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Fraport at a Glance
**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
- Fraport generated revenue of € bn. 2.3 in 2007
- IPO in June 2001

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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

1) On Feb 28th 2008 Fraport signed the contract to sell ICTS
Fraport at a Glance

Portfolio: Four Segments

Aviation (Dr. Stefan Schulte, Vice Chairman, COO)
- Runway and terminal operations
- Expansion
- Security
Revenue: €698.7 mil.
EBITDA: €139.6 mil.
EBIT: €44.8 mil.

Retail & Properties (Herbert Mai, Executive Director of Labor Relations)
- Retail management
- Property management
- Car parking
- Other services (IT, facility management)
Revenue: €471.4 mil.
EBITDA: €333.0 mil.
EBIT: €244.6 mil.

Ground Handling (Dr. Wilhelm Bender, CEO)
- Ramp services
- Passenger services
- Baggage handling
- Cargo services
Revenue: €620.5 mil.
EBITDA: €37.4 mil.
EBIT: €12.6 mil.

External Activities (Dr. Matthias Zieschang, CFO)
- Investments in other airports
- Management contracts with Airports
- Airport-related businesses
Revenue: €538.4 mil.
EBITDA: €70.5 mil.
EBIT: €33.4 mil.

1) Each Segment is assigned to one member of the Executive Board who is mentioned in brackets under each segment’s name.

Fraport at a Glance
Key Figures Development

€ mil.

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<th>Revenue</th>
<th>EBITDA</th>
<th>Net Profit</th>
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<td>1,536.2</td>
<td>520.8</td>
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<td>1,580.6</td>
<td>525.0</td>
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<td>2002</td>
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<td>255.3</td>
<td>-120.3</td>
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<tr>
<td>2003</td>
<td>1,803.6</td>
<td>456.2</td>
<td>115.4</td>
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<tr>
<td>2004</td>
<td>1,834.3</td>
<td>509.6</td>
<td>137.6</td>
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<tr>
<td>2005</td>
<td>1,998.1</td>
<td>542.5</td>
<td>161.5</td>
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<tr>
<td>2006</td>
<td>2,089.8</td>
<td>578.4</td>
<td>228.9</td>
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<tr>
<td>2007</td>
<td>2,329.0</td>
<td>580.5</td>
<td>213.7</td>
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1) special effect: exceptional write-down for Manila reduced EBITDA by €241.7 mil. and net profit by €227.5 mil.
Fraport at a Glance
Fraport Activities worldwide

Corporate Strategy / Bridge Strategy
Corporate Strategy

Strategic Goals

Value Creation  Performance  Sustainability

The three Pillars of Fraport’s Strategy

Consolidation at FRA  Growth & Expansion at FRA  External growth

Corporate Strategy

Strategic Goals

Value creation

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.

We are committed to strengthening our long-term ability to finance projects and service our debts.

Performance

With our integrated business model, we achieve outstanding results through reliable, efficient, high-quality processes.

Our outstanding performance is reflected by both a substantial market share and satisfied customers. We are committed to improving both even further.

Sustainability

As an employer and economic player, we are acutely aware of our responsibilities toward our staff, society and the environment.

We focus on sustainability and base our business activities on sound economic, environmental and social principles.
Corporate Strategy
The three Pillars of Fraport's Strategy

Consolidation at FRA
• Taking advantage of our strong position in the aviation and ground-handling segments
• Tightening relationships with our key customers
• Optimizing productivity and efficiency

Growth & Expansion at FRA
• Increasing capacity to ensure medium-term growth and strengthen our competitive position
• Expanding and modernizing terminals and retail areas
• Upgrading the real estate location 'Frankfurt Airport' to 'Frankfurt Airport City'

External Growth
• Using Fraport’s expertise at locations other than Frankfurt
• Acquisition and operation of airports and passenger terminals
• Winning airport management and service contracts

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
**Bridge Strategy**  
**Goal: continuous EBITDA Growth**

- **Bridge Strategy**
  - Retail
  - Properties
  - External Activities
  - Cost cutting

- **Capacity constraints**

- **New runway starts 2011**

**Growth Strategy**

- Optimum utilization of additional capacity
- Realizing economies of scale due to fixed costs business
- Continuous cost cutting and productivity enhancement process

---

**Slide 16**

**Bridge Strategy**  
**Value Generation up until Expansion**

**Revenue / EBITDA driver**

- Generating continuous growth in Retail
- Emphasizing Properties as additional core business
- Intensifying External Activities through organic growth and acquisitions

**Cost driver:**  
**Strong focus on cost reduction**

**Continuous increase of EBITDA despite capacity constraints**
Market Data

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

To index to 1990 = 100

- 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

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)
**Market Data – Air Traffic**

**Air Traffic grows stronger than World Economy**

Until 2015, world air traffic is growing cumulatively by ~ 50%.

- **ACF**: 4.3% p.a.
- **Boeing**: 6.0% p.a.
- **Airbus**: 5.3% p.a.

**Expected air traffic growth until 2015**

- **World economy**: 3.1% p.a.
- **Global Steel Industry**: 3.4% p.a.
- **Rail Market**: 2.0% p.a.

**Expected growth of world economy and selected industries**


**Market Data – Air Traffic**

**Focus on Intercontinental Routes in Europe**

Air traffic growth in 2007-2026:

- **United States**: 2.4%
- **South America**: 4.5%
- **Western Europe**: 3.5%
- **Middle East**: 4.7%
- **Asia**: 6.5%
- **China**: 8.4%

**Global average**: 4.9% p.a.

### Market Data – Air Traffic

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

<table>
<thead>
<tr>
<th>Cargo 2007¹ (mil. metric tons)</th>
<th>Passengers 2007¹ (mil.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Memphis</td>
<td>89.4</td>
</tr>
<tr>
<td>2. Hong Kong</td>
<td>76.2</td>
</tr>
<tr>
<td>3. Anchorage</td>
<td>68.1</td>
</tr>
<tr>
<td>4. Seoul</td>
<td>66.7</td>
</tr>
<tr>
<td>5. Shanghai-Pudong</td>
<td>61.9</td>
</tr>
<tr>
<td>6. Tokyo-Narita</td>
<td>59.9</td>
</tr>
<tr>
<td>7. Frankfurt</td>
<td>59.8</td>
</tr>
<tr>
<td>8. Frankfurt</td>
<td><strong>54.2</strong></td>
</tr>
<tr>
<td>9. Beijing</td>
<td>53.7</td>
</tr>
<tr>
<td>10. Madrid</td>
<td>52.1</td>
</tr>
</tbody>
</table>

