# Visual Fact Book 2016

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### #1 Fraport at a Glance

## Group Overview Key Facts

- Fraport AG Frankfurt Airport Services Worldwide based in Frankfurt/Main, Germany
- 90+ years know how as full service airport operator
- IPO in June 2001: Biggest German stock listed infrastructure company
- Owns and operates Frankfurt Airport: Biggest
   German aviation hub with leading global position
- Manages a total of 24 airports<sup>1</sup> and is preferred investor for another 2 airports in Brazil
- Fraport also develops US airport retail space and is one of the leading ORAT providers worldwide<sup>2</sup>
- Employed 20,322 workers in 2016
- Generated €2.6 billion consolidated revenue,
   €1.05 billion EBITDA and €400 million Group result in 2016<sup>3</sup>







<sup>1</sup> Including 14 Greek regional airports as of April 2017
 <sup>2</sup> ORAT = Operational Readiness and Airport Transfer
 <sup>2</sup> Rounded figures, including one-off effects, Group result before minorities

Fraport AG

## Group Overview History

1924	Opening of Airfield at Rebstock Site, Frankfurt, operated by Südwestdeutsche Luftverkehrs AG
1936	Start of flight operations at the site of today's FRA
1939-1945	World War II: Construction of first Runway
1945	End of WW II: 77% of the airport destroyed, US troops took over control
1949	2 <sup>nd</sup> Runway (South) constructed in less than a year during Berlin airlift
1954-1955	Foundation of Flughafen Frankfurt/Main AG, resumption of civil aviation services
1972	Inauguration of Terminal 1
1984	Third Runway (West) goes into service
1994	Inauguration of Terminal 2
2001	Initial Public Offering: new company name "Fraport AG"
1997 until today	Focus on external expansion: asset deals in Hanover, Xi'an, and Hahn; concessions in Delhi, Antalya, Lima, Varna & Burgas, St. Petersburg; management contracts in Cairo, Dakar, Riyadh & Jeddah
2011-2012	Inauguration of 4 <sup>th</sup> Runway (Northwest) and new pier A-Plus
2014	External activities expanded with Ljubljana airport and AMU Holdings
2015	Construction start of FRA Terminal 3
2016	JV with Gebr. Heinemann founded to operate 27 retail stores at FRA
2017	Fraport-Copelouzos consortium took over 14 regional airports in Greece, Fraport was also awarded preferred investor for the airport concessions in Fortaleza and Porto Alegre in Brazil







### Group Overview Portfolio<sup>1</sup>



US = Management of retail concessions, New York JFK T5 signed but not taken over as of April 2017 Shanghai & Hong Kong = Other operations

#### Fraport at a Glance

Fraport AG

### Group Overview Business Structure



## Group Overview Group Chart

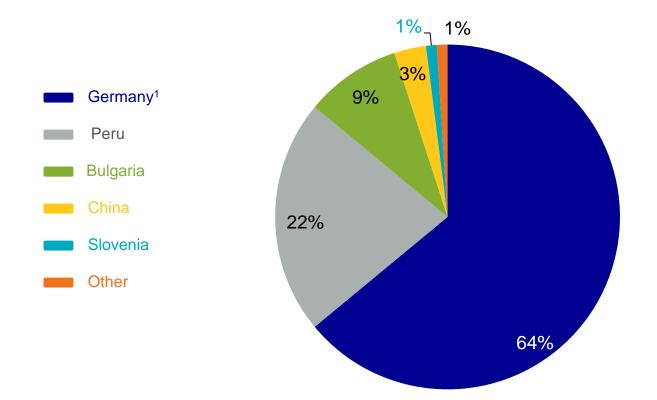
Dr. Stefan Schulte Chief Executive Officer	Anke Giesen Executive Director Operations	Michael Müller Executive Director Labor Relations	Dr. Matthias Zieschang Executive Director Controlling & Finance		
Fraport	Revenue € EBITDA € EBIT €	2,586 mil. Group re 1,054 mil. EPS 694 mil. Employe	€ 4.07		
Aviation	Retail & Real Estate	Ground Handling	External Activities & Services		
<ul> <li>Airside and Terminal Management, Corporate Safety and Security</li> <li>Airport Security Management</li> </ul>	<ul> <li>Retail and Properties (retail activities, parking facility management, leasing and marketing of real estate)</li> </ul>	<ul> <li>Ground Services (central infrastructure, ramp, passenger, baggage and cargo services)</li> </ul>	<ul> <li>Global Investments and Management</li> <li>Service Units, among others Facility Management, Information and Tele- communication, Corporate Infrastructure Management</li> </ul>		
Revenue€ 910 mil.EBITDA€ 218 mil.EBIT€ 70 mil.Employees6,048	Revenue $\in$ 494 mil.EBITDA $\in$ 368 mil.EBIT $\in$ 284 mil.Employees645	Revenue $\in$ 630 mil.EBITDA $\in$ 35 mil.EBIT $\in$ -6 mil.Employees8,649	Revenue $\in 552 \text{ mil.}$ EBITDA $\in 434 \text{ mil.}$ EBIT $\in 345 \text{ mil.}$ Employees4,980		

Figures including one-off effects, Group result = before minorities

Employees = average number of employees excluding apprentices and employees on leave

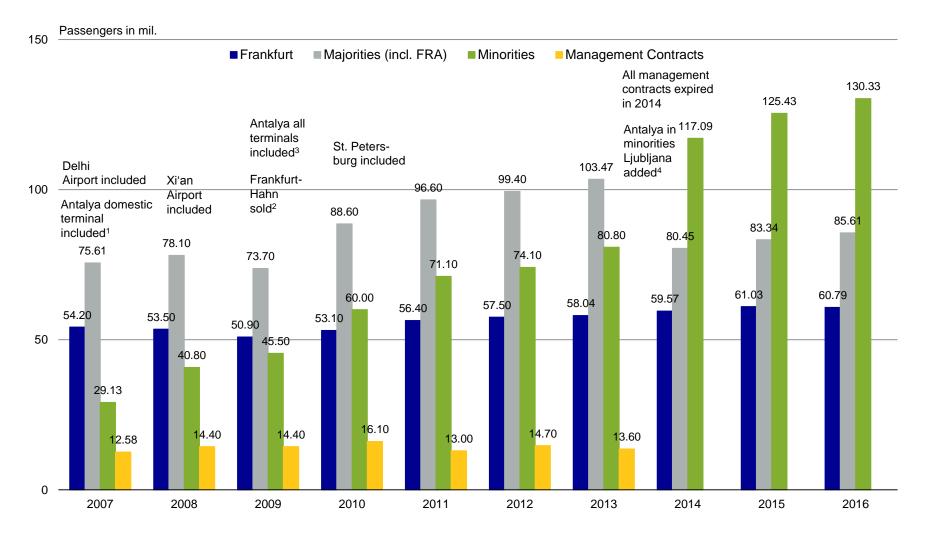
### Group Overview Split of Group Result

Group Result adjusted for Manila and St. Petersburg one-off effects as well as negative net result contributions from, e.g., Antalya



<sup>1</sup> Including creation of €37.7 mil. staff-related provision, €22.4 mil. impairment on FraSec & 1.1 percentage points net result contributions from German investments like Hanover airport

### Group Overview Historic Passenger Figures



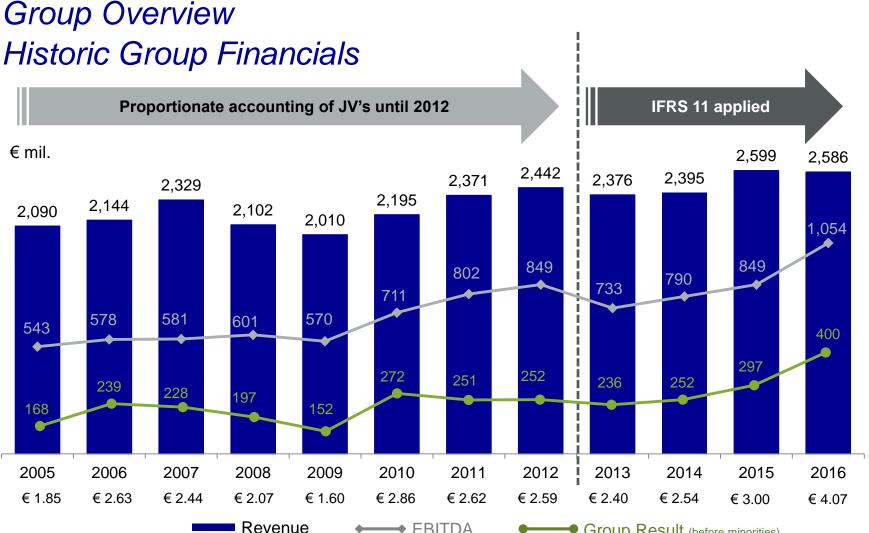
<sup>1</sup> Effect of 0.7 mil. passengers <sup>2</sup> Effect of -3.8 mil. passengers <sup>3</sup> as of September 24, 2009 <sup>4</sup> Effect of 1.4 mil. passengers

Fraport at a Glance

### Group Overview Detailed Traffic Performances 2016

in 000	Share in %	Passengers	۵ in %	Cargo	۵ in %	Movements	۵ in %
Frankfurt	100	60,787	-0.4	2,114	1.8	463	-1.1
Ljubljana	100	1,405	-2.3	10	2.4	33	-0.6
Lima	70.01	18,845	10.1	288	-4.3	177	6.3
Burgas	60	2,879	22.0	11	-18.0	21	14.2
Varna	60	1,690	20.8	< 4	>100	15	23.9
Antalya <sup>1</sup>	51	19,028	-30.9	n. a.	-	125	-27.1
Hanover	30	5,409	-0.8	19	8.2	76	0.0
St Petersburg	25	13,265	-1.7	n. a.	-	133	-3.8
Xiʻan	24.5	36,997	12.2	234	10.5	290	8.8
Delhi	10	55,631	21.0	846	9.5	407	17.7

Fraport AG



EBITDA

#### Group Result (before minorities)

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

2006: Positive €18.0 mil. Manila payment effect in financial result and €35.2 mil. in taxes

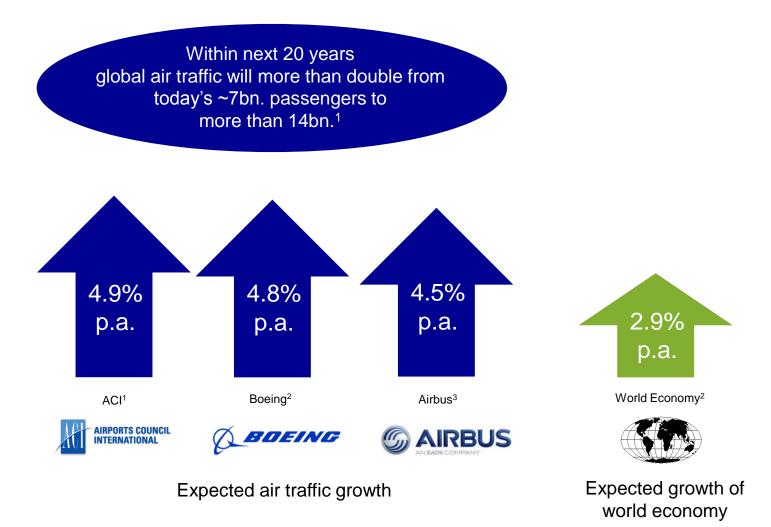
- 2007: €20 mil. FraSec impairment. Positive deferred tax effect of €25.4 mil.
- 2008: Sale of ICTS in April, revenue effect of €-245 mil, in 2008 and €-67 mil, in 2009. EBITDA effect of €6.5 mil., in addition: €22.9 mil. impairment on Hahn airport with €11.8 mil. negative tax effect. Financial result positively impacted by €41.9 mil. MNL payment
- 2009: Sale of Hahn airport in Feb., revenue effect of €39 mil., and marginal EBITDA-effect, in addition: €20 mil. impairment on Ground Handling, and positive tax effect of €20.5 mil.

2010: Release of tax provisions of about €80 mil.

- 2012: Adjusted for IAS19; Extraordinary profit from Asset Management in Financial Result
- 2013: From 2014 IFRS11 "Joint arrangements" is applied, 2013 retrospectively adjusted
- 2014: AMU Holdings Inc. and Ljubljana included since August 2014 and October 2014, respectively
- 2015: Air IT Inc. disposed: book gain of ~€8 mil.
- 2016: €40.1 mil. EBITDA impact from disposal of a 10.5% stake in St. Petersburg with €35.9 mil. Group result impact, in addition: €198.8 mil. EBITDA impact from MNL compensation payment with €121.4 mil. Group result impact, €-37.7 mil. EBITDA impact from creation of provisions for staff restructuring, €22.4 mil. impairment on FraSec and €7.4 mil. write-down on Fraport USA

#### Fraport at a Glance

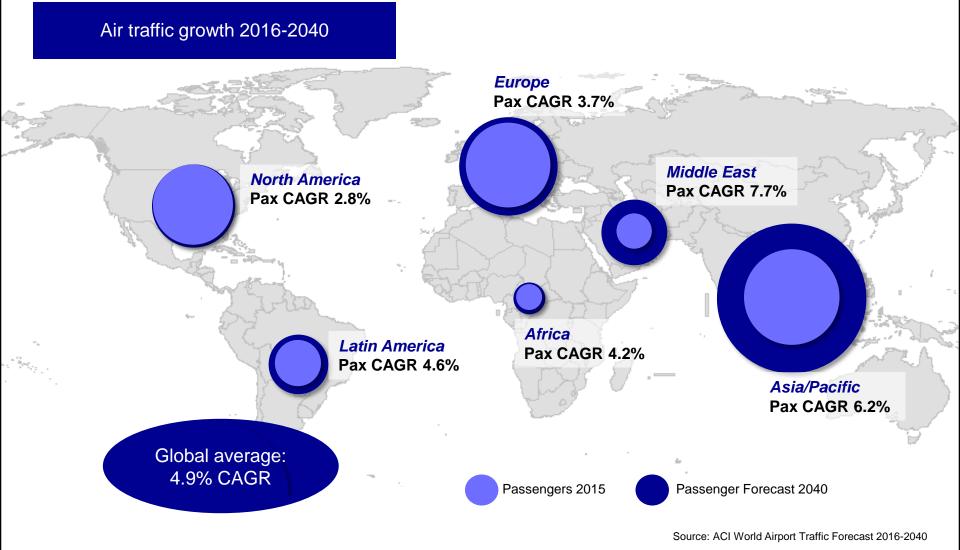
### Group Strategy Participate in World's strongest Growth Market



