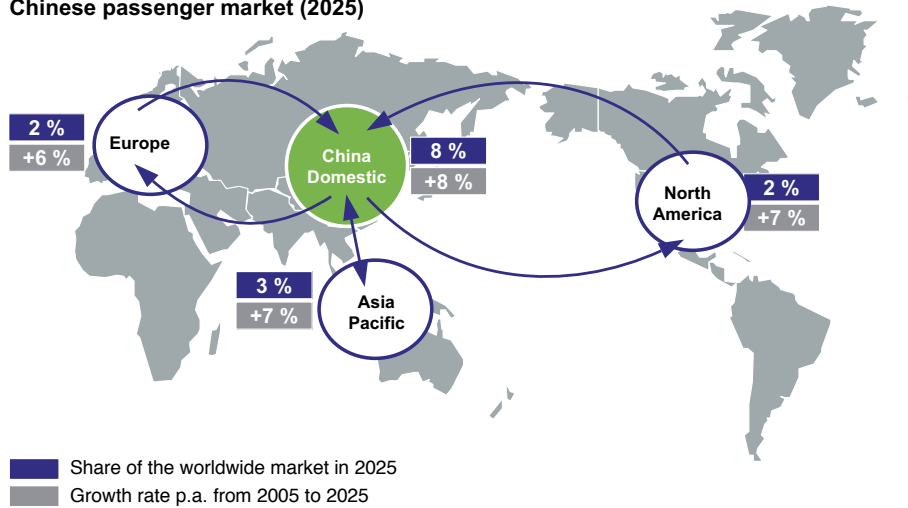
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## External Activities 2025: China will be a major Air Traffic Market

In 2025, Chinese passenger traffic is expected to account for 15% of the international market

Chinese passenger market (2025)



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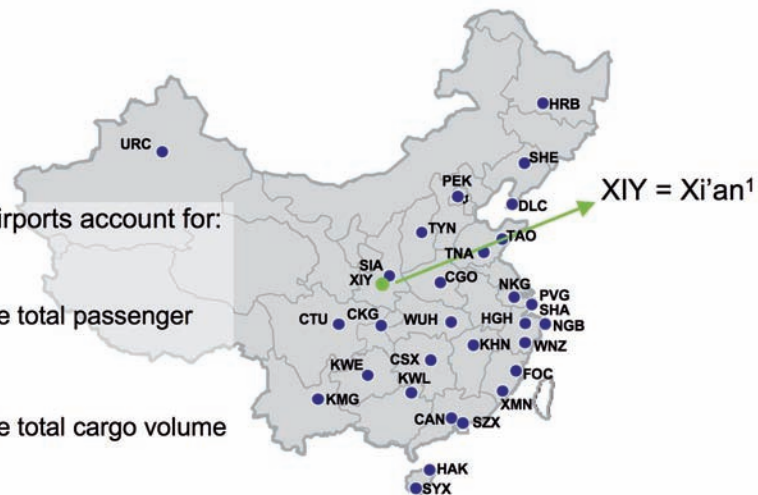


## External Activities Fraport will Continue to Develop its Business in China

The top 30 airports account for:

**89 %** of the total passenger volume

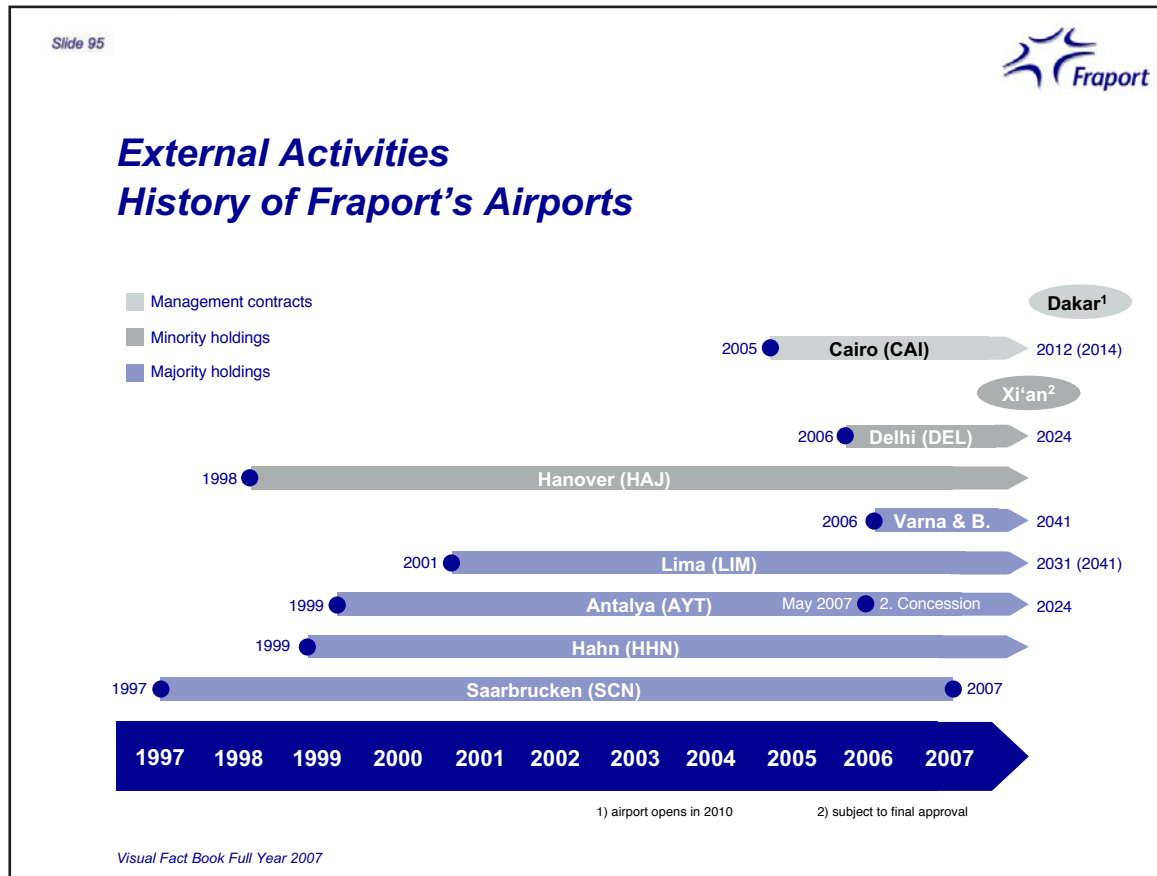
**96 %** of the total cargo volume




Note: There are 160 civil airports in China

1) subject to final approval

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## External Activities Frankfurt-Hahn

€ mil.	2006	2007
Passengers in mil.	3.7	4.0
Cargo in '000	112.3	111.7
Movements in '000	39.6	41.0
Revenue <sup>1</sup>	43.5	41.3
EBITDA <sup>1</sup>	0.4	0.6
EBIT <sup>1</sup>	-11.2	-10.0
EBITDA margin	0.9%	1.5%
Employees	308	335
Fraport share	65%	65%
Consolidation	full	full

1) Figures before consolidation

**Fraport share: 65%**

- 17.5% State of Hesse
- 17.5% State of Rhineland Palatinate

**Fraport history**

- Fraport has held an interest in Frankfurt-Hahn since 1999
- The contract is unlimited

**Airport**

- Complementary business to Frankfurt Airport: low-cost, freight
- 4th largest cargo airport in Germany,
- Fastest growing airport in Germany in PAX
- Home base of Ryanair in Germany, 9 aircraft stationed (3 in addition are planned for 2008)
- Growth driver: freight, low-cost

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## External Activities Antalya Airport

€ mil.	2006	2007
Passengers <small>in mil.</small>	5.1	6.5
Movements <small>in '000</small>	32.3	40.9
Revenue <sup>1</sup>	54.6	64.8
EBITDA <sup>1</sup>	26.9	26.1
EBIT <sup>1</sup>	11.9	1.7
EBITDA margin	49.3%	40.3%
Employees	223	196
Fraport share	100%	51%/34%
Consolidation	full	full

1) Figures before consolidation

### Fraport share: 51%

- 51% voting rights
- 34% dividend and equity rights

### Fraport history

- Fraport has held a major interest (100%) in Terminal 1 (BOT) since '99
- New BOT concession since 2007
- Since Sep. 2007 Fraport has operated T 1 + Domestic Terminal
- 2009 - 2024 Fraport will operate all 3 terminals together with Turkish IC Holding

### Airport

- 2<sup>nd</sup> largest airport in Turkey
- Tourist gateway to Turkish Riviera
- Growth driver: tourism
- 3 terminals

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## External Activities Lima Airport

€ mil.	2006	2007
Passengers <small>in mil.</small>	6.0	7.5
Movements <small>in '000</small>	77.3	92.9
Revenue <sup>1</sup>	79.6	88.5
EBITDA <sup>1</sup>	18.7	23.2
EBIT <sup>1</sup>	12.2	16.3
EBITDA margin	23.5%	26.2%
Employees	317	400
Fraport share	42.75%	100% <sup>2</sup>
Consolidation	at equity	full

1) Figures before consolidation

2) Fraport holds 100% since Aug 1, 2007

### Fraport share: 100%

### Fraport history

- 2001 – 2007 Fraport held 42.75%
- Since August 2007 100%
- Plans to sell up to 40%
- 30 year BOT concession contract, with an extension option

### Airport

- 1 terminal, 18 gates, 1 runway
- Largest airport in Peru
- Completion of terminal expansion until the end of 2008
- Construction of 2<sup>nd</sup> runway to follow in the coming years

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## External Activities Varna and Burgas

<b>Twin Star (both)</b>	2006	2007
Revenue <small>In € mil.</small>	-	41.3
EBITDA <small>In €mil.</small>	-	12.9
EBIT <small>In €mil.</small>	-	10.1
EBITDA margin	-	31.2%
Employees	-	1,604
Fraport share	60%	60%
Consolidation	full <sup>1</sup>	full

### Varna

Passengers <small>in mil.</small>	1.5	1.5
Movements <small>in '000</small>	14.7	15.0

### Burgas

Passengers <small>in mil.</small>	1.8	1.9
Movements <small>in '000</small>	14.4	16.1

**Fraport share: 60%**

#### Fraport history

- Since 2006 Fraport has held a 60% interest in operating company of both airports Twin Star
- BOT concession contract for 35 years
- Local Partner with 40%: BM Star

#### Airports:

- Tourist gateways to Black Sea
- Growth driver: tourism
- One terminal and one runway at each airport

1) Full consolidation since November 2006

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## External Activities ICTS Europe – sold Security Business Subsidiary

€ mil.	2006	2007
Revenue <sup>1</sup>	292.2	320.2
EBITDA <sup>1</sup>	8.9	10.9
EBIT <sup>1</sup>	4.0	8.3
EBITDA margin	3.0%	3.4%
Employees	9,852	10,213
Fraport share	100%	100%
Consolidation	full	full

**Sold !**

Contract signed on February 28, 2008  
Closing on April 1, 2008

1) Figures before consolidation

**Fraport share 100%**

#### Fraport history

- Since 2001
- Since 2002 100%
- Contract to sell ICTS signed 02/2008 (to Deutsche Beteiligungs AG)

#### Business details:

- Passenger controls at 30 airports in Europe
- Located in Amsterdam (Netherlands)
- Security staff of Frankfurt Airport and Hahn are hired at FraSec GmbH and FIS GmbH. These former subsidiaries of ICTS belong to the Aviation Segment now.