¹ Preliminary figures as of February/March 2008

### Market Data – Air Traffic

#### The Biggest European Airports

<table>
<thead>
<tr>
<th>Cargo 2007¹ (mil. metric tons)</th>
<th>Passengers 2007¹ (mil.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Memphis</td>
<td>3.84</td>
</tr>
<tr>
<td>2. Hong Kong</td>
<td>3.77</td>
</tr>
<tr>
<td>3. Anchorage</td>
<td>2.83</td>
</tr>
<tr>
<td>4. Seoul</td>
<td>2.56</td>
</tr>
<tr>
<td>5. Shanghai-Pudong</td>
<td>2.50</td>
</tr>
<tr>
<td>6. Tokyo-Narita</td>
<td>2.25</td>
</tr>
<tr>
<td>7. Frankfurt</td>
<td><strong>2.17</strong></td>
</tr>
<tr>
<td>8. Louisville</td>
<td>2.08</td>
</tr>
<tr>
<td>9. Paris-Ch. d. Gaulle</td>
<td>2.01</td>
</tr>
<tr>
<td>10. Miami</td>
<td>1.92</td>
</tr>
</tbody>
</table>

¹ Preliminary figures as of February/March 2008
² Without mail

Source: ACI
## Market Data – Aviation
### 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 not independently usable</td>
<td>79 mov/h</td>
<td>1 possibly by 2020</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Paris-Ch.d.Gaulle</td>
<td>4 not independently usable</td>
<td>110 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Frankfurt</td>
<td>3 not independently usable</td>
<td>83 mov/h</td>
<td>1 by 2011</td>
<td>126 mov/h</td>
</tr>
<tr>
<td>Munich</td>
<td>4 independently usable</td>
<td>90 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Amsterdam</td>
<td>6 not independently usable</td>
<td>108 mov/h</td>
<td>1</td>
<td>125 mov/h</td>
</tr>
<tr>
<td>Vienna</td>
<td>2 not independently usable</td>
<td>72 mov/h</td>
<td>1</td>
<td>95 mov/h</td>
</tr>
<tr>
<td>Zurich</td>
<td>3 not independently usable</td>
<td>66 mov/h</td>
<td>1</td>
<td>80 mov/h</td>
</tr>
<tr>
<td>Frankfurt</td>
<td>4 Independently usable</td>
<td>90 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Paris-Ch.d.Gaulle</td>
<td>4 Independently usable</td>
<td>108 mov/h</td>
<td>1</td>
<td>125 mov/h</td>
</tr>
<tr>
<td>Munich</td>
<td>2 Independently usable</td>
<td>72 mov/h</td>
<td>1</td>
<td>95 mov/h</td>
</tr>
<tr>
<td>Zurich</td>
<td>3 Independently usable</td>
<td>66 mov/h</td>
<td>1</td>
<td>80 mov/h</td>
</tr>
</tbody>
</table>

1) Passenger flights: considering only passenger flights – pure cargo flights and non-commercial flights not included

Source: Fraport

## Market Data – Aviation
### Passengers per Passenger Flights

```
<table>
<thead>
<tr>
<th>Airport</th>
<th>Passengers per Passenger Flights</th>
</tr>
</thead>
<tbody>
<tr>
<td>LHR</td>
<td>143.5</td>
</tr>
<tr>
<td>FRA</td>
<td>119.0</td>
</tr>
<tr>
<td>CDG</td>
<td>118.1</td>
</tr>
<tr>
<td>AMS</td>
<td>114.5</td>
</tr>
<tr>
<td>ZHR</td>
<td>92.4</td>
</tr>
<tr>
<td>MUC</td>
<td>84.5</td>
</tr>
<tr>
<td>VIE</td>
<td>75.8</td>
</tr>
</tbody>
</table>
```

Peer average 114.3 PAX / Movement

Source: Fraport
### Market Data – Aviation

#### Traffic focusing on Mega Hubs in Europe

<table>
<thead>
<tr>
<th>Airline</th>
<th>A380</th>
<th>Airport</th>
<th>PAX Airport</th>
</tr>
</thead>
<tbody>
<tr>
<td>British Airways</td>
<td>12 (+7)</td>
<td>LHR</td>
<td>68.1</td>
</tr>
<tr>
<td>Virgin Atlantic</td>
<td>6</td>
<td>LHR</td>
<td>68.1</td>
</tr>
<tr>
<td>Air France</td>
<td>12 (+2)</td>
<td>CDG</td>
<td>59.9</td>
</tr>
<tr>
<td>Lufthansa</td>
<td>15 (+5)</td>
<td>FRA</td>
<td>54.2</td>
</tr>
</tbody>
</table>

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

---

### Market Data – Aviation

#### Prospective Aircraft Capacity of strong Airlines

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

<table>
<thead>
<tr>
<th>Airline</th>
<th>A380</th>
<th>Emirates</th>
<th>204</th>
</tr>
</thead>
<tbody>
<tr>
<td>Etihad Airways</td>
<td>157</td>
<td>17</td>
<td>137</td>
</tr>
<tr>
<td>Qatar Airways</td>
<td>100</td>
<td>29</td>
<td>71</td>
</tr>
<tr>
<td>Emirates</td>
<td>173</td>
<td>59 A380</td>
<td>117</td>
</tr>
<tr>
<td>British Airways</td>
<td>263</td>
<td>156</td>
<td>216</td>
</tr>
<tr>
<td>Air France - KLM</td>
<td>74</td>
<td>40</td>
<td>94</td>
</tr>
<tr>
<td>Lufthansa</td>
<td>120</td>
<td>29</td>
<td>91</td>
</tr>
</tbody>
</table>

Source: Fraport Group, airlines, acas, update: 03.03.2008

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

---

### Market Data – Aviation

#### Intercontinental traffic in Europe

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

- **Star Alliance**
  - Lufthansa
  - United Airlines
  - Etc.
  - Main Hub: FRA

- **Independent airlines, e.g.:**
  - Emirates

**Market share**

- **Sky Team:** 36%
- **Star Alliance:** 28%
- **Independent airlines:** 16%

**Three strong alliances dominate 86% of market**

---

By Visual Fact Book Full Year 2007
Market Data – Aviation
222 Orders, Options, Interests in the A380