<sup>1</sup> World Airport Traffic Forecast 2016-2040; Data Base: Passenger Volumes <sup>2</sup> Current Market Outlook 2016-2035; Data Base: RPK <sup>3</sup> Global Market Forecast 2016–2035; Data Base: RPK

Fraport at a Glance

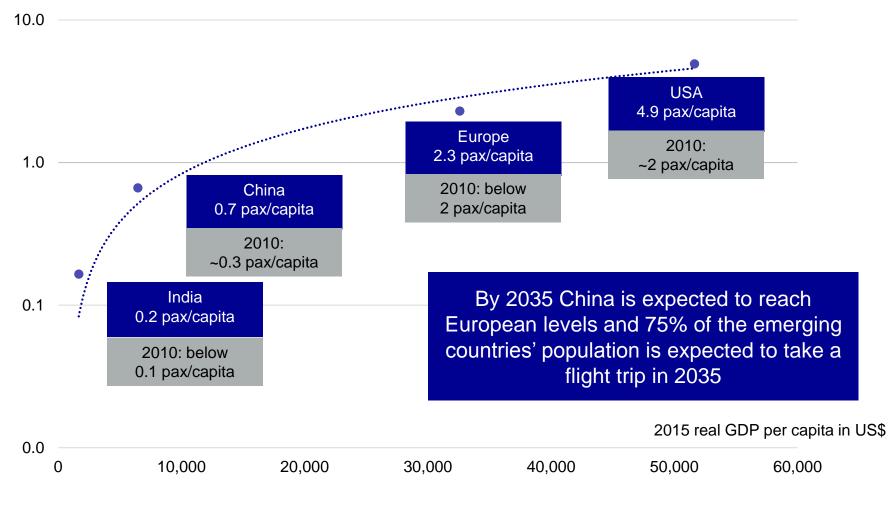
### Group Strategy Regional Growth Projections



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### Group Strategy Strongest Growth in Emerging Markets

2015 passengers per capita<sup>1</sup>



<sup>1</sup> Originating from country, source: Airbus Global Market Forecast 2015-2034

Fraport at a Glance

### Group Strategy Group Vision

### Values

Core Values Competence Reliability Trust Openness Courage Commitment

#### Purpose

We serve our customers by successfully operating airports and providing relevant services worldwide. We meet the prerequisites for international connectivity, economic growth, and prosperity.

#### Vision Fraport: from

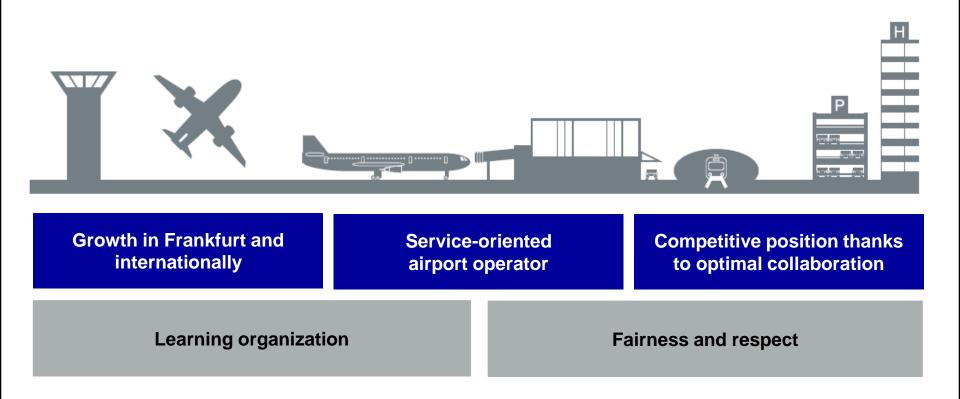
Frankfurt to the world We are Europe's best airport operator and set standards worldwide.

### Goals

We grow in Frankfurt and internationally. We are a service-oriented airport operator and gear our processes to our customers. We act while keeping the entire company in view. By optimally collaborating within the Group, we remain competitive and take guidance from the market. We treat one another, as well as our partners and neighbors, with fairness and respect.

### Group Strategy Goals of the Group I

### **Europe's best airport operator**



### Group Strategy Goals of the Group II

#### Growth in Frankfurt and internationally



- Growth and development at all Group sites
- Use, maintain, and expand expertise
- Strengthen innovation leadership and develop new customer-focused business models

#### Service-oriented airport operator



- Focus on the customer
- All customers receive best service and quality
- Making services perceptible
- Use of digitalization

#### **Competitive position thanks to optimal collaboration**



- Economic success
- Increasing quality
- Efficient cooperation
- View on the "big picture"
- Promote team spirit and networking across the entire Group

#### Learning organization

 Identify risks and opportunities in due time



- Promotion of innovations and new business ideas
- Staff recruiting and retention management
- Knowledge transfer

#### **Fairness and respect**

Respectful & constructive dialogues with cust-



- omers and partners
- Fair employer
- Good neighbor
- Reducing the airport's noise footprint

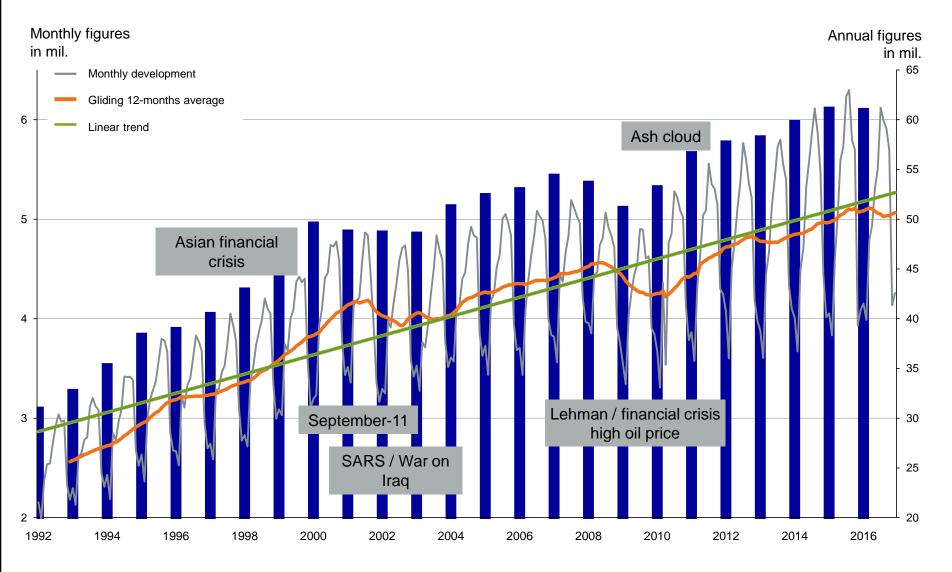
#2 Features of Frankfurt Airport

## Frankfurt Airport Key Facts

- #1 Passenger and #1 Cargo airport in Germany
- Leading position in Europe: #4 Passenger and #1 Cargo airport
- Expansion and modernization program in place to secure market position
- #1 Star Alliance Hub in Europe and home basis of Lufthansa
- c.75% of 2016 passengers traveled Star Alliance and 60% were transfers
- Hardly visible low cost share in 2016
- Central location in #1 European economy
- Frankfurt is financial center of Germany & EU
- Surrounding area is one of the wealthiest in Germany
- Airport operating license is no concession: Fraport owns the license and premises → map of the airport and Fraport property on last page
- Access to motorway and high speed train enables close to 40 mil. people to reach the airport in less than 2hrs = biggest 2hrs catchment area in Europe

### Frankfurt Airport Passenger Development since 1992

#### 2.9 % CAGR since 1992



## Frankfurt Airport Top 30 Passenger Airports in the World

Rank	City	Airport	Pass.(m)	% change	Rank	City	Airport	Pass.(m)	% change
1	Atlanta	ATL	104.2	2.6	16	New York	JFK	58.8	3.4
2	Beijing	PEK	94.4	5.0	17	Singapore	SIN	58.7	5.9
3	Dubai	DXB	83.7	7.2	18	Denver	DEN	58.3	7.9
4	Los Angeles	LAX	80.9	7.9	19	Incheon	ICN	57.9	17.1
5	Tokyo	HND	79.7	5.8	20	Bangkok	BKK	55.9	5.7
6	Chicago	ORD	78.3	1.8	21	Delhi	DEL	55.6	21.0
7	London	LHR	75.7	1.0	22	Jakarta	CGK	55.0	1.7
8	Hong Kong	HKG	70.3	3.0	23	San Francisco	SFO	53.1	6.1
9	Shanghai	PVG	66.0	9.9	24	Kuala Lumpur	KUL	52.6	7.6
10	Paris	CDG	65.9	0.3	25	Madrid	MAD	50.4	7.7
11	Fort Worth	DFW	65.7	0.6	26	Las Vegas	LAS	47.5	4.5
12	Amsterdam	AMS	63.6	9.2	27	Chengdu	CTU	46.0	9.0
13	Frankfurt	FRA	60.8	-0.4	28	Seattle	SEA	45.7	8.0
14	Istanbul	IST	60.2	-1.7	29	Mumbai	BOM	44.7	10.0
15	Guangzhou	CAN	59.7	8.2	30	Miami	MIA	44.6	0.5

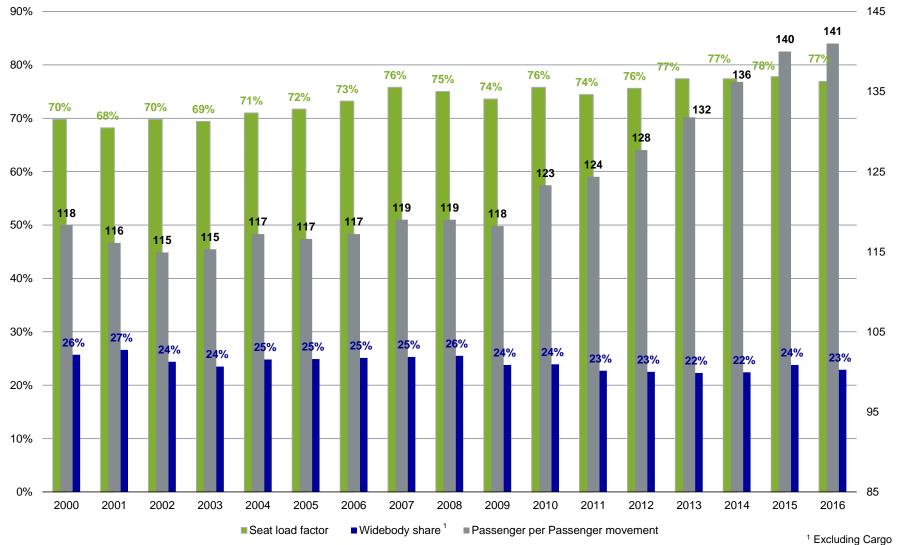
Source: ACI preliminary figures

## Frankfurt Airport Top 30 Cargo Airports in the World

Rank	City	Airport	Freight (m.t.)	% change	Rank	City	Airport	Freight (m.t.)	% change
1	Hong Kong	HKG	4,521	3.2	16	Doha	DOH	1,742	20.7
2	Memphis	MEM	4,313	0.6	17	Chicago	ORD	1,723	-1.9
3	Shanghai	PVG	3,352	5.4	18	Amsterdam	AMS	1,662	2.6
4	Incheon	ICN	2,603	4.5	19	London	LHR	1,541	3.0
5	Dubai	DXB	2,592	3.5	20	Guangzhou	CAN	1,516	9.1
6	Anchorage	ANC	2,543	-3.1	21	Bangkok	ВКК	1,306	6.2
7	Louisville	SDF	2,341	3.4	22	New York	JFK	1,180	-2.4
8	Tokyo	NRT	2,131	2.2	23	Tokyo	HND	1,138	4.6
9	Taipei	TPE	2,081	3.6	24	Shenzhen	SZX	1,126	11.9
10	Frankfurt	FRA	2,029	1.8	25	Leipzig	LEJ	1,048	6.5
11	Miami	MIA	1,978	0.4	26	Indianapolis	IND	971	-1.8
12	Singapore	SIN	1,970	6.3	27	Dubai	DWC	898	0.8
13	Paris	CDG	1,953	2.7	28	Delhi	DEL	833	9.3
14	Beijing	PEK	1,928	2.0	29	Luxembourg	LUX	802	8.7
15	Los Angeles	LAX	1,908	2.7	30	Abu Dhabi	AUH	800	-3.8

Source: ACI preliminary figures

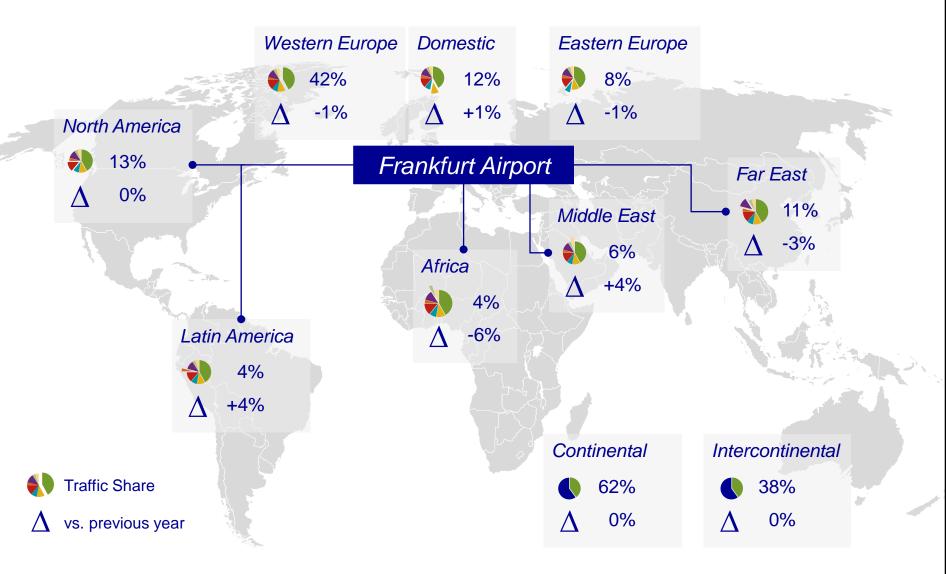
### Frankfurt Airport Higher Utilization of Infrastructure