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## ***Frankfurt Airport / Expansion***

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### ***Frankfurt Airport Facts and Figures***

#### **Biggest passenger airport in Germany**

- 54.2 mil. PAX in 2007
- 125 airlines fly to 307 destinations in 109 countries<sup>1</sup>

#### **Biggest Freight Airport in Europe**

- 2.2 mil. tons of freight and mail in 2007
- 31 cargo airlines flying to 83 destinations in 42 countries<sup>1</sup>

#### **Train connections**

- 175 ICE- and long-distance trains
- 218 regional trains

#### **FRA is Lufthansa's home base and a hub of the Star Alliance**

- Star Alliance accounts for 74% of PAX (Cargo: 64%) at FRA

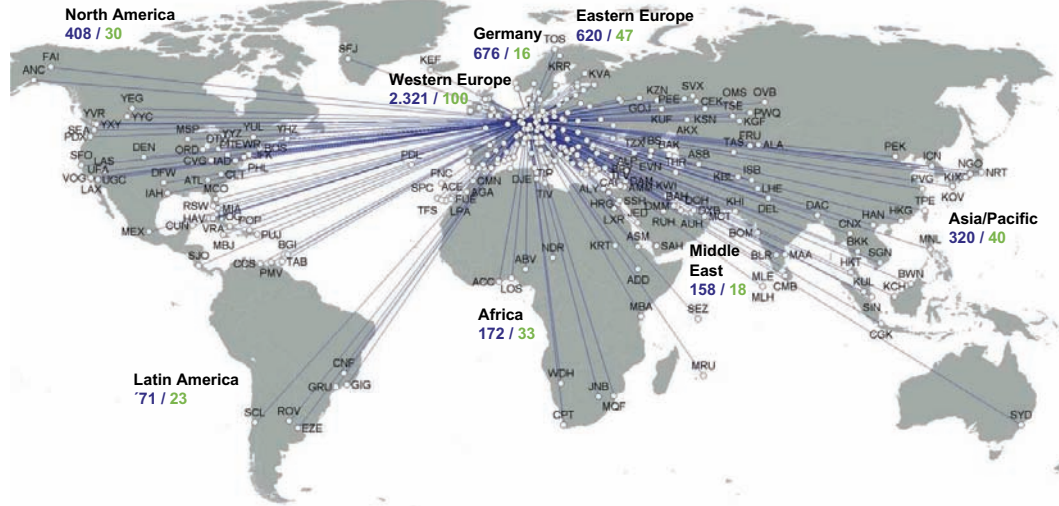
1) Summer flight schedule 2008

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## Frankfurt Airport 125 Airlines fly to 307 Destinations in 109 Countries

Summer Timetable 2008: weekly services / destinations from Frankfurt Airport



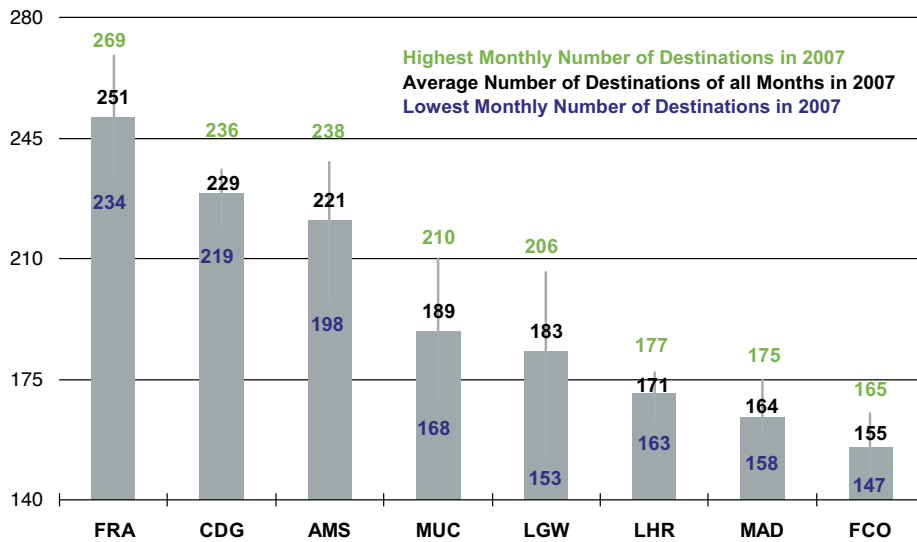
As of March 25, 2008, source: Fraport

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## Frankfurt Airport FRA offers the most Destinations in Europe