North America:
- ILFC 10
- Aerolíneas Argentinas 2
- Air Comet 4

South America:
- Lufthansa 20
- British Airways 19
- Virgin Atlantic 6

Far East / Australia:
- Emirates 68
- Qantas 20
- Singapore 19
- Thai 6
- Malaysia 6
- Korean 8
- Kingfisher 5
- China Southern 6

Europe:
- Qatar 5
- Etihad 4
- Al Jaber Group private 1
- GKN 69
- Qantas 20
- Singapore 19
- Thai 6
- Malaysia 6
- Korean 8
- Kingfisher 5
- China Southern 6

Middle East:
- Emirates 68
- Qatar 5
- Etihad 4
- Al Jaber Group private 1

Source: Fraport AG, airlines, acas, update: 03.03.2008

---

Market Data – Expansion
Intended Investments in European Airports ~ € 80 bn

Selected projects > € 1 bn
- Dublin € 3.8 bn
- London
- Paris
- Munich
- Madrid
- Barcelona
- New Airport

Other Airports:
- Fraport € 2.6 bn
- CDG € 2.5 bn
- LHR € 8.3 bn
- STN € 4.0 bn
- LTN € 1.8 bn
- AMS € 2.6 bn
- OSL € 2.4 bn
- SXF € 3.1 bn
- FRA € ~ 7 bn
- MAD, BCN € 9.0 bn
- Other Airports € 19.8 bn
- Spain

Norway
- Other Airports € 4.2 bn

Lublin € 1.6 bn
- Moscow SVO € 2.0 bn
- VIE € 1.0 bn
- Rome

1/2: 2008

Source: www.momberger.com, Fraport
Market Data – Retail
High Purchasing Power at FRA

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 passengers with purchasing power above German average
  • 26.5 mil. transfer passengers with extremely high purchasing power, e.g. from the USA, China, Russia or the Middle East
  • 0.3 mil. transit passengers
  • 75.6 mil. PAX estimated for 2015

Vacancy rate extremely low at FRA1,2

- Office jobs in Frankfurt are expected to grow between 1.4% and 1.7% p.a. by 20102
- Rents will increase by 2.6% p.a. by 2010 on average2
- Prime rents in prime markets such as Munich, Frankfurt, Hamburg, Berlin will increase by 12% by 20102
- Strongly increasing rents levels at locations with optimal transport connections2
- Property market in top locations is not very competitive3
- High demand for space located closed to the terminals3

1) Source: Fraport
2) Source: Deutsche Bank Research, March 2007
3) AT Kearney April 2007
### Market Data – Ground Handling

#### Heterogeneous Ground Handling Markets

<table>
<thead>
<tr>
<th>Region</th>
<th>Description</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>&quot;Regulated duopolies&quot;</td>
</tr>
</tbody>
</table>

Market volume (global): € 30 bn.¹

¹) In 2007

Source: Fraport
Fraport Group Key Figures

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2004</td>
<td>1,998.1</td>
<td>509.6</td>
<td></td>
</tr>
<tr>
<td>2005</td>
<td>2,089.8</td>
<td>542.5</td>
<td></td>
</tr>
<tr>
<td>2006</td>
<td>2,143.9</td>
<td>570.4</td>
<td></td>
</tr>
<tr>
<td>2007</td>
<td>2,329.0</td>
<td>580.5</td>
<td>57.6</td>
</tr>
</tbody>
</table>

EBITDA margin: 25.5%, 26.0%, 27.0%, 24.9%

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

Fraport Group Segment Split of Revenue and EBITDA FY 2007

Group EBITDA € 580.5 mil.  Group Revenue € 2.33 bn.
**Fraport Group**

**Profit & Loss Statement**

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>FY 2007</th>
<th>Change FY 2006 to FY 2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>2,329.0</td>
<td>+5.9% (Δ € +185.1 mil./Δ € +127.5 mil.)</td>
</tr>
<tr>
<td>Personnel expenses</td>
<td>1,143.3</td>
<td>+6.2% (Δ € +66.4 mil.)</td>
</tr>
<tr>
<td>Non-staff costs</td>
<td>702.0</td>
<td>+3.3% (Δ € +18.0 mil.)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>580.5</td>
<td>+0.4% (Δ € +2.1 mil.)</td>
</tr>
<tr>
<td>EBIT</td>
<td>335.4</td>
<td>+1.5% (Δ € +5.0 mil.)</td>
</tr>
<tr>
<td>EBT</td>
<td>297.6</td>
<td>-12.5% (Δ € -42.6 mil.)</td>
</tr>
<tr>
<td>Net profit</td>
<td>213.7</td>
<td>-6.6% (Δ € -15.2 mil.)</td>
</tr>
</tbody>
</table>

**Change FY 2006 to FY 2007**

- **Revenue**: +5.9%
- **Personnel expenses**: +6.2%
- **Non-staff costs**: +3.3%
- **EBITDA**: +0.4%
- **EBIT**: +1.5%
- **EBT**: -12.5%
- **Net profit**: -6.6%

**Fraport Group**

**Constant EBITDA-Growth – Sustainable for Future**

**EBITDA 2003-2007**

- **Growth trend despite capacity constraints**
- **Future growth secured through “Bridge Strategy”**

**Sustainable Growth in Profitability**

- **+6.2% CAGR in EBITDA**
- **+14.1% CAGR in EBIT**
Fraport Group

Share Performance: EPS, Dividend, Payout Ratio

€

2.5
2
1.5
1
0.5
0
-0.5
-1
-1.5
0.4
1.28
0.4
0.9%
0.44
1.28
34.4%
0.75
49.7%
1.61
10.9%
1.76
50.6%
0.9
1.15
45.6%
1.15
2.51
50.4%
2.26

Special effect: write-off Manila

1) Dividend that is proposed to General Annual meeting

Fraport Group
Balance Sheet, Gearing

€ mil.