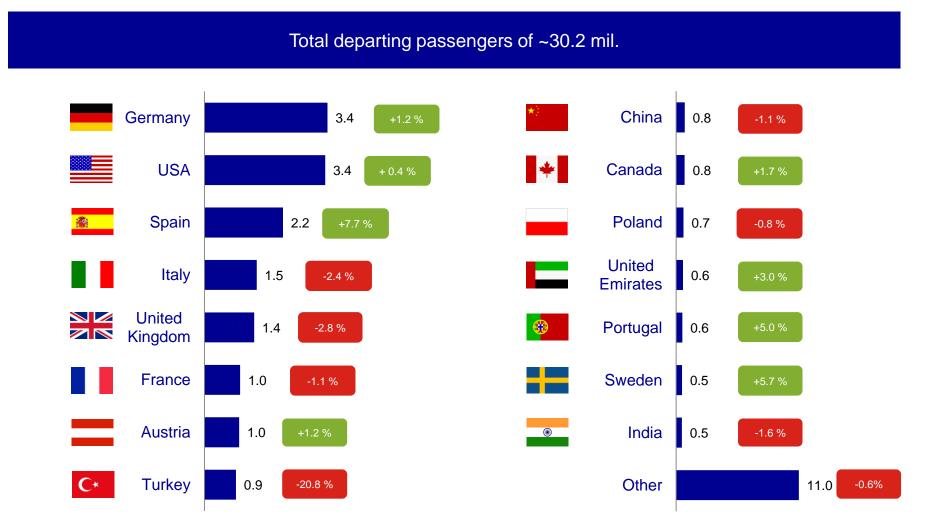
Features of Frankfurt Airport

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### Frankfurt Airport Traffic Split

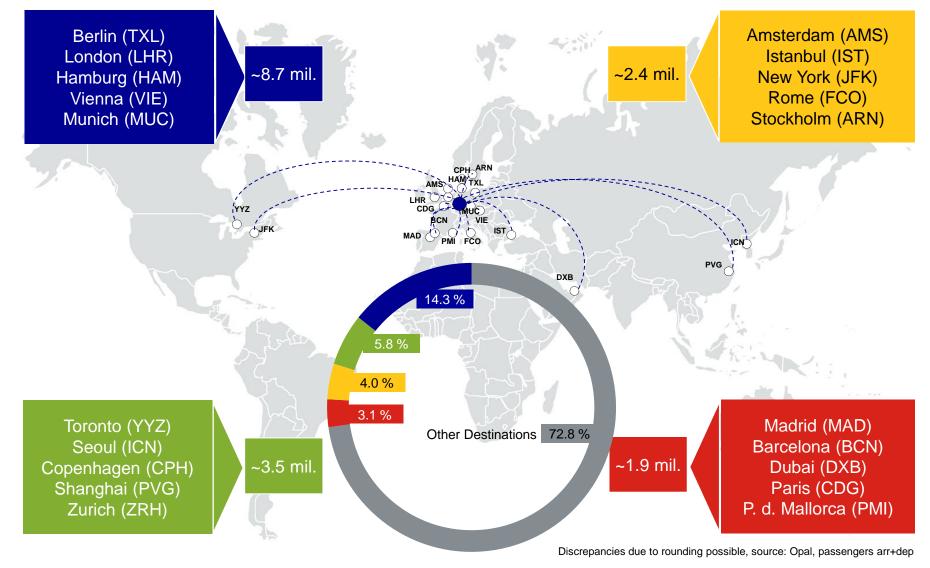


### Frankfurt Airport Traffic Development by Countries (Departures only)



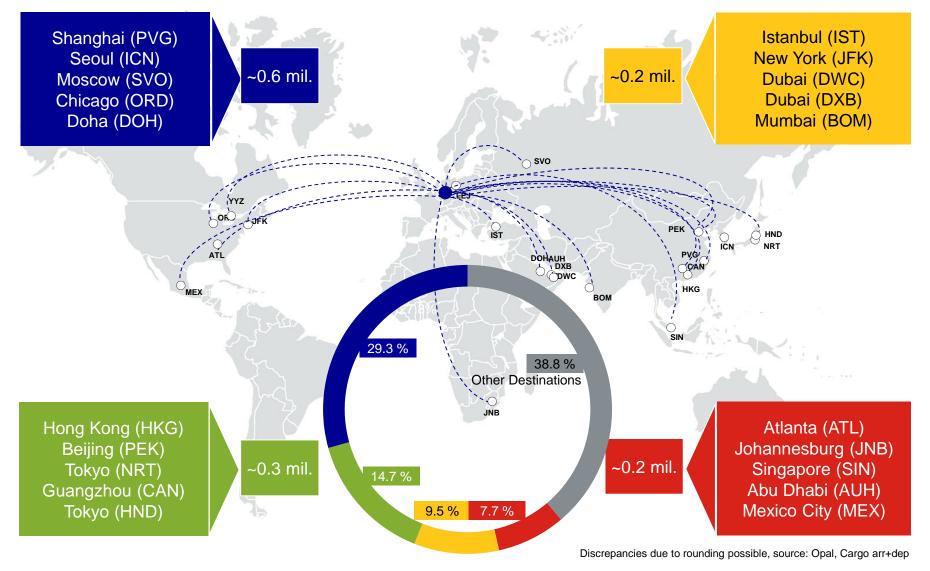
Source: Opal

### Frankfurt Airport Major Passenger Destinations

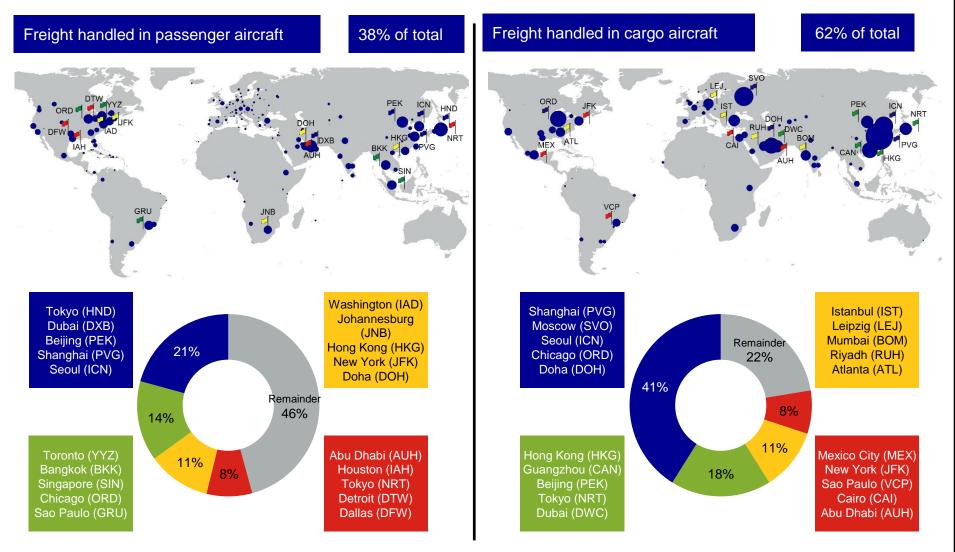


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### Frankfurt Airport Major Cargo Destinations

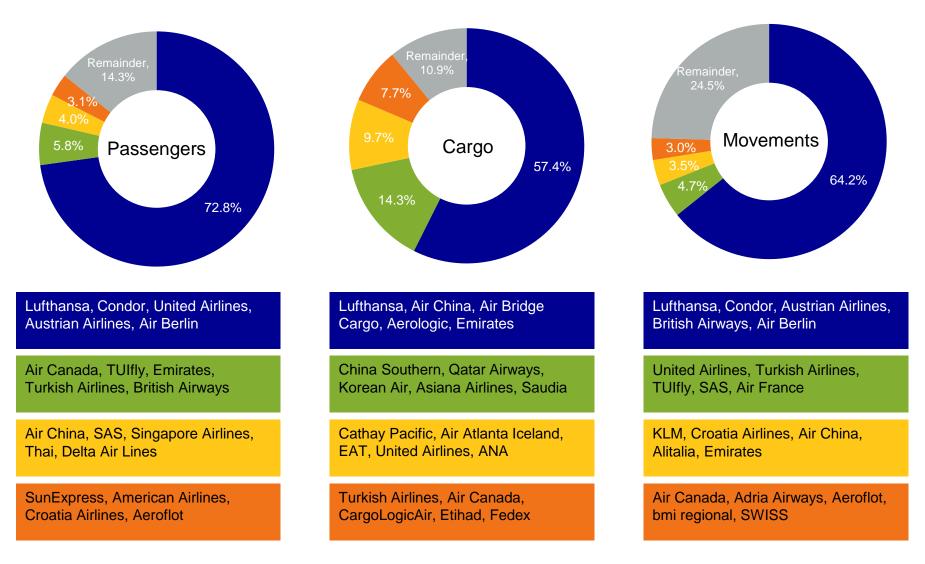


### Frankfurt Airport Additional Revenue from Cargo Traffic



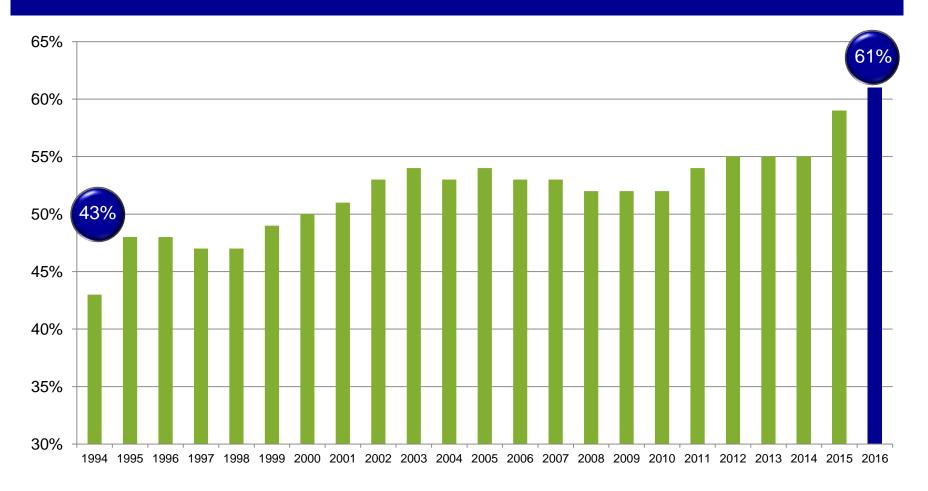
Cargo Figures 2016, source: Opal

### Frankfurt Airport Traffic Shares by Airlines

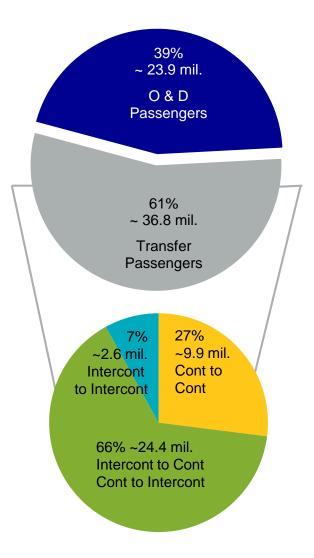


### Frankfurt Airport Highest Transfer Share in Central Europe

Transfer share growing for two decades



### Frankfurt Airport Split of Transfer Traffic



- FRA total passengers excl. transit:
   60.7 million
- With 61% Frankfurt has the highest rate and highest total number of transferring passengers in Central Europe
- More than 70% of all transferring passengers come from or go to an intercontinental destination, 66% are intercont-cont passengers and 7% intercont-intercont
- Intercont traffic has direct impact on charges (higher MTOW) and retail revenue (better spending behaviour)

## Frankfurt Airport Competitive Landscape I



# Competition for O&D passengers

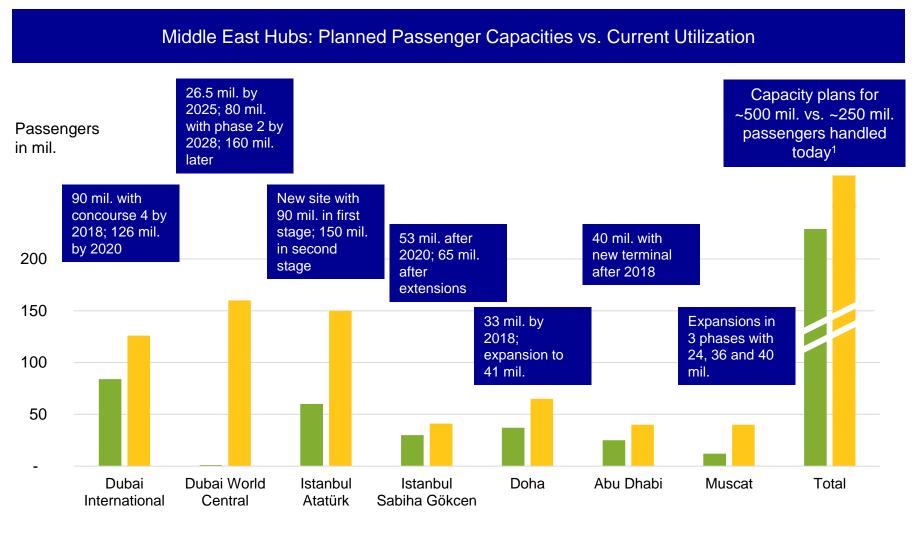
 Competition depending on availability of route, flight time, ticket price, travel distance to airport, preference of airline, and/ or alternative way of travel, i.e., train, bus, or car

#### Competition for transfer passengers

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

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### Frankfurt Airport Competitive Landscape II