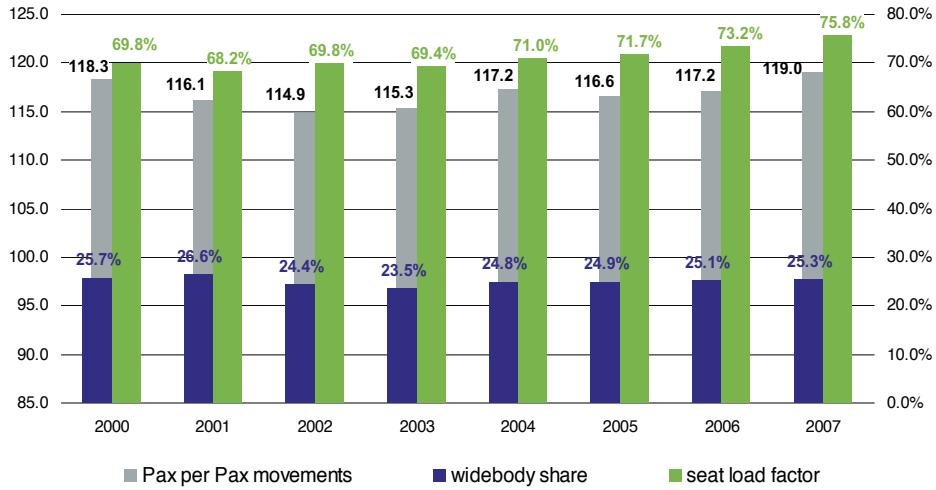
1) Winter flight schedule, only scheduled flights but no charter flights included  
Source: OAG

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## Frankfurt Airport Growth due to efficient Use of existing Infrastructure



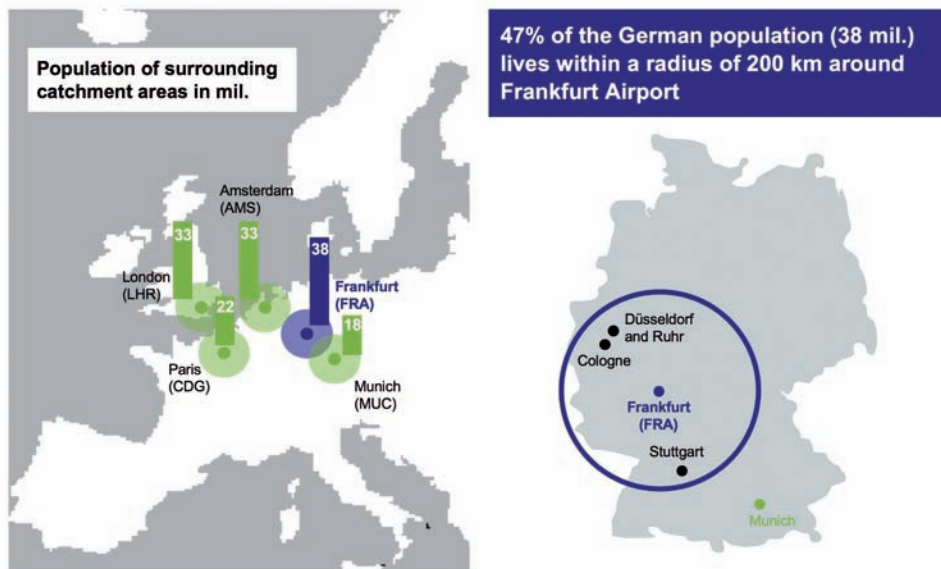
1) Wide body share excluding DoD (flights for US military supply)  
Source: Fraport 2008

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## Frankfurt Airport Biggest Catchment Area of all European Hubs



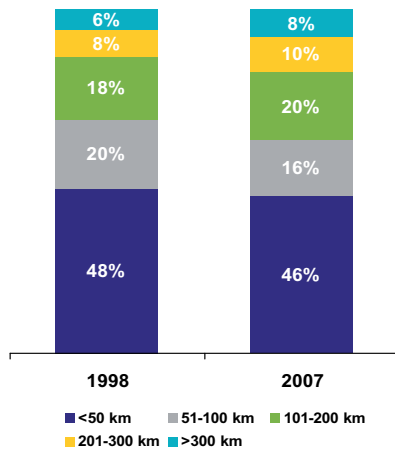
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## Frankfurt Airport Originating Passengers Split

Share of Originating<sup>1</sup> Passengers at FRA



1) Originating passengers including transfer passengers with domestic origin

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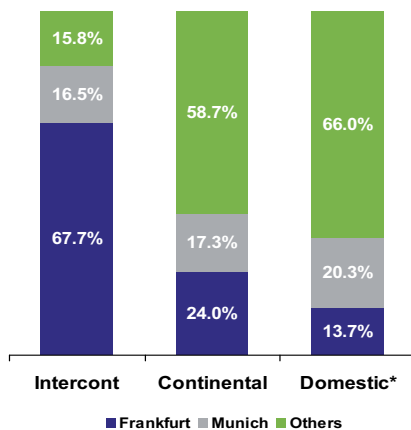
- Large catchment area due to huge population close to FRA as well as an excellent autobahn and high-speed train connection
- 53.5% of the Originating<sup>1</sup> passengers are from outside State of Hesse
- FRA's catchment area encompasses important German agglomerations: Rhine-Ruhr, Rhine-Main, Rhine-Neckar, Stuttgart, where the population grows above average
- Increasing number of connections of high-speed trains – now even to Paris
- 38% of the passengers traveling to the airport from a distance of more than 100 km (1998: only 32%)

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## Frankfurt Airport Intercontinental Traffic is concentrated in Frankfurt

Traffic Share of German Airports 2007



\* Domestic traffic is diverted on high speed trains; figures are rounded; source: Statistisches Bundesamt