2004
3,650.2
911.3
2,738.9
-0.3
2,041.6
2005
3,951.6
527.9
1,080.7
3,098.8
9.1
2,157.9
2006
4,294.5
1,953.8
1,240.7
3,379.2
9.5
2,346.1
2007
5,704.7
1,099.9
4,604.8
23.2
2,493.3

current assets
non-current assets
current liabilities
non-current liabilities
shareholders equity

Special effect: write-off Manila
**Fraport Group**

**Definition of Fraport Assets and ROFRA**

\[
\begin{align*}
\text{Fraport Assets} & = \text{Goodwill} + \text{Other intangible assets} + \text{Investments in airport operator projects} + \text{Property, plant and equipment} + \text{Prepayments} + \text{Construction in progress} \\
\text{Working capital} & = \text{Depreciable assets (at 50% of historical costs)} + \text{Inventories} + \text{Trade accounts receivable} - \text{Trade accounts payable} \\
\text{Fraport Assets} & = \text{EBIT} / \text{Fraport Assets} = \text{ROFRA}
\end{align*}
\]

In the long-run ROFRA must exceed 10% in all segments.

---

**Fraport Group**

**Fraport Value Management**

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>Fraport Group</th>
<th>Aviation</th>
<th>Retail &amp; Properties</th>
<th>Ground Handling</th>
<th>External Activities¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>330.4</td>
<td>357.4</td>
<td>78.0</td>
<td>122.2</td>
<td>50.1</td>
</tr>
<tr>
<td>2007</td>
<td>335.4</td>
<td></td>
<td>44.8</td>
<td>219.6</td>
<td>11.3</td>
</tr>
<tr>
<td>2006</td>
<td>2,802.8</td>
<td>1,005.9</td>
<td>1,221.7</td>
<td>362.1</td>
<td>30.4</td>
</tr>
<tr>
<td>2007</td>
<td>3,073.8</td>
<td></td>
<td>1,250.1</td>
<td>391.2</td>
<td>46.7</td>
</tr>
<tr>
<td>Costs of Capital before Tax</td>
<td>280.3</td>
<td>307.4</td>
<td>97.5</td>
<td>100.6</td>
<td>122.2</td>
</tr>
<tr>
<td>Fraport Value Added before Tax</td>
<td>50.1</td>
<td>28.0</td>
<td>-21.5</td>
<td>-55.8</td>
<td>97.4</td>
</tr>
<tr>
<td>ROFRA</td>
<td>11.8%</td>
<td>10.9%</td>
<td>7.8%</td>
<td>4.5%</td>
<td>18.0%</td>
</tr>
<tr>
<td>2007</td>
<td>20.0%</td>
<td>19.6%</td>
<td>9.6%</td>
<td>3.2%</td>
<td>3.8%</td>
</tr>
<tr>
<td>2006</td>
<td>335.4</td>
<td>357.4</td>
<td>78.0</td>
<td>122.2</td>
<td>11.3</td>
</tr>
<tr>
<td>2007</td>
<td>335.4</td>
<td></td>
<td>44.8</td>
<td>219.6</td>
<td>11.3</td>
</tr>
</tbody>
</table>

¹ External Activities: EBIT and Fraport Assets are adjusted for investments accounted for using the equity method and financial investments with regard to non-integrated participations.
Slide 42

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.
Fraport Group
Employee Diversity 2007

<table>
<thead>
<tr>
<th>Sites</th>
<th>Employees Split of the Fraport Group¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>30,437</td>
</tr>
<tr>
<td>Frankfurt</td>
<td>17,796      58.5%</td>
</tr>
<tr>
<td>ICTS²</td>
<td>9,767      32.1%</td>
</tr>
<tr>
<td>Other sites</td>
<td>2,874      9.4%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Nationality</th>
<th>Employees’ Diversity at Fraport AG³</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>12,533</td>
</tr>
<tr>
<td>German</td>
<td>10,454</td>
</tr>
<tr>
<td>Non-Germans</td>
<td>2,079</td>
</tr>
</tbody>
</table>

¹ Number of employees on average in 2007 (employees on temporary leave and trainees not included)
² On Feb 28th 2008 Fraport signed the contract to sell ICTS
³ Level of employees as of Dec 31th 2007 (employees on temporary leave and trainees included)

Aviation / Regulation
**Aviation Key Figures**

€ mil.

- **2004**
  - Revenue: 626.2
  - EBITDA: 144.8
  - EBIT: 80.9
  - EBITDA margin: 23.1%

- **2005**
  - Revenue: 688.9
  - EBITDA: 158.1
  - EBIT: 94.2
  - EBITDA margin: 22.9%

- **2006**
  - Revenue: 702.8
  - EBITDA: 158.6
  - EBIT: 76.9
  - EBITDA margin: 22.6%

- **2007**
  - Revenue: 698.7
  - EBITDA: 139.6
  - EBIT: 44.8
  - EBITDA margin: 20.0%

---

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.
Aviation
Segment Revenue Split in 2007

- **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

---

Aviation Components of Airport Charges

<table>
<thead>
<tr>
<th>Landing and take-off charges</th>
<th>Passenger charges</th>
<th>Security charges</th>
<th>Aircraft Parking charges</th>
</tr>
</thead>
<tbody>
<tr>
<td>Weight-related, charges related to MTOW</td>
<td>Passenger-related charges (only take-off)</td>
<td>Passenger-related charges (only take-off)</td>
<td>All charges related to aircraft stand size and length of time parked (On block vs. off block)</td>
</tr>
<tr>
<td>Passenger (only take-off)/freight/mail-related charges (variable charges)</td>
<td>Depending on destination (domestic, EU, Non-EU continental, or inter-continental)</td>
<td>Charges related to freight or mail tonnage transported, per 100 kg or fraction thereof aboard the aircraft</td>
<td>Surcharges for pier stands</td>
</tr>
<tr>
<td>Noise-related charges</td>
<td>Discount for transfer passengers</td>
<td>Defined Cap</td>
<td>Rental contracts can be signed under defined conditions</td>
</tr>
<tr>
<td>Emission-related charges</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Aviation - Regulation

Three Approaches for Regulated Asset Base (RAB)

- 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

Aviation - Regulation

Single and Dual Till

- 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

Elements of RAB

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

More stable asset base

Asset base fluctuates!
Plus: value creation when investment < depreciation

1) Exemplary figures

Aviation - Regulation
Comparison of the 3 different Approaches for RAB

<table>
<thead>
<tr>
<th></th>
<th>+</th>
<th>-</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residual Carrying Amount (RCA)</td>
<td>Very common approach, easy to understand</td>
<td>Value generation, if: depreciation &gt; new investments</td>
</tr>
<tr>
<td>At Cost</td>
<td>Over proportional allocation of costs</td>
<td>Unrealistic &amp; not fair to market</td>
</tr>
<tr>
<td>At Cost / 2</td>
<td>- Balance of heavy investment cycles</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Fair value generation (no depreciation)</td>
<td></td>
</tr>
</tbody>
</table>