Passengers 2015 Long-term capabilities

<sup>1</sup> Dubai counted once, source: Momberger Airport Information

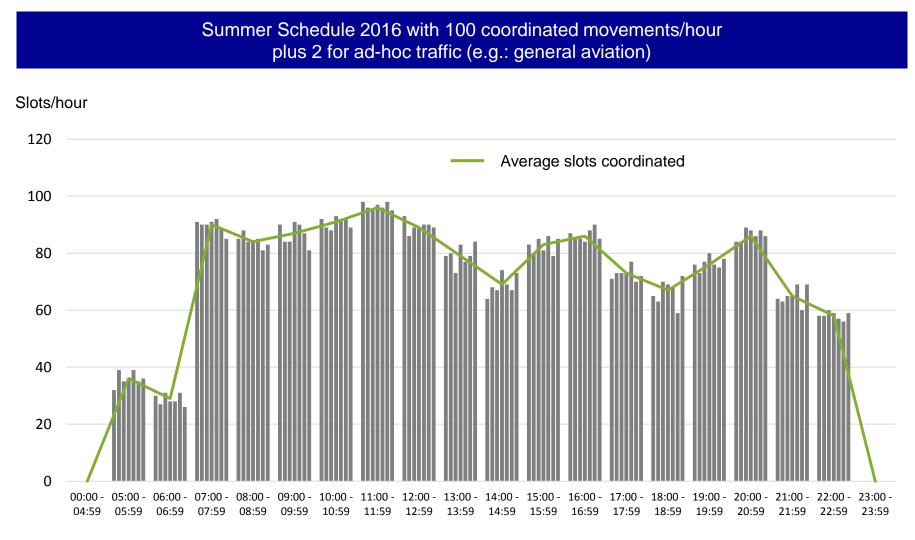
Features of Frankfurt Airport

### Frankfurt Airport Slot Capacities at European Airports

Airport	Existing runways		Slot capacity		Planned runways	Target Capacity
London-Heathrow	2	not independently usable	90 mov/h	1		n.a.
Paris-Ch.d.Gaulle	4	independently usable	118 mov/h	0		120 mov/h
Frankfurt	4	not independently usable	100-102 mov/h*	0		126 mov/h
Amsterdam	6	independently usable	110 mov/h	0		120 mov/h
Madrid	4	independently usable	98 mov/h	0		120 mov/h
Munich	2	independently usable	90 mov/h	1	City of Munich opposing due to public referendum	120 mov/h
Barcelona	3	n.a.	n.a.	0		n.a.
Zurich	3	not independently usable	66 mov/h	0	optimization of existing runways	n.a.
Vienna	2	not independently usable	68-72 mov/h**	1	approval of construction not yet be granted	95 mov/h
Brussels	3	independently usable	74 mov/h	0	optimization of existing runways	93 mov/h

<sup>1</sup> 100 movements/ hour (+2 for ad-hoc traffic e.g. general aviation) <sup>2</sup> 68 movements/hour (+4 for ad-hoc traffic e.g. general aviation)

### Frankfurt Airport Slot Utilization in Summer Schedule

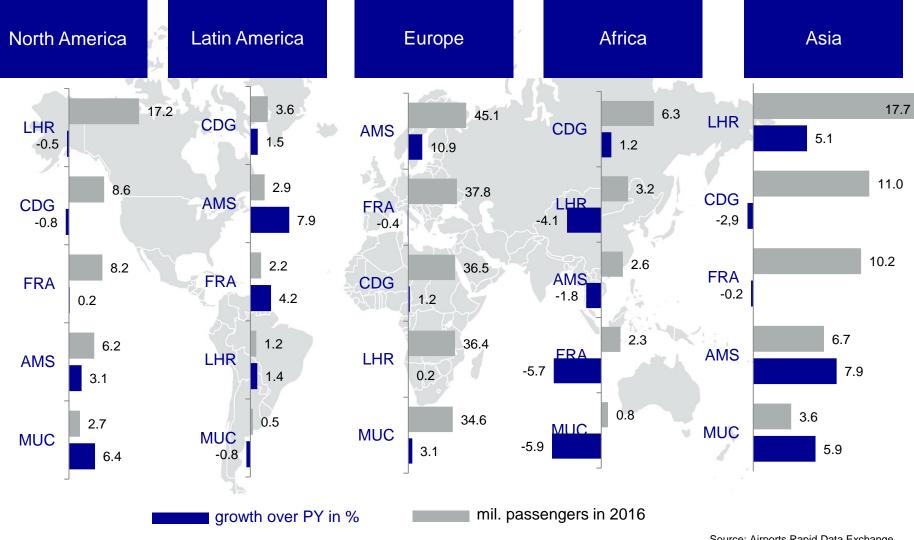


between 6am and 10pm: between 10pm and 6am: 100 Movements/hour (+2 for ad-hoc traffic e.g. general aviation) in average: 133 Movements/night

Night flight ban between 11pm and 5am

Features of Frankfurt Airport

### Frankfurt Airport Traffic Performances of European Peers



Features of Frankfurt Airport

Source: Airports Rapid Data Exchange

### Frankfurt Airport Market Attractiveness of FRA



#### Biggest passenger airport in Germany

- 61 mil. passengers in 2016
- Around 88 airlines fly about 248 destinations in 100 countries<sup>1</sup>
- Star Alliance accounts for approximately 75% of passengers at FRA



#### Leading cargo hub in Europe

- 2.2 mil. metric tons of freight and mail in 2016
- 22 cargo airlines flying to 83 destinations in 44 countries<sup>1</sup>
- 38% of freight volume is transported in bellies of passengers aircraft
- Leading cargo hub enhances airline yields via belly freight

### Europe's largest catchment area

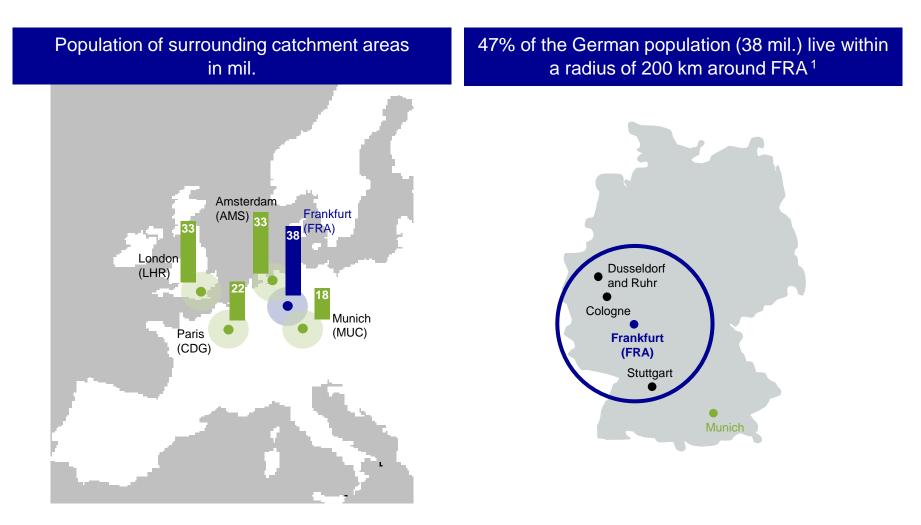
- 38 mil. people or about 47% of the German population live within a 200km radius from FRA
- More than 170 ICE and long-distance trains and 220 regional trains per day<sup>2</sup>
- 3 mil. passengers per year use the longdistance trains to and from FRA (~13 % of originating pax)<sup>3</sup>

#### Frankfurt Airport – top of the hubs

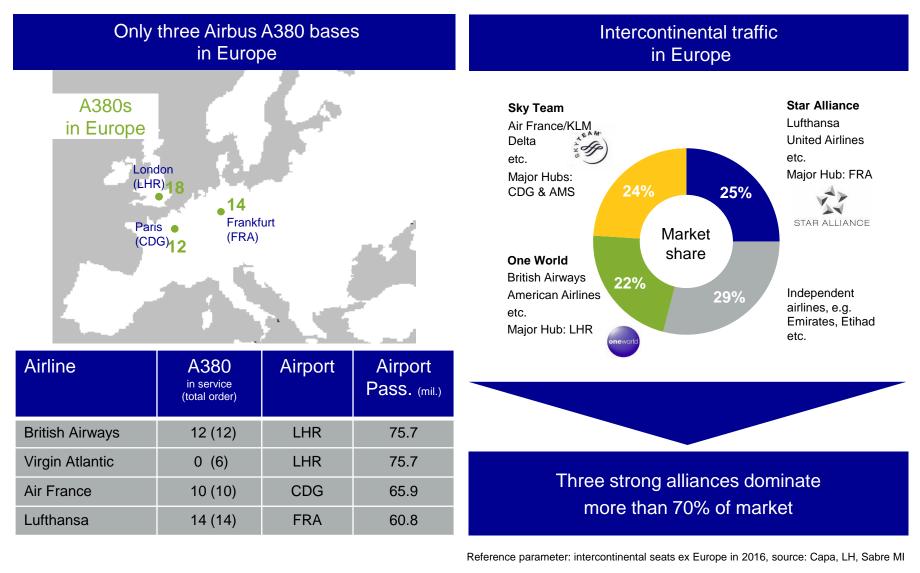
- High connectivity
   with about
   250 destinations
- Competitive level of charges compared to other European hubs
- Superior ground handling quality
- Capacity increase of more than 50% due to fourth runway offers growth potential

<sup>1</sup> Winter flight schedule 2016/17 <sup>2</sup> 2015 data <sup>3</sup> 2016 internal data

### Frankfurt Airport Biggest Catchment of Central European Hubs



### Frankfurt Airport Mega Hubs dominate European Landscape



## Frankfurt Airport 2/3 of German Blue Chips within 2h Radius



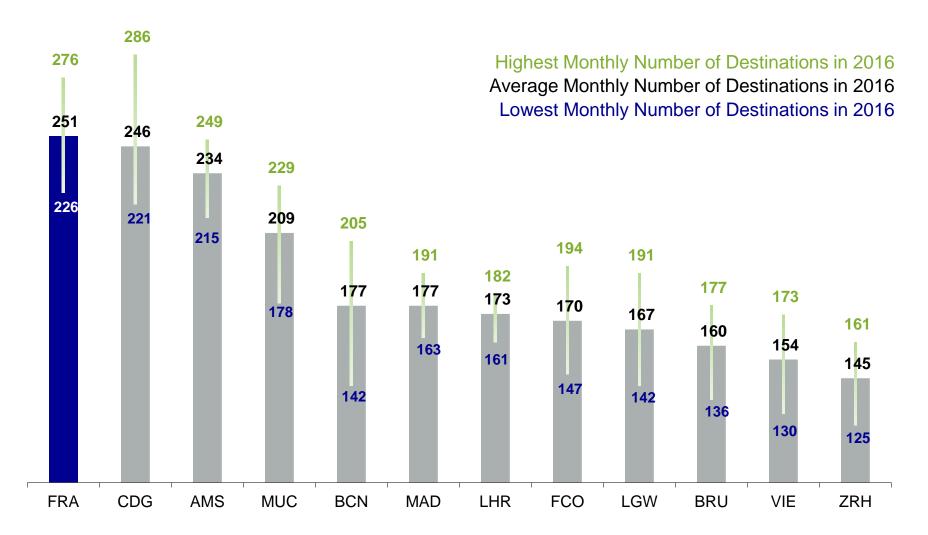
### Frankfurt Airport Dominant Intercont Market Share in Germany



- Frankfurt is a leading airport in European catchment area and intermodality
- Frankfurt is No. 1 airport in Germany, No. 4 in Europe and No. 13 worldwide
- Frankfurt is the intercontinental airport in Germany and the main Star Alliance hub in Central Europe
- Wide body share<sup>1</sup>
  - Frankfurt: 20%
  - Munich: 8%
  - Others: 2%

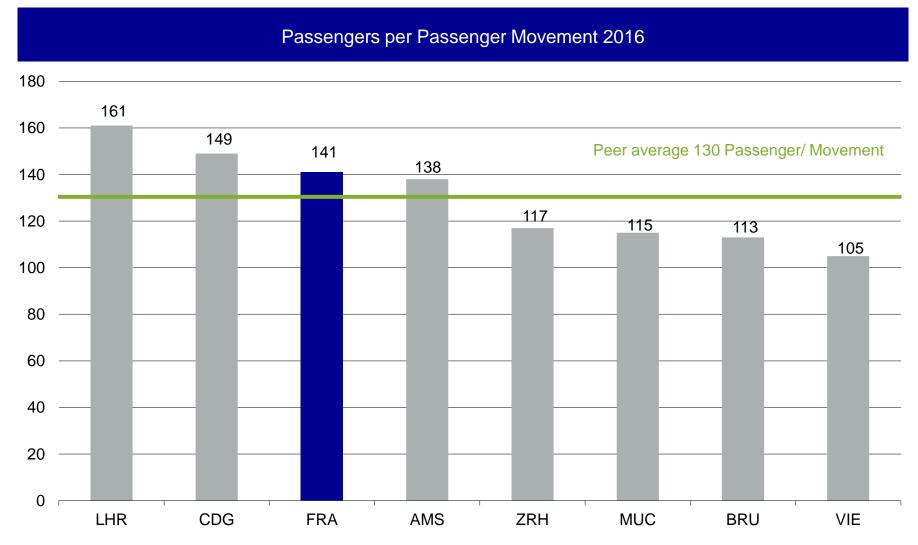
Source: Statistisches Bundesamt (Federal Statistical Office), only commercial traffic & Sabre <sup>1</sup> Wide body share differs from other data due to various calculation bases

### Frankfurt Airport Connectivity as Competitive Edge



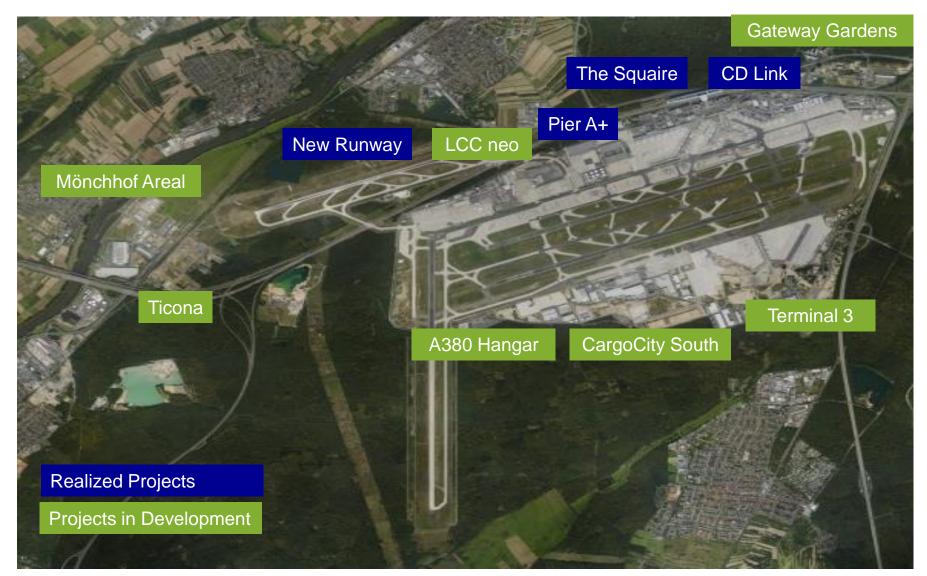
Nonstop only, source: Sabre MI

### Frankfurt Airport Economies of Scale at European Airports



Flights: without considering pure cargo flights and non-commercial flights, source: internal data