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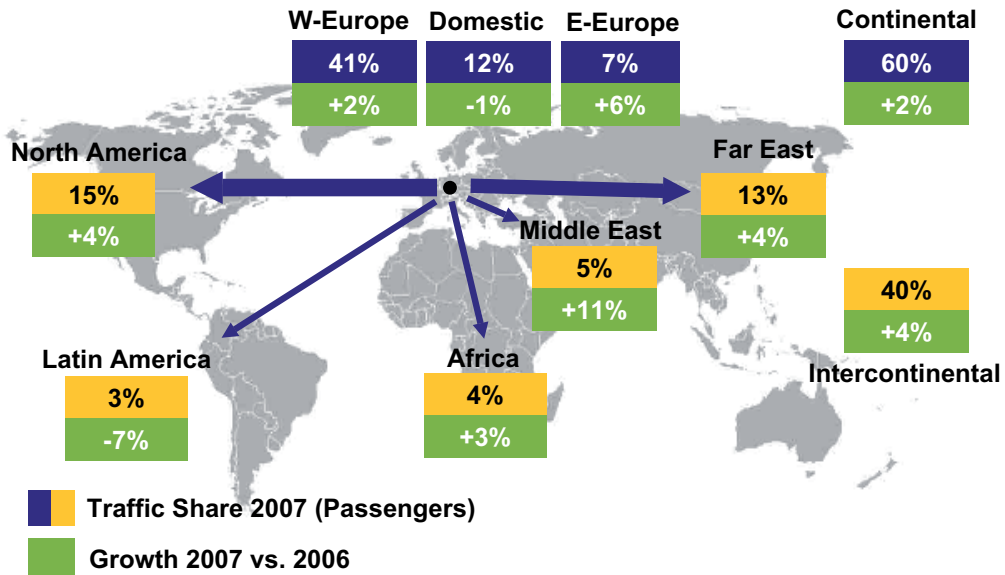
- Frankfurt is No. 1 in Europe in terms of
  - Catchment area
  - Intermodality
  - Punctuality
- Frankfurt is No. 1 in Germany
- Frankfurt is the dominant airport in intercontinental traffic due to hub and spoke operations
- Munich is a secondary hub
- Wide body share underlines Frankfurt's dominant position
  - Frankfurt: 25.7%
  - Munich: 5.9%
  - Dusseldorf: 4.0%
  - Hamburg: 2.8%



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## Frankfurt Airport Traffic Split and Growth 2007



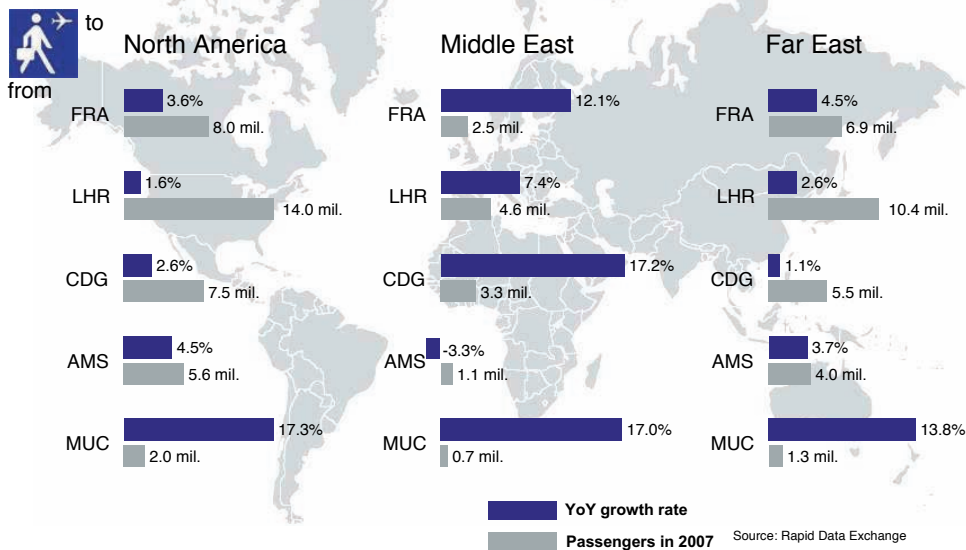
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## Frankfurt Airport Strong Traffic Growth on profitable Routes in 2007