Approach to calculate Asset Base for Regulation at Frankfurt Airport

At Cost / 2
Retail & Properties

Segment Structure

Car Parking
Retail
Shopping
Services
Advertising

Real Estate
Rents in Terminals
Rents for Service & Admin. Buildings
Leaseholds
Land & Infrastructure

Others

Karl-Heinz Dietrich, Executive VP
Retail & Properties

Key Figures

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2004</td>
<td>373.9</td>
<td>265.8</td>
<td>174.5</td>
</tr>
<tr>
<td>2005</td>
<td>374.0</td>
<td>289.5</td>
<td>179.6</td>
</tr>
<tr>
<td>2006</td>
<td>385.1</td>
<td>314.6</td>
<td>219.6</td>
</tr>
<tr>
<td>2007</td>
<td>471.4</td>
<td>571.6</td>
<td>333.0</td>
</tr>
</tbody>
</table>

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

Retail & Properties

Segment Revenue Split

€ mil.

- **Retail**
  - Concession fees 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

- **Others**
  - e.g. revenue of energy supply
Retail & Properties
Detailed Figures on Sub-Segments

Fraport Group Revenue &
EBITDA margin 2007
Thereof Retail & Properties Split

in € mil.

<table>
<thead>
<tr>
<th>Segment</th>
<th>Revenue</th>
<th>EBITDA margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aviation</td>
<td>698.7</td>
<td>20.9</td>
</tr>
<tr>
<td>Ground Handling</td>
<td>620.5</td>
<td>6.0</td>
</tr>
<tr>
<td>External Activities</td>
<td>538.4</td>
<td>13.4</td>
</tr>
<tr>
<td>Retail &amp; Properties</td>
<td>80.5</td>
<td>83.9</td>
</tr>
<tr>
<td>Properties</td>
<td>221.7</td>
<td>76.1</td>
</tr>
<tr>
<td>Retail</td>
<td>149.9</td>
<td>42.2</td>
</tr>
<tr>
<td>Services</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Fraport R&P Value Creation

- Owns ground, provides basic infrastructure
- Provides buildings, Facility management
- Provides offices/lounges, storages, ...

Fraport R&P Revenue

- Leasing rates, Land/infrastructure charges
- Rents
- Parking charges
- Parking Revenue
- Real Estate Revenue
- Provides retail space, category mangt., promotions
- Retail concession fees
- Retail Revenue

Thereof Retail & Properties Split

Fraport R&P Value Creation

- Owns ground, provides basic infrastructure
- Provides buildings, Facility management
- Provides offices/lounges, storages, ...

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

Total Retail Revenue: € 145.8 mil.

- Shopping: 85.1 € mil.
- Services: 35.2 € mil.
- Advertising: 25.5 € mil.

Retail segments

<table>
<thead>
<tr>
<th>Outlets</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Duty Free &amp; Travel Value</td>
<td>18</td>
</tr>
<tr>
<td>Specialty shops</td>
<td>82</td>
</tr>
<tr>
<td>Food &amp; beverages</td>
<td>58</td>
</tr>
<tr>
<td>Other Services, e.g.</td>
<td>53</td>
</tr>
<tr>
<td>car rental</td>
<td></td>
</tr>
<tr>
<td>Advertising</td>
<td></td>
</tr>
</tbody>
</table>

Retail segments

<table>
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<tr>
<td>car rental</td>
<td></td>
</tr>
<tr>
<td>Advertising</td>
<td></td>
</tr>
</tbody>
</table>

Retail & Properties
Increasing Retail Revenue per PAX at FRA

2006
- Shopping: € 76.8
- Services: € 31.0
- Advertising: € 27.3

2007
- Shopping: € 85.1
- Services: € 35.2
- Advertising: € 25.5

+7.9%

Retail Revenue per Passenger Targets for 2009 & 2012

<table>
<thead>
<tr>
<th>Year</th>
<th>Shopping</th>
<th>Services</th>
<th>Advertising</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000*</td>
<td>2.22</td>
<td><strong>2.56</strong></td>
<td><strong>2.69</strong></td>
</tr>
<tr>
<td>2003</td>
<td>2.46</td>
<td>2.81</td>
<td>3.00</td>
</tr>
<tr>
<td>2006</td>
<td>2.69</td>
<td>3.00</td>
<td>3.00</td>
</tr>
<tr>
<td>2009</td>
<td>3.00</td>
<td>3.26</td>
<td>3.00</td>
</tr>
<tr>
<td>2012</td>
<td>4.00</td>
<td>3.49</td>
<td>3.26</td>
</tr>
</tbody>
</table>

+6.9% CAGR

+8.3% CAGR

* Different Reporting Structure
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 ml. 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

Retail & Properties
Real Estate Revenue Split

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

- Rents in Terminals
- Rents for Service & Administration Buildings
- Leaseholds
- Others
- Land / Infrastructure

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

- 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)
**Retail & Properties**

**Areas which Frankfurt Airport City includes today**

- Mönchhof Site
- CargoCity North
- CargoCity South
- AIRRAIL CENTER
- Gateway Gardens
- Terminal Area
- Lufthansa Base
- CargoCity North
- CargoCity South

---

**Retail & Properties**

**Split of Space in Property Business**

- Leaseholds
- Land & Infrastructure
- Rents in Terminals
- Rents in Service & Administration Buildings

- **180,812** in sqm
- **645,019** in sqm
- **957,000** in sqm
- **21,752,972** in sqm
Retail & Properties

Office Space at Frankfurt-Airport\(^1\)

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

\(^1\) 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.