### Frankfurt Airport Investments to secure Competitive Position



### Frankfurt Airport New Runway Northwest

#### Inaugurated 2011 I c.50% additional Slot Capacity I EUR c.1.6bn. Invest



### Frankfurt Airport New Pier A-Plus

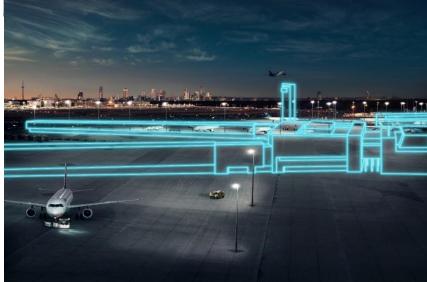


### Frankfurt Airport New Terminal 3



### Frankfurt Airport Terminal 3 Features





#### Main Features of 1<sup>st</sup> stage:

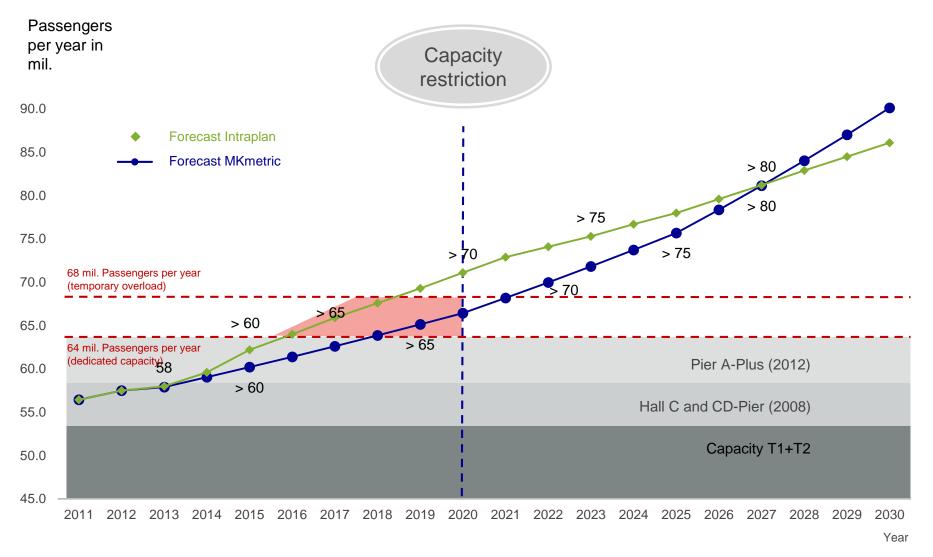
- Capex budget: € c.3 bn.
- Additional passenger capacity: 14 mil.
- Floor space c.90,000 sqm
- Large state-of-the-art Retail facilities
- 24 gate positions at the building
- Check-in-area with 100 counters
- Opening 2023

#### Status / Next Steps:

- Excavation work finished in 2016
- Detailed planning phase to be done by mid of 2017
- Start of work at special heavy construction site in 2017
- Capex 2017: less than EUR 100 mil.
- Capex 2018: slightly above EUR 100 mil.

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### Frankfurt Airport Passenger Forecast underpins Investments



#3 Frankfurt Airport Business Segments

### Frankfurt Airport Business Segments Overview and Services

Aviation		Retail & Real Estate	Ground Handling	Affiliated Services
Airside Management	Airport & Aviation Security	Retail	Central Infrastructure	Facility Management
<ul> <li>-Airside Infrastructure</li> <li>-Airside Operations</li> <li>Terminal Management</li> <li>-Landside Operations</li> <li>-Capacity Management</li> <li>Corp. Safety and Security</li> <li>-Airport Fire Safety</li> <li>-Rescue Services</li> <li>Environmental Impact, Noise and Air Quality</li> </ul>		-Shopping -Services -Advertising Real Estate -Rents in Terminals -Service / Admin. Bldgs. Car Parking	<ul> <li>Baggage Conveyor Belts</li> <li>Passenger Bridges</li> <li>Sanitary Services</li> <li>De-Icing Facilities</li> <li>PRM</li> <li>Ramp &amp; Passenger Serv.</li> <li>Loading &amp; Unloading</li> <li>Walk-out Assistance</li> <li>Check-in &amp; Boarding</li> <li>Lost &amp; Found</li> <li>Weight &amp; Balances</li> </ul>	Information and Telecommunication Corp. Infrastructure Mgmt. Airport Expansion South
			Cargo Services (49% JV)	
Regulated Business	No part of Airport Regulation			Examplary services

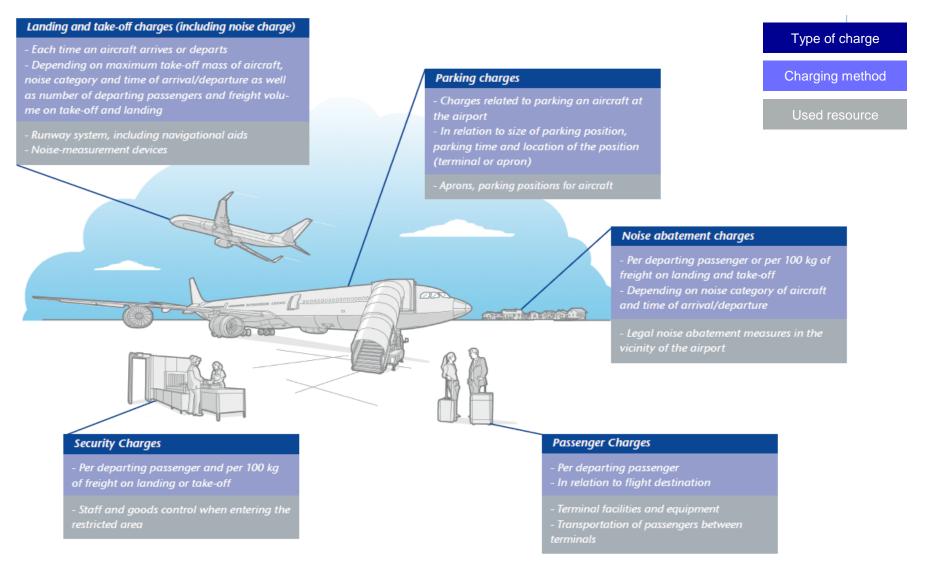
### Frankfurt Airport Business Segments Aviation: Regulation Framework

- (1) The airport operator is subject to a regulation regarding the charges for the usage of facilities and services connected with the lighting, taking off, landing, and parking of an aircraft as well as the handling of passengers and freight ... Approval shall be granted if the charges are regulated according to appropriate, objective, transparent, and non-discriminatory criteria. In particular, it shall be ensured that:
- 1. The services and infrastructure to be paid are clearly defined.
- 2. The calculation of the charges is cost-related and fixed in advance.
- 3. Access to the services and infrastructures of airport is granted to all users in the same way.
- 4. Airport users are not charged differently for basic charges.

A differentiation of charges ... is permissible; the criteria used must be appropriate, objective and transparent...

- (3) Without prejudice to (1), the following shall apply to the approval of the charge scheme...:
- 1. The operator shall submit a draft to the users 6 months before the intended entry into force...
- 2. The application shall be submitted to the regulating authority no later than 5 months before the intended entry into force...
- 3. Approval shall be granted if there is a reasonable relationship between the amount of the charges set by the airport operator and the amount of the expected actual costs, and the orientation towards an efficient provision of services is recognizable...
- 4. The decision of the regulating authority shall be taken within 2 months of receipt of the application...
- 5. At least once a year, the airport operator shall consult the airport users with regard to the charge scheme
- 6. The operator shall provide the airport users the following documents and information before the consultation:
- a. A list of the different services and infrastructures provided in return for the airport charges collected;
- b. The method used to fix airport charges;
- c. The total cost structure of the facilities and services to which the airport charges relate. This should make it clear that the operator is oriented towards efficient service provision;
- d. Revenues of the various charges and the total cost of the services financed with it;
- e. ..
- f. The foreseeable development of charges and traffic at the airport as well as intended investments;
- g.
- h. The foreseeable outcome of planned major investments in terms of their impact on airport capacity. Only investments which serve the expansion of the airport are considered as investments. Pre-financing should only be taken into account if airport users benefit from improved or more cost-effective services...

### Frankfurt Airport Business Segments Aviation: Overview of Regulated Activities



### Frankfurt Airport Business Segments Aviation: Overview of Regulated Charges

Passenger Charges Total 2016: EUR 512.0 mil.

- Passenger-related charges (only take-off)
- Depending on destination (EU, Non-EU continental, or intercontinental)
- Discount for transfer passengers

Defined Cap

Landing and Take-off Charges Total 2016: EUR 153.4 mil.

- Mass-related charges based on MTOM
- Passenger (only takeoff)/ freight/mailrelated charges (variable charges)
- Noise-related charges
- Emission-related charges

#### Aircraft Parking Charges Total 2016: EUR 48.3 mil.

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

#### Security Charges Total 2016: EUR 42.2 mil.

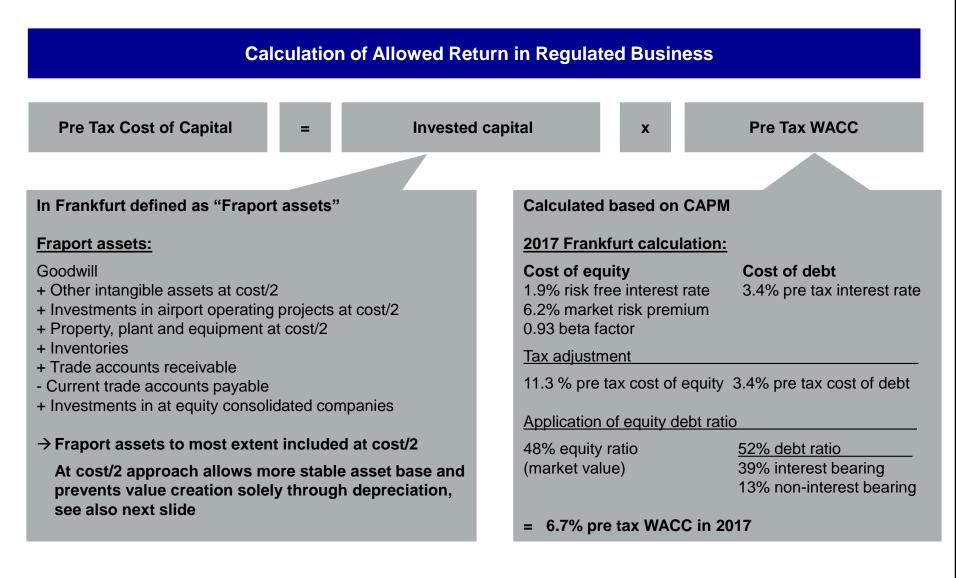
- Passenger-related charges (only take-off)
- Charges related to freight or mail tonnage transported, per 100 kg or fraction thereof aboard the aircraft



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### Frankfurt Airport Business Segments Aviation: Components for Price Calculation I

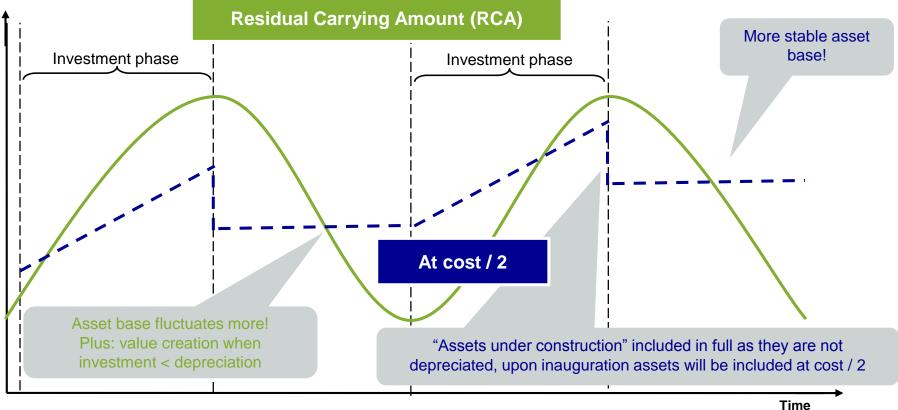


### Frankfurt Airport Business Segments Aviation: Components for Price Calculation II

Asset Base Calculation: At cost / 2 approach vs. Residual Carrying Amount approach

#### Asset base

**Exemplary figures** 



### Frankfurt Airport Business Segments Aviation: Components for Price Calculation III

**Price Calculation in Regulated Aviation Business** 

1<sup>st</sup>: Projection of Capex and RAB for period in question

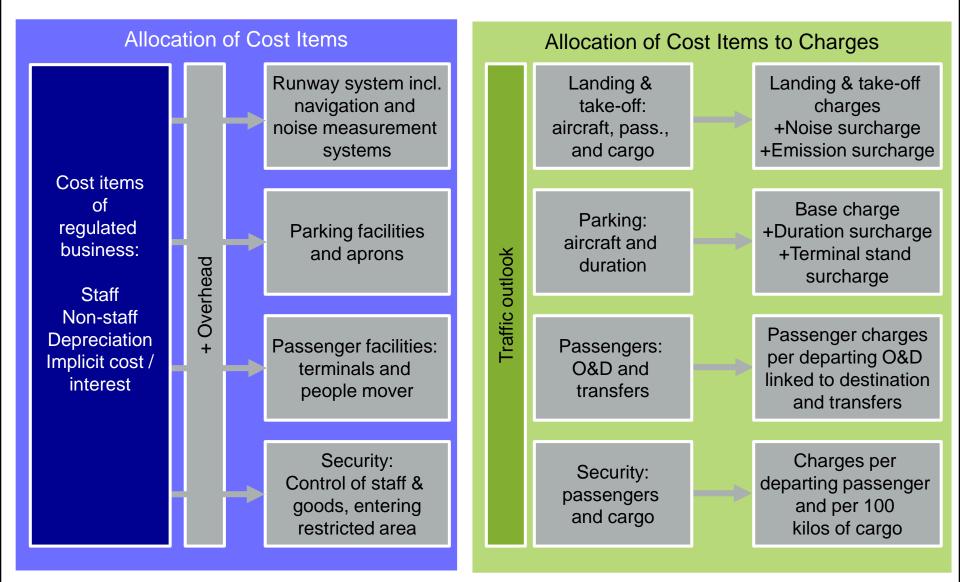
2<sup>nd</sup>: Determination of pre tax WACC