FRA with strong Traffic growth compared to other European hubs in 2007

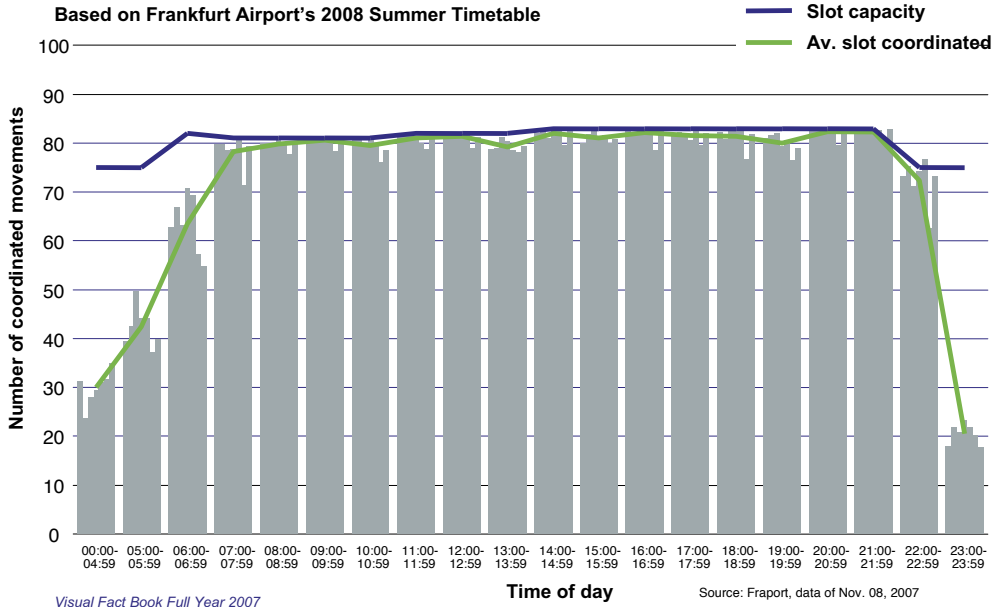


Visual Fact Book Full Year 2007

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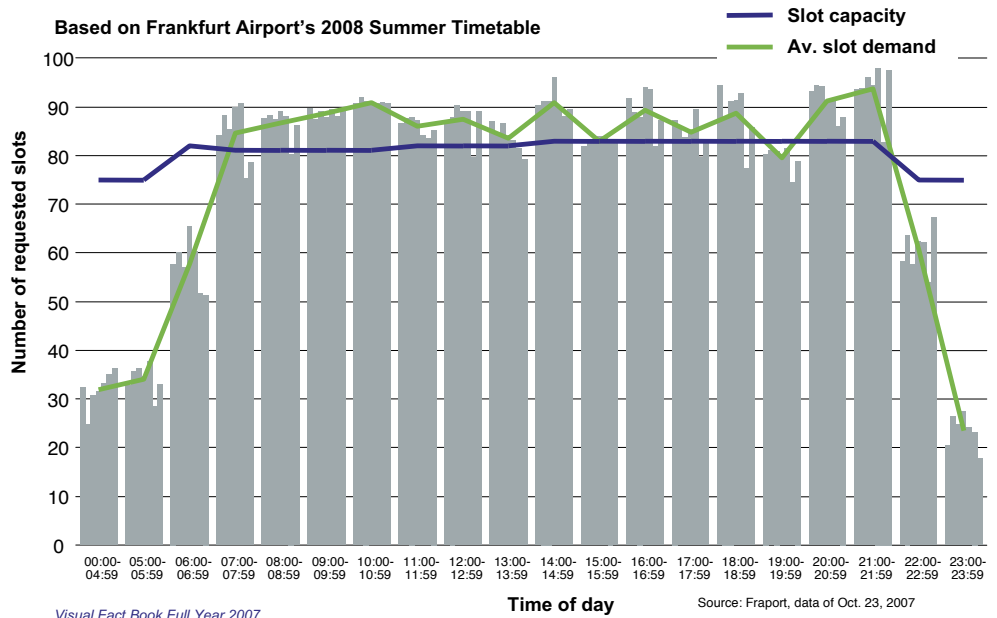
## Frankfurt Airport - Expansion Slot Coordination: Free Slots only in off-peak Hours



Slide 112



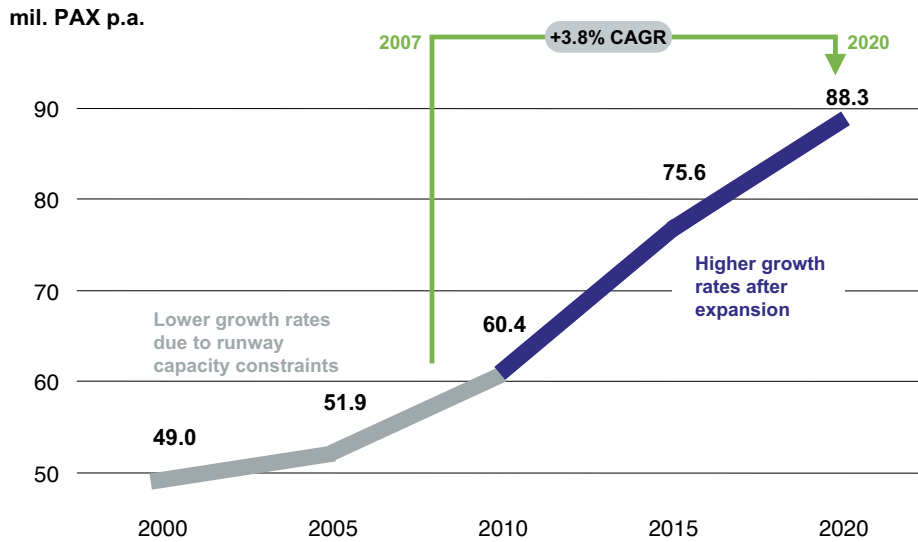
## Frankfurt Airport - Expansion Slot Demand exceeds Capacity



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## Frankfurt Airport - Expansion Passenger Forecast for 2020

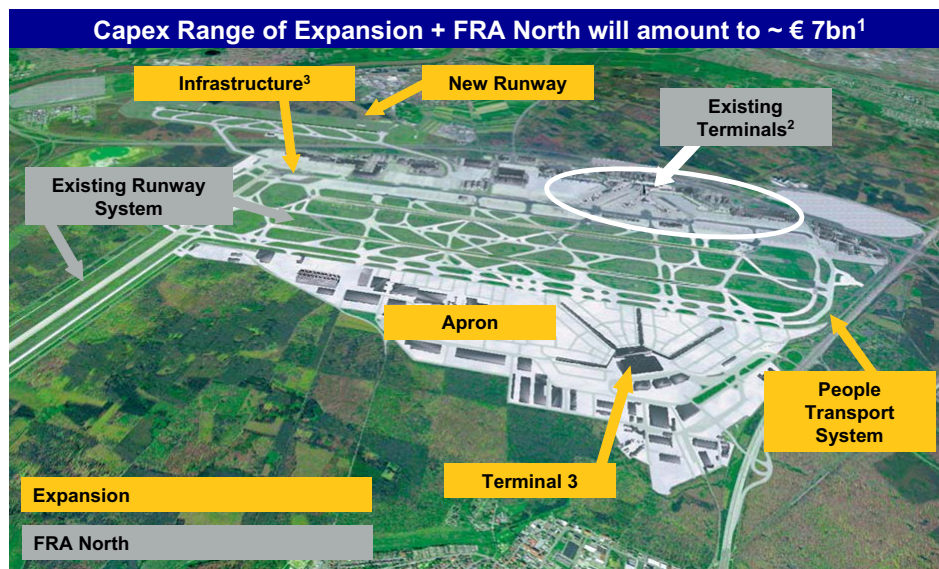


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## Frankfurt Airport - Expansion Capex Range 2007-2015: ~ € 7bn<sup>1</sup>



1) incl. Ticono Payments

2) e.g. including New C-Pier, A Zero, CD-Pier, Hall C, Fire protection, etc.