Retail & Properties

Integral Part of the Group’s Growth Strategy

Further development of the integrated business model

- Leverage our strong position in aviation and ground handling
- Extend our hub competence to strengthen our business relationships with key clients
- Optimize productivity and efficiency
- \(\rightarrow\) Asset management

Growth at Frankfurt Airport

- Extend capacities to secure medium-term growth and our competitive position
- Expand and modernize retail space
- \(\rightarrow\) Site development

External growth

- Utilize Fraport’s expertise outside the Frankfurt site
- Acquire and operate airports and terminals
- Win airport management and service contracts
- \(\rightarrow\) Portfolio management
Retail & Properties
Terminal Area

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

Retail & Properties
CargoCity

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
Retail & Properties

Home Base of Deutsche Lufthansa

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

Retail & Properties

Airrail Center

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, Metropolitan, Bilfinger, plug & work and many retail & gastronomy clients

Schedule
- Construction began in the 1st quarter of 2007
- Completion in 2009-2010
**Gateway Gardens**

- **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

---

**Mönchhof Site**

- **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
Ground Handling

Segment Structure

Ramp Services
- Aircraft acceptance
- Supply of handling equipment
- Loading and unloading of aircraft (baggage, freight, mail)
- Walk-out assistance

Passenger Services
- 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 (~70 km)
- Baggage security
- Passenger bridges
- Baggage Reconciliation System (BRS)
- 400 Hz ground power supply
- Toilet/water facilities

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

1) Fraport Cargo Services GmbH, 100% subsidiary of Fraport AG
Ground Handling Segment Figures

€ mil.

- Ground Handling Segment Figures
- Revenue: 608.1, 632.1, 624.1, 620.5
- EBITDA: 53.3, 74.6, 63.0, 37.4
- EBIT: 31.1, 51.8, 34.6, 12.6

Ground Handling Segment Revenue Split

- Ground Handling charges:
  - For services provided to airlines; these include:
    - Ramp services
    - Passenger services
    - Cargo services

- Charges for Central Infrastructure:
  - Charge imposed to the airlines for the provision of central ground handling infrastructure facilities such as:
    - Baggage conveyor system
    - Passenger bridges
    - Fresh water / toilet facilities
    - 400 Hz ground power facilities
**Ground Handling**

**Business Activities: Who does what?**

- **Ramp agent:** Fraport or airline
- **Ground power:** Fraport
- **Push-back:** Fraport
- **Baggage security:** Fraport
- **Cargo services:** Fraport
- **Airside:**
  - Centralized GH infrastructure
  - Crew transportation: Fraport or airline
  - Toilet service: Fraport
  - Load/unload (baggage/cargo/post): Fraport
- **Landside:**
  - Passenger services
  - Flight operations
  - Catering: LSG
  - De-icing: Fraport (NICE1)
  - Fuelling: FJS Frankfurt Jet Services
  - Weight & balance
  - Check-in
  - Flight operations
  - 400 Hz facilities, toilet/water facilities
  - Baggage conveyor system
  - BRS
  - Bridges
  - Baggage reconciliation system
  - BRS
  - Bridges

**Ground Handling Management of Complex Processes on time**

- **Arrival**
  - Ramp supervision
  - Parking
  - Toilet/water services
  - Unloading
  - Crew transport
  - PAX transport
  - Cargo/mail trans.
  - Baggage transport
  - Flight operations
  - Check-in
- **Departure**
  - Ramp supervision
  - Parking
  - Toilet/water services
  - Loading
  - Crew transport
  - PAX transport
  - Cargo/mail trans.
  - Baggage transport
  - Flight operations
  - Check-in

1) BRS = Baggage Reconciliation System

---

**Visual Fact Book Full Year 2007**

Slide 77

**Visual Fact Book Full Year 2007**

Slide 78
Ground Handling
Fraport: one of the Leading Handlers worldwide

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

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

<table>
<thead>
<tr>
<th></th>
<th>2002</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Stations</td>
<td>Countries</td>
</tr>
<tr>
<td>Swissport</td>
<td>150</td>
<td>29</td>
</tr>
<tr>
<td>Servisair</td>
<td>170</td>
<td>37</td>
</tr>
<tr>
<td>Fraport</td>
<td>18</td>
<td>8</td>
</tr>
<tr>
<td>WFS</td>
<td>100</td>
<td>20</td>
</tr>
<tr>
<td>Menzies Aviat. Group</td>
<td>91</td>
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<td>5</td>
</tr>
<tr>
<td>Aviapartner</td>
<td>32</td>
<td>6</td>
</tr>
<tr>
<td>Aviance UK</td>
<td>77</td>
<td>11</td>
</tr>
</tbody>
</table>

1) Calculated with €/$-exchange rate of 2002
2) Actual data of 2007
3) WFS: Revenue 2006

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 Share¹
- Fraport: 11.9%
- Acciona: 88.1%

¹) Base: MTOW 2007; source: Fraport

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

Market Share¹
- Fraport: 13.0%
- Lufthansa self handling: 63.8%
- Lufthansa 3rd party handling: 13.1%
- Others²: 11.9%

¹) Base: Passengers 2007; source: Fraport
²) several handlers with up to 2% market share each

⇒ Fraport handles approximately 28% of the „free market“ (excluding DLH self handling)
**Slide 83**

**Ground Handling**

**Core Business Area: 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**

![Market Share Chart](image)

Source: Fraport

**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

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**Ground Handling**

**Core Business Area: 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**

![Market Share Chart](image)

**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
Ground Handling
Innovative Services ensure competitive Advantage

- 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

Departure Delays 2007 (AEA)

- LHR: 9.2%
- CDG: 7.6%
- FRA: 2.7%
- AMS: 4.5%

1) AEA: Association of European Airlines, 2007
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

External Activities
Segment Figures

1) 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
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 31st, then 100%; Antalya counted 100% (Terminal 1) until Sept 13, then Terminal 1 + Domestic Terminal as 34%
**External Activities**

**Strategic Guidelines of the Segment**

- Utilization of Fraport’s expertise outside the home base FRA
- Acquisition and handling of airports and terminal buildings
- Acquisition of management and airport service contracts

---

**External Growth**

Internationalization of core businesses at FRA into External Activities

- Efficient use of personnel and financial resources
- Value creation is a top priority

---

**Organic growth of existing subsidiaries**

**Acquisition of new assets**

---

**External Activities**

**Segment Strategy**

- 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
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)

- Share of the worldwide market in 2025
- Growth rate p.a. from 2005 to 2025

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 163 civil airports in China