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

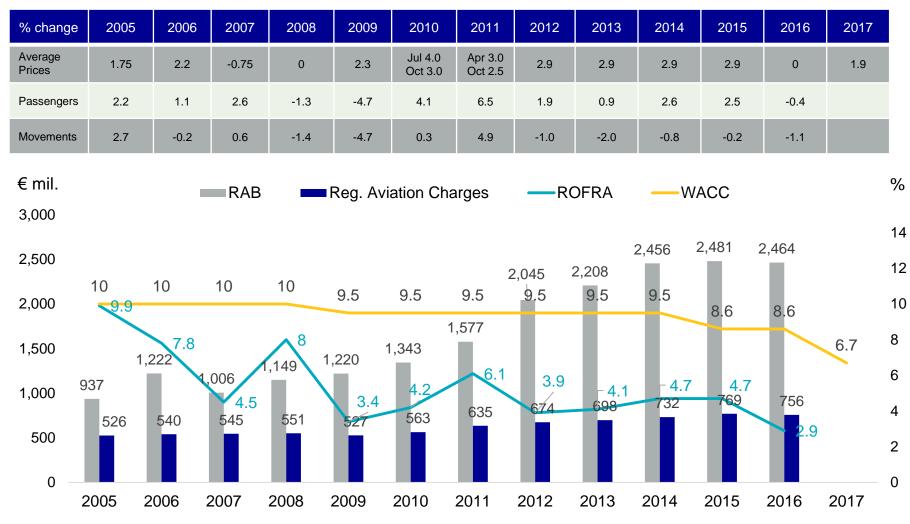
3<sup>rd</sup>: Projection of EBIT in regulated Aviation business for period in question, including: volume projection for Frankfurt Airport & cost development

4a): If projected EBIT falls below allowed return, price upward potential 4b): If projected EBIT exceeds allowed return, price downward potential

### Frankfurt Airport Business Segments Aviation: Allocation of Cost Items to Charges



### Frankfurt Airport Business Segments Aviation: Historic Return on Segment Assets



2007: ROFRA including €20mil. impairment on FraSec

2008: ROFRA jump due to new segment structure on Group level with positive earnings impact for Aviation

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

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

Frankfurt Airport Business Segments

Fraport AG

### Frankfurt Airport Business Segments Aviation: Security Services

- Fraport offers full range of airport security services
- Passenger screening is de-regulated at FRA and tendered by local State
- Fraport currently only in charge of Terminal 1 Concourse A and C
- Operations carried out by FraSec, wholly owned subsidiary of Fraport
- FraSec is also active at Stuttgart airport and own tender for Berlin airports



### Frankfurt Airport Business Segments Retail & Real Estate: History and Future of Airport Retailing

#### Until IPO

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

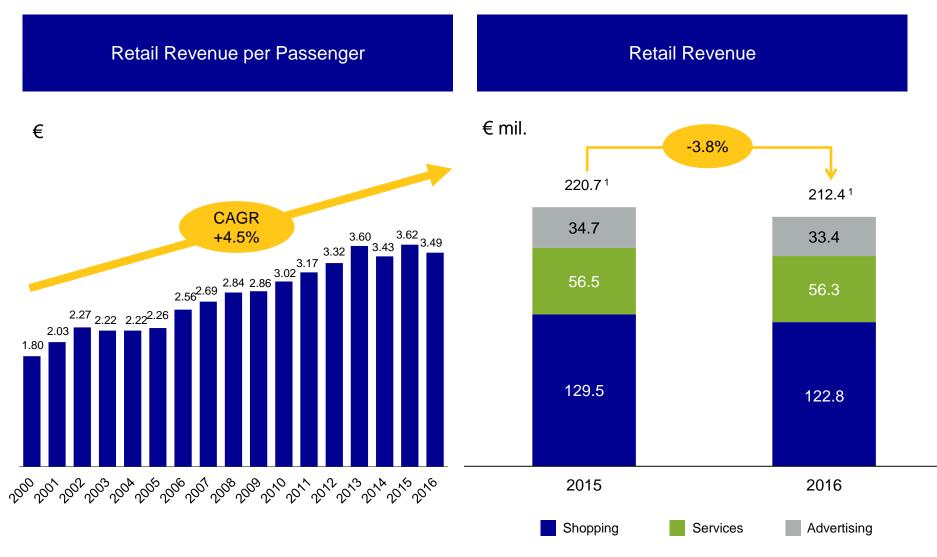
#### Until ~2015

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

#### Since ~2015

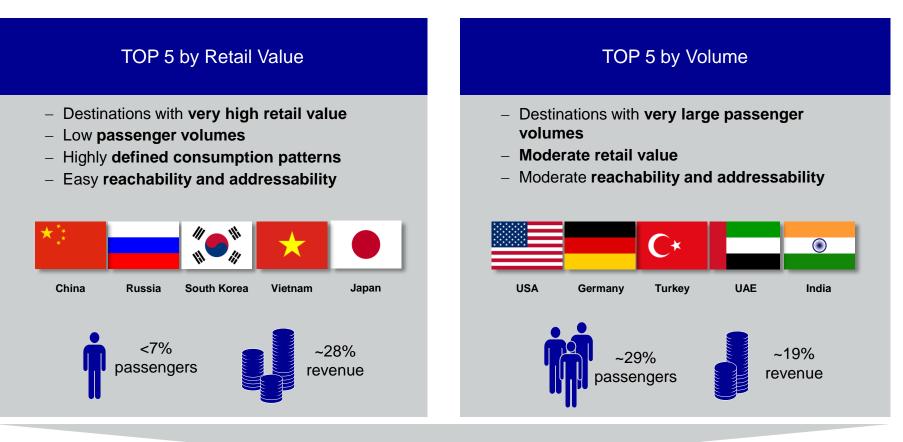
- Very strong focus on Retail business
- Retail activities expanded beyond point of sale: multi channel approach
- Online offering enables shopping well ahead of traveling
- Online platform also enables shops to maximize offering and to go for continuous advertising
- Since 2017 Fraport has also been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

# Frankfurt Airport Business SegmentsNote: KPI = Fraport revenue<br/>share not actual spendingRetail & Real Estate: KPI "Retail Revenue per Passenger"



<sup>1</sup> Retail revenue according to old segment structure / revenue split, including IT services for passengers

### Frankfurt Airport Business Segments Retail & Real Estate: Top Spenders vs. Top Volume



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

Source: sales/revenue data of Gebr. Heinemann by destinations 2016

### Frankfurt Airport Business Segments Retail & Real Estate: Shifts in Spending Behavior



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

<sup>1</sup> Total average Duty Free spending of ticket holder to certain destination. Average = 1.0<sup>-2</sup> Compared to previous year

Frankfurt Airport Business Segments

### Frankfurt Airport Business Segments Retail & Real Estate: F/X Impact on Spending Behavior<sup>1</sup>

		2014	2015	2016
	F/X	0%	+16%	0%
	Spending	-3%	+13%	+1%
	F/X	+1%	+15%	-6%
	Spending	+2%	+15%	-10%
	F/X	-20%	-33%	-9%
	Spending	-17%	-21%	-8%
<b>•</b>	F/X	+4%	+10%	-2%
	Spending	-7%	+15%	-5%
	F/X	-8%	+4%	+10%
	Spending	-14%	-10%	+2%
$\star$	F/X	-1%	+14%	+2%
	Spending	+38%	+78%	+19%
	F/X	-9%	-18%	-5%
	Spending	-10%	+1%	-8%

F/X can serve as indicator for spending behavior, but no stand alone argument

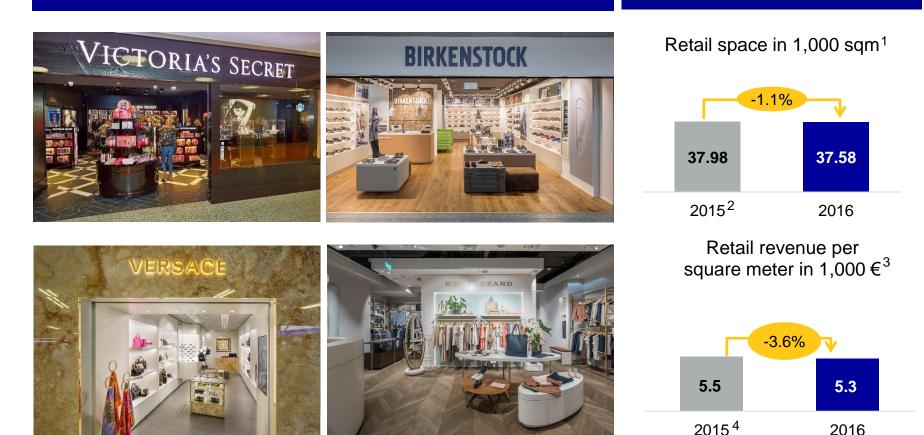
<sup>1</sup> F/X = Development of national currency vs. EUR, based on annual average vs. previous year Spending = Duty Free spending per destination vs. previous year

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### Frankfurt Airport Business Segments Retail & Real Estate: New Retail Concepts

New Shops, Impressions

Space & Revenue



<sup>1</sup> Average retail space <sup>2</sup> Annual average

<sup>3</sup> Revenue including shopping and services, no advertising <sup>4</sup> Revenue per annual average square meter

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### Frankfurt Airport Business Segments Retail & Real Estate: Multichannel Approach



#### Time Line Multichannel Activities

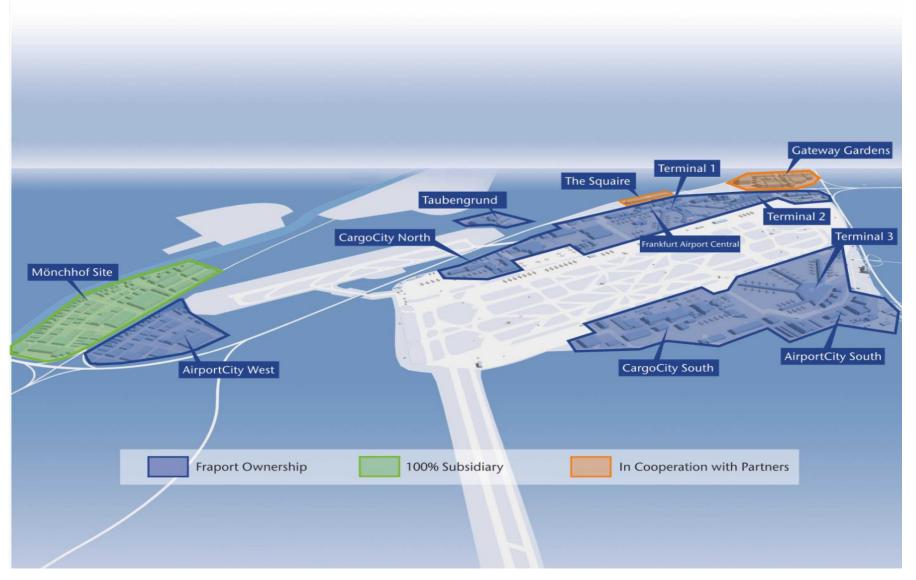
- H1 / 2016 Joint development: Lounge delivery and inflight shopping with Lufthansa
  - Continuous expansion of reward program (partner & benefits)
  - Continuous improvement online shop and preparation of additional features (e.g., product suggestion, mobile optimization)
- H2 / 2016 Doubling the number of participating retailers for the online shopping and rewards program
  - Implementation of target-group specific newsletter mailings
  - Systems and platforms ready for online payment and home delivery (home delivery started in Q1 / 2017 in Germany)
  - Further rollout of interactive airport desks

### Frankfurt Airport Business Segments Retail & Real Estate: New JV with Gebr. Heinemann

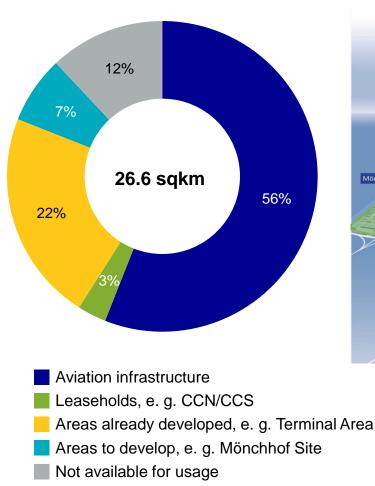
- 50/50 joint venture founded with Gebr. Heinemann
- JV comprises all 27 stores run by Gebr. Heinemann at Frankfurt Airport including the Duty Free and Travel Value shops
- JV took over operation of stores at start of 2017
- JV enhances Fraport's retail activities directly to the point of sale
- Together with Heinemann further measures to stimulate retail sales now introduced, e.g., home delivery option for German inhabitants on EU flights purchasing and paying online



### Frankfurt Airport Business Segments Retail & Real Estate: Areas of Frankfurt Airport City



### Frankfurt Airport Business Segments Retail & Real Estate: Fraport Property





# Frankfurt Airport Business Segments Retail & Real Estate: Terminals and surrounding Areas



# 904,000 sqm of total gross floor space

#### Mixed utilization

- Offices / Lounges
- Storage
- Operations

#### Size and Features 2016

- ~ 32% of gross floor space at Terminals
- ~ 68% of gross floor space service & administration buildings

#### **Utilization split:**

- ~ 37% offices/lounges
- ~ 32% storage
- -~ 31% other utilization

# Ownership

100% Fraport

#### Clients

- DLH
- Other airlines
- Fraport
- Government agencies

# Frankfurt Airport Business Segments Retail & Real Estate: CargoCities (CCN & CCS)



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

#### Logistics utilization

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

### Size and Features 2016

- 1,490,000 sqm existing area land
- 11,600 employees
- A further 270,000 sqm gross land for building of space will be developed in the CCS, where 100,000 sqm of warehouse space are planned.