3) e.g. Technical Equipment, IT

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## **Frankfurt Airport - Expansion**

### **Time Schedule: Court Cases are now starting**

- Zoning decision (official planning approval) in favour of the airport expansion signed by the ministry on December 18, 2007; documents serviced to Fraport on January 4, 2008
- Fraport fully accepted zoning decision
- Law suits are filed at Hessian Administrative Higher Court
- (Interim) Court Decision is expected beginning 2009 (with the effect to start construction)
- Revision to German Administrative Supreme Court cannot be excluded
- After construction time of two years the new runway will be inaugurated in 2011, at the latest

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# **Fraport Management**

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## **Fraport Management**

### **CEO: Dr. Wilhelm Bender**



**Fraport AG's CEO since January 1993**, thus the longest-serving chairman of all M-DAX companies in Germany

Responsible for:

- Ground Services (Ground Handling)
- Corporate Strategy
- Internal Auditing
- Marketing, Sales Support, Boards and Committees
- Corporate Communications

**Brief biography:**

- 1990 - 1993: CEO of Schenker & Co GmbH; later CEO of Schenker Waggon- und Beteiligungs AG
- 1984 - 1990: Managing director of "Verkehrsforum Bahn" (the Rail Transport Forum industry association)
- 1974 - 1984: Various positions with Deutsche Bahn
- Studied law and economic sciences

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## **Fraport Management**

### **Vice Chairman and COO: Dr. Stefan Schulte**



**Fraport AG's Vice Chairman and COO since April 2007**

Responsible for:

- Traffic and Terminal management, Airport Expansion, and Airport Security Management (Aviation)
- Real Estate and Facility Management
- Legal Affairs

**Brief biography:**

- 2003 - April 2007: CFO of Fraport AG
- 2001 - 2003: Executive board member (CFO) of Deutz AG, responsible for finance and human resources
- CFO at Infostada 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

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## **Fraport Management**

### **CFO: Dr. Matthias Zieschang**



#### **Fraport AG's CFO since April 2007**

Responsible for:

- Controlling, Finance, Accounting
- Global Investments and Management (External Activities)
- Central Purchasing, Construction Contracts
- Information and Telecommunication
- Investor Relations

#### **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

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## **Fraport Management**

### **Executive Director Labor Relations: Herbert Mai**



#### **Fraport AG's Executive Director Labor Relations since 2001**

Responsible for:

- Retail and Properties
- Human Resources
- Data Protection
- Management Systems
- Confidential Affairs
- Environmental Management

#### **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

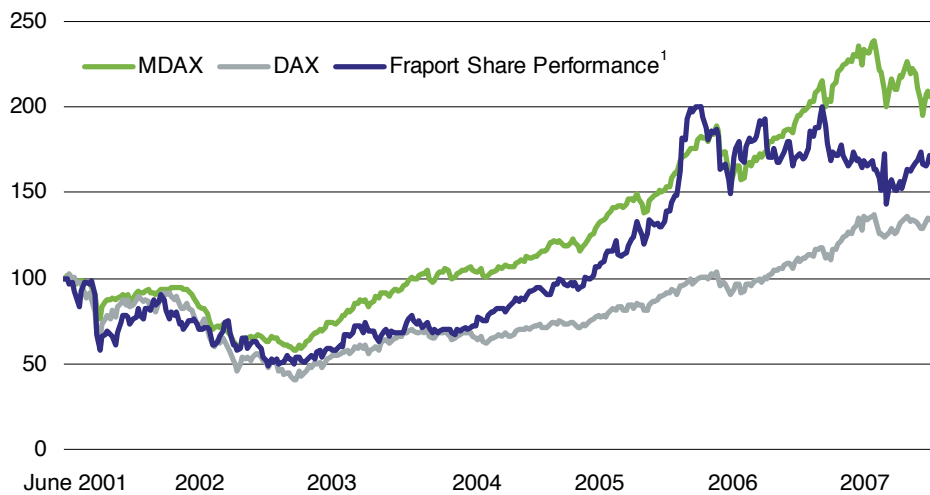
Visual Fact Book Full Year 2007

# Fraport Share

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## Fraport Share Since the IPO our share has outperformed the DAX