1) subject to final approval
External Activities
History of Fraport’s Airports

- Management contracts
- Minority holdings
- Majority holdings

1) airport opens in 2010
2) subject to final approval

External Activities
Frankfurt-Hahn

€ mil. 2006 2007

<table>
<thead>
<tr>
<th>Category</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers</td>
<td>3.7</td>
<td>4.0</td>
</tr>
<tr>
<td>Cargo in ‘000</td>
<td>112.3</td>
<td>111.7</td>
</tr>
<tr>
<td>Movements</td>
<td>39.6</td>
<td>41.0</td>
</tr>
<tr>
<td>Revenue¹</td>
<td>43.5</td>
<td>41.3</td>
</tr>
<tr>
<td>EBITDA¹</td>
<td>0.4</td>
<td>0.6</td>
</tr>
<tr>
<td>EBIT¹</td>
<td>-11.2</td>
<td>-10.0</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>0.9%</td>
<td>1.5%</td>
</tr>
<tr>
<td>Employees</td>
<td>308</td>
<td>335</td>
</tr>
<tr>
<td>Fraport share</td>
<td>65%</td>
<td>65%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full</td>
<td>full</td>
</tr>
</tbody>
</table>

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

1) Figures before consolidation
External Activities

Antalya Airport

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>5.1</td>
<td>6.5</td>
</tr>
<tr>
<td>Movements in '000</td>
<td>32.3</td>
<td>40.9</td>
</tr>
<tr>
<td>Revenue (^1)</td>
<td>54.6</td>
<td>64.8</td>
</tr>
<tr>
<td>EBITDA (^1)</td>
<td>26.9</td>
<td>26.1</td>
</tr>
<tr>
<td>EBIT (^1)</td>
<td>11.9</td>
<td>1.7</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>49.3%</td>
<td>40.3%</td>
</tr>
<tr>
<td>Employees</td>
<td>223</td>
<td>196</td>
</tr>
<tr>
<td>Fraport share</td>
<td>100%</td>
<td>51%/34%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full</td>
<td>full</td>
</tr>
</tbody>
</table>

\(^1\) Figures before consolidation

Fraport share: 100%

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

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

External Activities

Lima Airport

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>6.0</td>
<td>7.5</td>
</tr>
<tr>
<td>Movements in '000</td>
<td>77.3</td>
<td>92.9</td>
</tr>
<tr>
<td>Revenue (^1)</td>
<td>79.6</td>
<td>88.5</td>
</tr>
<tr>
<td>EBITDA (^1)</td>
<td>18.7</td>
<td>23.2</td>
</tr>
<tr>
<td>EBIT (^1)</td>
<td>12.2</td>
<td>16.3</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>23.5%</td>
<td>26.2%</td>
</tr>
<tr>
<td>Employees</td>
<td>317</td>
<td>400</td>
</tr>
<tr>
<td>Fraport share</td>
<td>42.75%</td>
<td>100%(^2)</td>
</tr>
<tr>
<td>Consolidation at equity</td>
<td>full</td>
<td></td>
</tr>
</tbody>
</table>

\(^1\) 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 2nd runway to follow in the coming years
**External Activities**

**Varna and Burgas**

<table>
<thead>
<tr>
<th>Twin Star (both)</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue in € mil.</td>
<td>-</td>
<td>41.3</td>
</tr>
<tr>
<td>EBITDA in € mil.</td>
<td>-</td>
<td>12.9</td>
</tr>
<tr>
<td>EBIT in € mil.</td>
<td>-</td>
<td>10.1</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>-</td>
<td>31.2%</td>
</tr>
<tr>
<td>Employees</td>
<td>-</td>
<td>1,604</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>

<table>
<thead>
<tr>
<th>Varna</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>1.5</td>
<td>1.5</td>
</tr>
<tr>
<td>Movements in 1,000</td>
<td>14.7</td>
<td>15.0</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Burgas</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>1.8</td>
<td>1.9</td>
</tr>
<tr>
<td>Movements in 1,000</td>
<td>14.4</td>
<td>16.1</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Twin Star (both)</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>320.2</td>
<td>320.2</td>
</tr>
<tr>
<td>EBITDA</td>
<td>10.9</td>
<td>8.9</td>
</tr>
<tr>
<td>EBIT</td>
<td>8.3</td>
<td>4.0</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>3.4%</td>
<td>3.0%</td>
</tr>
<tr>
<td>Employees</td>
<td>10,213</td>
<td>9,852</td>
</tr>
<tr>
<td>Fraport share</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full</td>
<td>full</td>
</tr>
</tbody>
</table>

ICTS Europe – sold Security Business Subsidiary

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

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.

1) Figures before consolidation
Frankfurt Airport / Expansion

**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\(^1\)

**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\(^1\)

**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
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

North America
408 / 30

Middle East
158 / 18

Western Europe
2,321 / 100

Asia/Pacific
320 / 40

Africa
172 / 33

Latin America
77 / 23

Eastern Europe
620 / 47

Germany
676 / 16

North America
408 / 30

Middle East
158 / 18

Western Europe
2,321 / 100

Asia/Pacific
320 / 40

Africa
172 / 33

Latin America
77 / 23

Eastern Europe
620 / 47

Germany
676 / 16

Frankfurt Airport
FRA offers the most Destinations in Europe

Highest Monthly Number of Destinations in 2007
Average Number of Destinations of all Months in 2007
Lowest Monthly Number of Destinations in 2007

1) Winter flight schedule, only scheduled flights but no charter flights included
Source: OAG
Frankfurt Airport
Growth due to efficient Use of existing Infrastructure

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

Frankfurt Airport
Biggest Catchment Area of all European Hubs
47% of the German population (38 mill.) lives within a radius of 200 km around Frankfurt Airport
**Frankfurt Airport**

**Originating Passengers Split**

- **Share of Originating Passengers at FRA**

<table>
<thead>
<tr>
<th>Year</th>
<th>&lt;50 km</th>
<th>51-100 km</th>
<th>101-200 km</th>
<th>201-300 km</th>
<th>&gt;300 km</th>
</tr>
</thead>
<tbody>
<tr>
<td>1998</td>
<td>6%</td>
<td>18%</td>
<td>48%</td>
<td>20%</td>
<td>8%</td>
</tr>
<tr>
<td>2007</td>
<td>8%</td>
<td>16%</td>
<td>46%</td>
<td>20%</td>
<td>8%</td>
</tr>
</tbody>
</table>

1) Originating passengers including transfer passengers with domestic origin

- 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 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%)
Frankfurt Airport
Traffic Split and Growth 2007

Traffic Share 2007 (Passengers)
- North America: 15% (+4%)
- Latin America: 3% (-7%)
- Africa: 4% (+3%)
- Middle East: 5% (+11%)
- Far East: 13% (+4%)
- Continental: 60% (+2%)

Growth 2007 vs. 2006
- North America: 2.0 mil. (+2%)
- Latin America: 0.7 mil. (-7%)
- Africa: 1.1 mil. (+3%)
- Middle East: 4.5 mil. (+11%)
- Far East: 5.6 mil. (+4%)
- Continental: 7.5 mil. (+6%)

Frankfurt Airport
Strong Traffic Growth on profitable Routes in 2007

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

From:
- North America: 3.6 mil.
- Latin America: 1.6 mil.
- Africa: 2.9 mil.
- Middle East: 2.5 mil.
- Far East: 4.5 mil.
- Continental: 6.0 mil.