### **Ownership**

100% Fraport

# Clients

- 200 companies: airlines, forwarders, express services, and other service providers
- Major logistics companies such as
  - Panalpina
  - Kühne & Nagel
  - Dachser
  - DHL Global Forwarders
  - YusenAir Sea Service LUG
  - Agility
  - Different airlines like Air China Cargo, Emirates Cargo, Japan Airlines, Korean Air Cargo, Asiana, Air Bridge Cargo

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- Nippon Express

- DB Schenker

- FCS

- DLH

- DSV

# Frankfurt Airport Business Segments Retail & Real Estate: New Facilities in CCS



80,000 sqm of warehouse space in development

#### **Tailor-made facilities**

- Construction of first 6,500 sqm of warehouse space finished
- Bi-yearly tendering of further developed facilities

#### Size and Features 2016

270,000 sqm gross building land dedicated for the development of air cargo logistics facilities

 All facilities located in direct vicinity of apron access, truck parking facilities, customs and further air cargo services in Cargo City South

~80,000 sqm gross floor area of warehouse space to be made available to lease through tendering, with inherent office space, parking facilities and yard

- Future design will allow letting of individual warehouse units within a building or letting of the building as a whole
- Individual units comprise ~3,300 sqm warehouse space with additional 15% office space, 10% auxiliary space, a truck yard and parking facilities
- Multiple units can be combined to form larger cargo facilities, depending on clients' needs.

#### **Ownership**

100% Fraport

# Frankfurt Airport Business Segments Retail & Real Estate: Mönchhof Site



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

#### Mixed utilization

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

# Size and Features 2016

- 1,000,000 sqm gross building land to sell and develop
- For approx. 750,000 sqm net building land zoning plans are in place → largest contiguous industrial area under construction of the Rhine-Main region
- Approx. 506,000 sqm have been marketed already

# Ownership

Fraport Real Estate Mönchhof GmbH & Co. KG, 100% Fraport subsidiary

# **Clients (among others)**

- Adolf Würth GmbH & Co. KG
- Bilfinger HSG event Services GmbH
- DHL Express Germany GmbH
- REWE Group
- Shell Deutschland Oil GmbH
- Simon Hegele Gesellschaft f
  ür Logistik und Service mbH
- Loomis International GmbH
- VWR International GmbH
- Zoth GmbH & Co. KG

# Frankfurt Airport Business Segments Retail & Real Estate: Gateway Gardens



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

#### Mixed utilization

- Offices
- Hotels & gastronomy
- Conference facilities & Retail
- Airport-related services
- Research and science institutions

# Size and Features 2016

- 350,000 sqm of gross building land
- Very good motorway access (B43, A3 & A5)
- Direct access to Frankfurt Airport's operational area
- Direct train station in construction
- Fully developed with binding land-use plan

# **Ownership**

Grundstücksgesellschaft Gateway Gardens GmbH; Fraport holds 33.3% of the development company

# **Clients (among others)**

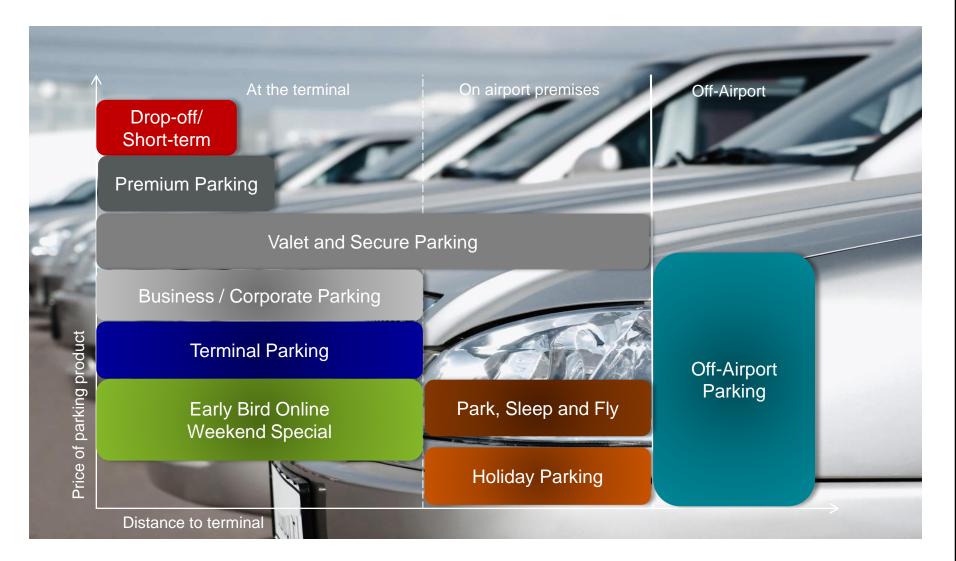
- LSG Sky Chefs
- Park Inn Hotel
- Condor new headquarters / flight ops. center
- Meininger Hotel
- Imtech
- House of Logistics and Mobility
- Alpha Rotex
- Hyatt Place Hotel, completion expected in 2018

# Frankfurt Airport Business Segments Retail & Real Estate: Parking Management

- 29,600 parking spaces at FRA thereof 14,800 public parking
- ~14 mil. transactions p.a.
- 18.500 external subscription customers
- External business: The Squaire, Messe Frankfurt, Gateway
   Gardens and Commerzbank
   Arena Frankfurt
- One of the biggest operators in Germany and Europe – with more than 56,400 parking spaces onand off-airport



# Frankfurt Airport Business Segments Retail & Real Estate: Parking Product / Price Mix



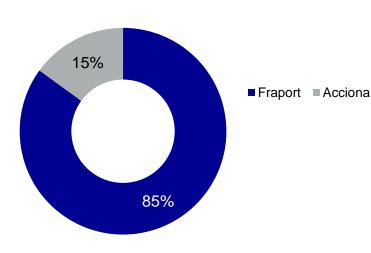
# Frankfurt Airport Business Segments Ground Handling: Ramp Services

# Ramp Services

- Regulated market: one third-party handler, Acciona
- Main customers of Fraport: Lufthansa and Star Alliance partners
- ~187,616 aircraft handled in 2016

Market Share

- ~25.3 mil. tons MTOM



# 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

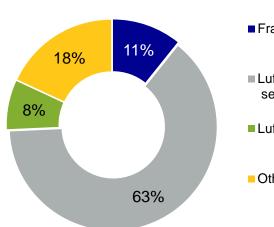
- Fresh water supply/toilet services
- Cleaning

# Frankfurt Airport Business Segments Ground Handling: Passenger Services

# **Passenger Services**

- Open market: third-party handlers (e.g., Acciona) and self-handling (e.g., Lufthansa)
- ~17,277 aircraft handled in 2016<sup>2</sup>

Market Share<sup>1</sup>



# Fraport <sup>2</sup>

Lufthansa self handling

Lufthansa 3rd party

Others

# Activities Station representation Check-in & boarding Ticket service Baggage tracing (lost & found) Arrival service Training Flight and Ground Ops Ramp Agent Services General aviation terminal Fraport handles approximately 30 % of the "free market" (excluding Lufthansa self

<sup>1</sup> Base: Passengers 2016 for check-in and gating; source: Fraport AG <sup>2</sup> FPS included

#### Frankfurt Airport Business Segments

handling)

Fraport AG

# Frankfurt Airport Business Segments Ground Handling: Central Infrastructure

Central Infrastructure	Activities
<ul> <li>Sole provider</li> <li>Provision of infrastructure, incl. Baggage conveyor system (&gt;80 km)</li> <li>Baggage performance in 2016: 1.85 ‰ misconnected baggage</li> <li>~ 27.4 mil. pieces of baggage (2016)</li> </ul>	<ul> <li>Total Baggage Management, incl. intermodal handling (AirRail Terminal)</li> <li>Baggage facilities and conveyor system</li> <li>Baggage customs warehouse</li> <li>Baggage security, Baggage Reconciliation System (BRS)</li> <li>Passenger bridges</li> </ul>
Market Share	<ul> <li>CUTE network</li> <li>400 Hz Ground power</li> <li>Fresh water / toilet facilities</li> <li>Fueling and de-icing facilities</li> </ul>

# Frankfurt Airport Business Segments Ground Handling: Baggage Performance

Integrated process management paired with excellent infrastructure ensure best in class baggage performance among European hubs



Baggage facilities and conveyor system

- >80 km of baggage conveyor system
- One of the world's largest baggage conveyor systems
- Capacity: ~20,000 items per hour
- Record day 2016: 111,564 baggage items handled
- System reliability rate: 99.6%
- Transport speed: 2.5 m/sec
- Max. speed: 5 m/sec
- 1.85 misconnected baggage items per 1,000 items<sup>1</sup> = top performance

# Frankfurt Airport Business Segments Ground Handling: Cargo Services

Cargo Services	Activities
<ul> <li>Open market: third-party handlers (e.g., LUG, Aviapartner) &amp; self-handlers (DLH)</li> <li>FCS Frankfurt Cargo Services owned by Fraport 49% and WFS 51%</li> <li>~ 657,000 gross tonnage of cargo</li> </ul>	<ul> <li>Handling and documentation of import, export and transfer freight</li> <li>Handling of special freight &amp; dangerous Goods</li> <li>Pharmaceutical storage/handling</li> <li>Airmail</li> <li>Perishable</li> </ul>
Market Share 1	<ul> <li>Office rentals</li> <li>Commissioning and deconsolidation services</li> <li>Truck dispatching</li> <li>Last-minute and express services</li> </ul>

Fraport AG

#4 Major External Activities

# Major External Activities Group Portfolio<sup>1</sup> I



US = Management of retail concessions, New York JFK T5 signed but not taken over as of April 2017 Shanghai & Hong Kong = Other operations

#### Major External Activities

Fraport AG

# Major External Activities Group Portfolio II

Investment	% share	Conso- lidation	Investment type	Concession charge	Capex obligation <sup>1</sup>	Regulation	
Antalya	51/50 <sup>2</sup>	@equity	Concession until 2024	Fixed	Construction of new terminal fulfilled	Dual till with fixed charges	
Delhi	10	@cost	Concession until 2036 <sup>3</sup>	Revenue component	/	Hybrid till	
Fortaleza – take over 2018	100	Full	Concession until 2047	Fixed minimum + 5% revenue component	Modernizing and expanding the airport	Dual till	
Greek regionals	73.4	Full	Concession until 2057	Fixed minimum + EBITDA component as of 2021	Modernizing and expanding the airport portfolio	Dual till with predefined charge mechanism	
Hanover	30	@equity	Asset ownership	No conc. Charge	/	Dual till	
Lima	70.01	Full	Concession until 2031 <sup>3</sup>	Fixed minimum + revenue component	Modernization of existing infrastructure fulfilled, new runway to be constructed, new terminal under discussion	Single till	
Ljubljana	100	Full	Asset ownership <sup>4</sup>	No conc. charge	1	Dual till	
Porto Alegre – take over 2018	100	Full	Concession until 2042	Fixed minimum + 5% revenue component	Modernizing and expanding the airport	Dual till	
St. Petersburg	25	@equity	Concession until 2040	Fixed minimum + revenue component	Construction of new terminal fulfilled	Dual till	
Varna & Burgas	60	Full	Concession until 2041	Fixed minimum + revenue component	Construction of 2 new terminals fulfilled	Dual till	
Xiʻan	24.5	@equity	Asset ownership	No conc. charge	/	Charges set by authority	

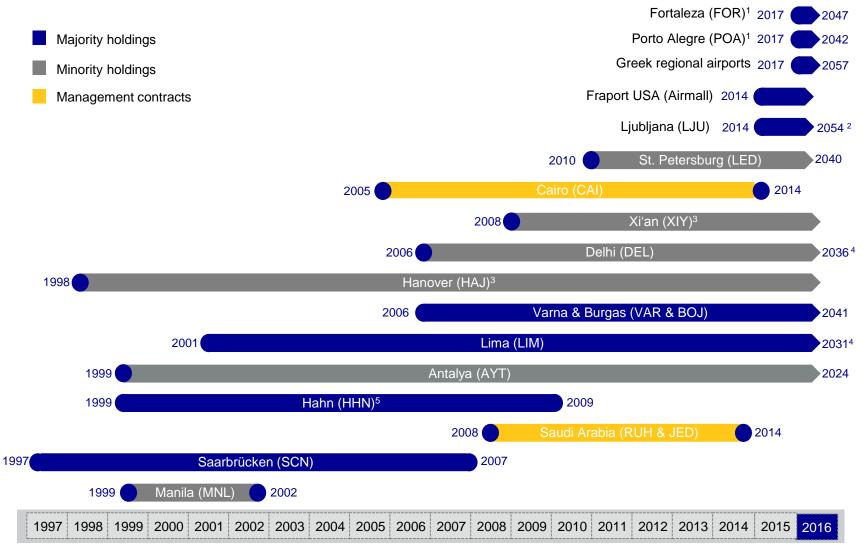
<sup>1</sup> W/o maintenance capex and further investments subject to traffic growth

<sup>2</sup> Share of voting rights: 51% / dividend share: 50%

<sup>3</sup> Extension option available

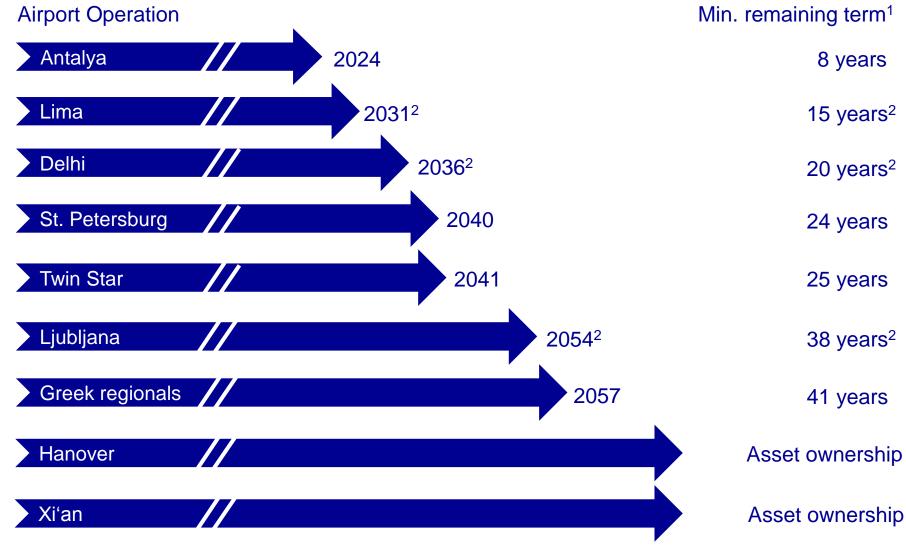
<sup>4</sup> Right to operate airport derived from land use contract until 2054, extension possible