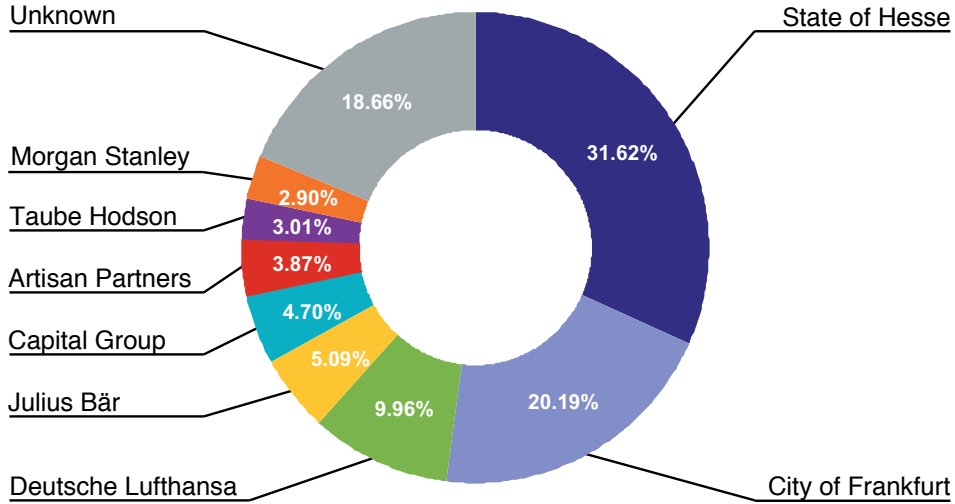


1) Index of Fraport share performance is calculated by adding dividends to the stock price. This makes share performance comparable to DAX and MDAX, which include dividends, too.

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## Fraport Share Shareholder Structure



as of March 31, 2008

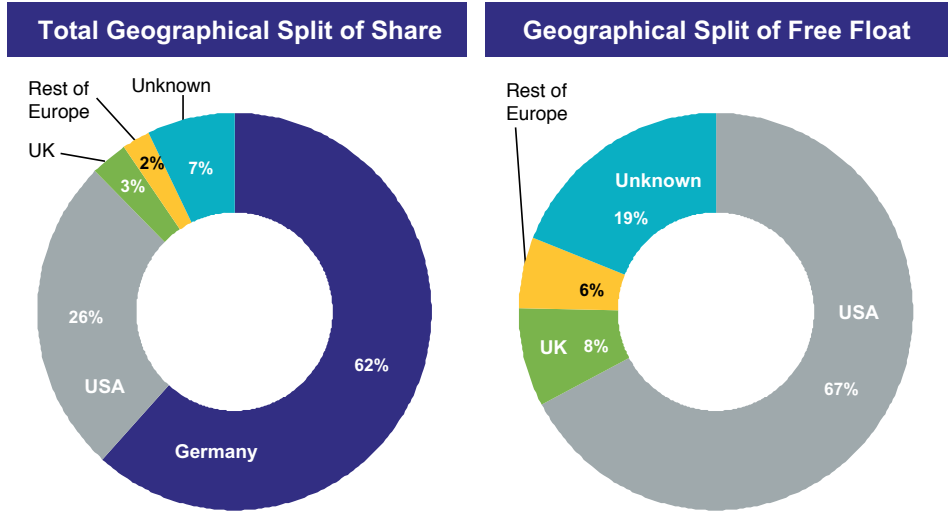
1) The relative ownership interest of the individual shareholders was adjusted to the current total number of shares existing as at March 31, 2008, and therefore may differ from the figures given at the time of reporting an excess/shortfall of the threshold or from the respective shareholders' own disclosures

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## Fraport Share Geographical Split



Source: Fraport, March 2008

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## Fraport Share Share Data

ISIN:	<b>DE0005773303</b>
Share symbol:	<b>FRA GR (Bloomberg) FRAG.DE (Reuters)</b>
Class of share:	<b>Ordinary bearer shares with a notional par value of € 10.00 each</b>
Capital stock (acc. to IFRS):	<b>€ 914.6 million</b>
Calculated par value per share:	<b>€ 10.00</b>
Number of floating shares <sup>1</sup> on Dec. 31, 2007:	<b>91,456,593</b>
Listing:	<b>Frankfurt Stock Exchange - official trading (Prime Standard)</b>
IPO:	<b>June 11, 2001</b>
Placement price:	<b>€35.00</b>

1) Total number of shares on the balance sheet date minus treasury shares

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## Fraport Share Listings and Sustainability Listings

### Share Indices

- Dow Jones STOXX 600

- FTSE World Europe

### • MDAX

The MDAX is a stock index which lists German companies. The index is calculated by Deutsche Börse. It includes the 50 Prime Standard shares from classic sectors that rank immediately below the companies included in the DAX index. The company size is based on terms of order book volume and market capitalization.

### Sustainability Share Indices



FTSE4Good

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## Investor Relations IR Contact – meet IR

Fraport AG  
Frankfurt Airport Services Worldwide  
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## Investor Relations IR Service – meet IR

### Financial Calendar 2008

3-month interim report 2008	Thursday, May 8
Annual General Meeting	Wednesday, May 28
6-month interim report 2008	Thursday, August 7
9-month interim report 2008	Tuesday, November 6

### Traffic Calendar 2008

April 2008	Thu., May 15, 2008
May 2008	Thu., June 12, 2008
June 2008/H1 2008	Thu., July 11, 2008
July 2008	Wed., August 13, 2008
August 2008	Thu., September 11, 2008
September 2008/9M 2008	Tue., October 14, 2008
October 2008	Thu., November 13, 2008
November 2008	Thu., December 11, 2008
December 2008	Thu., January 15, 2009

### The Most current IR Information

For all information about our investor relations activities and to get in touch with us, please go to:

[www.meet-ir.com](http://www.meet-ir.com)

There you find e.g. the dates and places of roadshows and conferences as well as downloads of the most current data and presentations.

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## Glossary I

### ACI

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

### AEA

Acronym for Association of European Airlines, the European association representing European airlines

### 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

### EPS

Acronym for Earnings per Share

### External Activities

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

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## 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.

### PAX, or pax

Abbreviation for passenger(s)

### RAB

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

### Retail & Properties

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

### ROFRA

Abbreviation for Return on Fraport Assets = EBIT divided by Fraport assets, see definition on slide 39

### 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

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