To:
- North America: 8.0 mil.
- Latin America: 14.0 mil.
- Africa: 7.5 mil.
- Middle East: 4.6 mil.
- Far East: 6.9 mil.
- Continental: 10.4 mil.

Source: Rapid Data Exchange
Frankfurt Airport - Expansion
Slot Coordination: Free Slots only in off-peak Hours

Based on Frankfurt Airport’s 2008 Summer Timetable

Number of coordinated movements

Time of day

Source: Fraport, data of Nov. 08, 2007

Frankfurt Airport - Expansion
Slot Demand exceeds Capacity

Based on Frankfurt Airport’s 2008 Summer Timetable

Number of requested slots

Time of day

Source: Fraport, data of Oct. 23, 2007
Frankfurt Airport - Expansion
Capex Range 2007-2015: ~ € 7bn$^1$

1) incl. Ticona Payments
2) e.g. including New C-Pier, A Zero, CD-Pier, Hall C, Fire protection, etc.
3) e.g. Technical Equipment, IT

Capex Range of Expansion + FRA North will amount to ~ € 7bn$^1$

Source: Intraplan, Fraport

Frankfurt Airport - Expansion
Passenger Forecast for 2020

49.0
51.9
60.4
75.6
88.3


Higher growth rates after expansion

Lower growth rates due to runway capacity constraints

+3.8% CAGR

2007

Sources: Intraplan, Fraport

Higher growth rates after expansion

+3.8% CAGR

2007
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
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

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
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

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
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.
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.

Fraport Share
Geographical Split

Source: Fraport, March 2008
Fraport Share
Share Data

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

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

Fraport Share Listings and Sustainability Listings

- Share Indices
  - Dow Jones STOXX 600
  - FTSE World Europe

- Sustainability Share Indices
  - 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.
Investor Relations
IR Contact – meet IR

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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
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

There you find e.g. the dates and places of roadshows and conferences as well as downloads of the most current data and presentations.
Slide 129

Glossary I

<table>
<thead>
<tr>
<th>Acronym</th>
<th>Definition</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACI</td>
<td>Acronym for Association of European Airlines, the European association representing European airlines</td>
</tr>
<tr>
<td>AEA</td>
<td>Acronym for Aviation, the International Air Transport Association, the international umbrella organization of the airlines; headquartered in Montreal</td>
</tr>
<tr>
<td>ISIN</td>
<td>Acronym for Inter City Express, German high speed train</td>
</tr>
<tr>
<td>ROFRA</td>
<td>Acronym for Return on Fraport Assets = EBIT divided by Fraport assets, see definition on slide 39</td>
</tr>
<tr>
<td>RPK</td>
<td>Acronym for Revenue Passenger Kilometers: number of paying passengers multiplied with number of kilometers they traveled</td>
</tr>
<tr>
<td>STAR</td>
<td>Acronym for Star Alliance: the world’s largest strategic alliance of airlines, which also includes Lufthansa German Airlines</td>
</tr>
</tbody>
</table>

Slide 130

Glossary II

<table>
<thead>
<tr>
<th>Acronym</th>
<th>Definition</th>
</tr>
</thead>
<tbody>
<tr>
<td>ICE</td>
<td>Acronym for Inter City Express, German high speed train</td>
</tr>
<tr>
<td>IR</td>
<td>Acronym for Investor Relations</td>
</tr>
<tr>
<td>ISIN</td>
<td>Acronym for International Securities Identification Number is a 12-character alpha-numerical code that uniquely identifies a security, e.g. a share</td>
</tr>
<tr>
<td>MTOW</td>
<td>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</td>
</tr>
<tr>
<td>PAX, or pax</td>
<td>Abbreviation for passenger(s)</td>
</tr>
<tr>
<td>RAB</td>
<td>Acronym for Regulated Asset Base: Asset base used for calculating costs of capital as part of regulated charges</td>
</tr>
<tr>
<td>FRA</td>
<td>Acronym for Frankfurt Airport</td>
</tr>
<tr>
<td>GND</td>
<td>Acronym for 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</td>
</tr>
<tr>
<td>HP</td>
<td>Acronym for Hub, an airport that coordinates direct long-haul services with a system network of feeder services</td>
</tr>
<tr>
<td>IATA</td>
<td>Acronym for International Air Transport Association, the international umbrella organization of the airlines; headquartered in Montreal</td>
</tr>
<tr>
<td>ACI</td>
<td>Acronym for Airports Council International, the international association representing the world’s airports</td>
</tr>
<tr>
<td>AEA</td>
<td>Acronym for Aviation, the International Air Transport Association, the international umbrella organization of the airlines; headquartered in Montreal</td>
</tr>
<tr>
<td>EPS</td>
<td>Acronym for Earnings per Share</td>
</tr>
<tr>
<td>BOT</td>
<td>Acronym for Build Operate Transfer</td>
</tr>
<tr>
<td>CAGR</td>
<td>Acronym for Compound Annual Growth Rate</td>
</tr>
<tr>
<td>ROFRA</td>
<td>Acronym for Return on Fraport Assets = EBIT divided by Fraport assets, see definition on slide 39</td>
</tr>
<tr>
<td>RPK</td>
<td>Acronym for Revenue Passenger Kilometers: number of paying passengers multiplied with number of kilometers they traveled</td>
</tr>
<tr>
<td>STAR</td>
<td>Acronym for Star Alliance: the world’s largest strategic alliance of airlines, which also includes Lufthansa German Airlines</td>
</tr>
</tbody>
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