# Major External Activities M&A Timeline



<sup>1</sup> Preferred investor <sup>2</sup> Shareholding extension possible <sup>3</sup> Shareholding <sup>4</sup> Extension option available <sup>5</sup> Sold to State of Rhineland Palatinate

# Major External Activities Remaining Terms of Airport Operations<sup>1</sup>

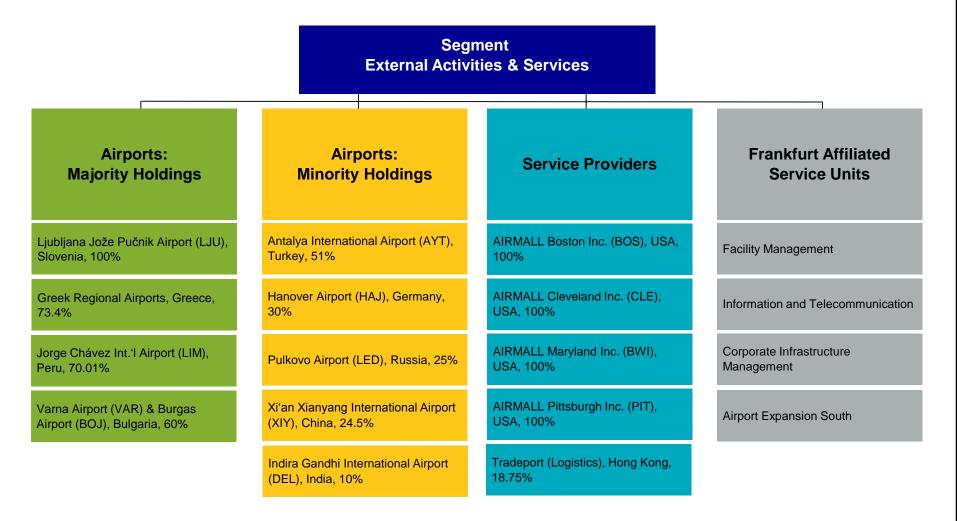


<sup>1</sup> Measured from year end 2016, w/o Brazilian Airports <sup>2</sup> Extension option available

Major External Activities

Fraport AG

# Major External Activities Investments pooled in Group Segment<sup>1</sup>



# Major External Activities Airport Types<sup>1</sup>

Hubs	Regional Airports	Tourist Airports
Frankfurt Main	Ljubljana Airport	Antalya Airport
Share: 100%	Share: 100%	Share: 51.0%
60.8 mil. passengers	1.4 mil. passengers	19.0 mil. passengers
Lima Airport	Xi'an Airport	Burgas Airport
Share: 70.01%	Share: 24.5%	Share: 60.0%
18.8 mil. passengers	37.0 mil. passengers	2.9 mil. passengers
Delhi Airport	Hanover Airport	Varna Airport
Share: 10.0%	Share: 30.0%	Share: 60.0%
55.6 mil. passengers	5.4 mil. passengers	1.7 mil. passengers

14 Greek Regional Airports Share: 73.4% 25.3 mil. Passengers

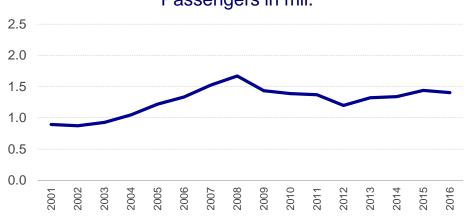
Pulkovo Airport

Share: 25.0%

13.3 mil. passengers

# Aerodrom Ljubljana **Key Features**





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

#### Fraport ownership: 100%

Fraport investment since: September 2014

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

#### **Airport profile**

Capital city airport of Slovenia 1 Runway, capacity of 25 movements/hour, 1 Terminal, capacity of 2 mil. passengers/year,

Cost of acquisition: ~€240 mil. for acquisition of shares, no other concession charges

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

Capex obligation: Except for maintenance: no capex obligations. Further investments subject to traffic

**Regulation:** Dual till

**2016 profits to Group:** €2 mil.

Share in 2016 Group result: <1%

# Fraport USA AIRMALL key Features

#### **Baltimore Washington International Airport**



#### Pittsburgh International Airport



#### Fraport ownership: 100%

Fraport investment since: August 2014

**Investment type:** Based on concession agreements, Airmall subleases terminal concession areas to retail, food & beverage operators at the following airports:

- Baltimore, concession until: 31 Mar. 2022
- Boston (Terminal B & E), conc. until: 31 Oct. 2017
- Cleveland, conc. until: 15 Jan. 2019
- Pittsburgh, concession until: 31 Dec. 2029
- NYC (JFK T5), concessions signed but not taken over as of April 2017

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

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

**Capex obligation:** No capex obligations in current contracts. Further capex expected in new contracts

2016 profits to Group: -€1 mil.1

Share in 2016 Group result: /

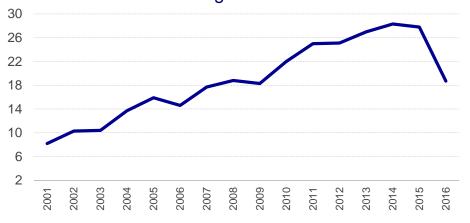
<sup>1</sup> loss due to write-down on Boston

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# Antalya Airport Key Features



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



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

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

Investment type: 17 years concession until 2024

#### **Airport profile**

Largest Airport in Turkey outside of Istanbul 2 Runways, capacity of 60 movements/hour, 3 Terminals, capacity of 46 mil. passengers/year

**Cost of acquisition:** Upfront payment of ~€500 mil. and annual installments of €100 mil. since 2010

Scope of Fraport activities: Aviation & non-Aviation

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

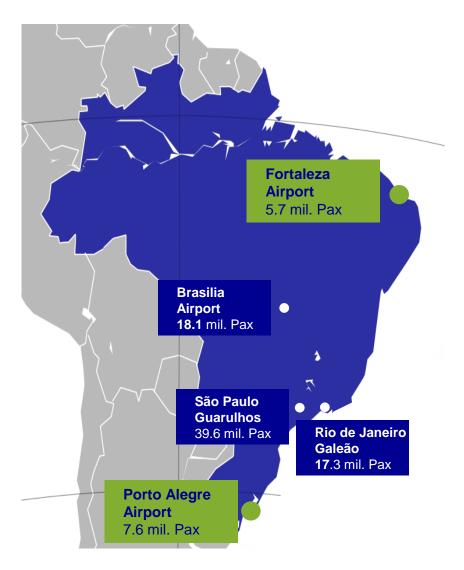
**Regulation:** Dual till with aviation charges set at €15 per departing international and €3 per departing domestic passenger

2016 profits to Group: -€16 mil.

Share in 2016 Group result: /

<sup>1</sup> no cargo data available

# Brazilian Airports: Fortaleza & Porto Alegre Key Features



**Fraport ownership:** Fraport bid alone, i.e., 100% of concession were allocated to Fraport

**Fraport investment since:** Auction won in March 2017, signing expected for mid 2017, closing expected for late 2017 and take over will be start 2018

**Investment type:** Fortaleza: 30 years concession until 2047, Porto Alegre: 25 years concession until 2042

#### **Airport profiles**

Fortaleza:1 runway, 1 terminalPorto Alegre:1 runway, 1 terminal

**Cost of acquisition:** ~€210 mil. upfront payment, ~€350 mil. further fixed payments + 5% revenue related component

Scope of Fraport activities: Aviation & non-Aviation

Capex obligation: Modernizing and expanding

Regulation: Dual till

2016 profits to Group: /

# Delhi Airport Key Features



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60																_	900 800
50																	800 700
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20																	300
10																	200
_																	100
0	Ξ	22	33	4	55	90	20	80	6	0	Ξ	2	n	4	2	9	0
	2001	2002	20(	20(	20(	20(	2007	20(	20(	201	201	201	201	2014	2015	2016	

#### Fraport ownership: 10%

Fraport investment since: April 2006

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

#### **Airport profile**

Capital city airport & largest airport in India 3 Runways, capacity of 70 movements/hour, 3 Terminals, capacity of 64 mil. passengers/year, Expansion plan for 110 mil. Passengers in 2034

Cost of acquisition: ~€40 mil.

Scope of Fraport activities: Airport operator

#### Capex obligation: n/a

**Regulation:** Hybrid till (aeronautical charges with 30% non-aeronautical revenues subsidized)

**2016 profits to Group:** n/a as investment is valued at cost

Share in 2016 Group result: n/a

# Greek Regional Airports Key Features

Luster A	Luster B
Num. of Airports: 7	Num. of Airports: 7
PAX 2016: 14.5 mil (+12.7% YoY)	PAX 2016: 10.8 mil (+4.3% YoY)
Domestic/Intl PAX 2016: 28%/72%	Domestic/Intl PAX 2016: 26%/74%



#### Fraport ownership: 73.4%

Fraport investment since: Concession taken over in April 2017

Investment type: 40 years concession until 2057

**Airports profile** 14 regional airports with strong touristic share

**Cost of acquisition:** Upfront payment of €1.234 bn., fixed annual installments of €22.9 mil. (indexed with Greek CPI), and starting in 2021: additional variable component of 28.5% EBITDA

Scope of Fraport activities: Aviation & non-Aviation

**Capex obligation:** Min. €330 mil. required for modernizing and expanding airports until 2021

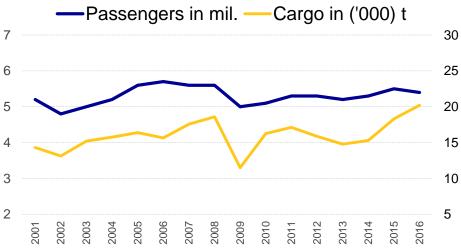
**Regulation:** Dual till with aviation charges set at  $\in$ 13 per departing passenger at the beginning, and fixed increase to  $\in$ 18.5 + 90% of Greek CPI following fulfillment of capex obligation

Profits to Group: n/a

# Share in 2016 Group result: n/a

# Hanover Airport Key Features





#### Fraport ownership: 30%

Fraport investment since: July 1998

Investment type: asset deal

#### **Airport profile**

24h operation, 3<sup>rd</sup> highest runway capacity in Germany
2 runways, capacity of 60 movements/hour
3 terminals, capacity of 10 mil. passengers/year

Cost of acquisition: ~€84 mil.

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

Capex obligation: n/a

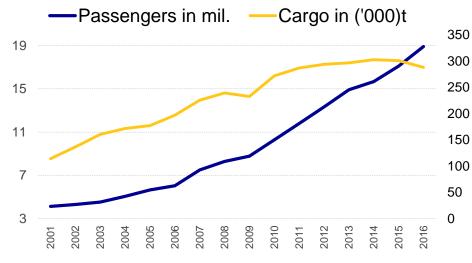
Regulation: Dual till, same as in Frankfurt

**2016 profits to Group:** €1 mil.

Share in 2016 Group result: <1%

# Lima Airport Key Features





#### Fraport ownership: 70.01%

Fraport investment since: February 2001

**Investment type:** 30 years concession + extension option

#### **Airport profile**

Capital city airport of Peru & regional hub for LatAm. 1 runway, peak hour utilization close to maximum 1 terminal, peak hour utilization close to maximum

**Cost of acquisition:** US\$~233 mil. with variable concession charge of 46.511%

Scope of Fraport activities: Aviation & non-Aviation

**Capex obligation:** Obligation to modernize existing infrastructure fulfilled, new runway to be constructed, new terminal under discussion

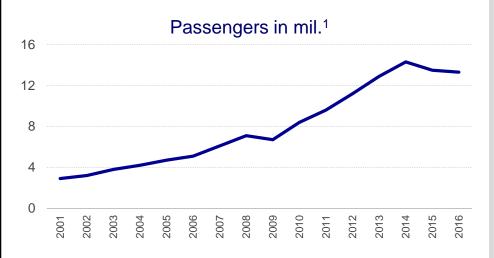
Regulation: single till

2016 profits to Group: €54 mil.

Share in 2016 Group result: 13%, on adjusted basis:  $22\% \rightarrow$  see slide 105

# Saint Petersburg Airport Key Features





#### Fraport ownership: 25%

Fraport investment since: April 2010

Investment type: 30 years concession until 2040

#### **Airport profile**

Largest airport outside of Moscow 2 runways, capacity of 45 movements/hour 1 terminal, capacity of 18 mil. passengers/year

**Cost of acquisition:** Annually RUR 85.3 mil. fixed concession fee and variable component of 11.5% of revenue

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

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

Regulation: Dual till with multi years contracts

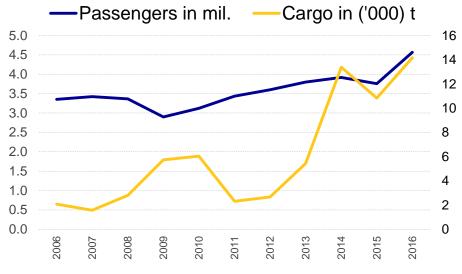
2016 profits to Group: 0<sup>2</sup>

Share in 2016 Group result: / 2

<sup>1</sup> no cargo data available <sup>2</sup> w/o extra gain from disposal of 10.5% stake

# *Twin Star: Varna and Burgas Airports Key Features*





#### Fraport ownership: 60%

Fraport investment since: November 2006

Investment type: 35 years concessions until 2041

#### **Airports profile**

Largest airports outside of Sofia, gateway to Black Sea Varna: 1 runway, capacity of 30 movements/hour 1 terminal, capacity of 1.8 mil. pass./year Burgas: 1 runway, capacity of 30 movements/hour 1 terminal, capacity of 2.7 mil. pass/year

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

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

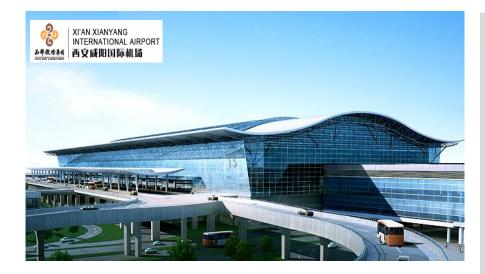
**Capex obligation:** Obligation to construct 2 new terminals fulfilled, further investments subject to traffic

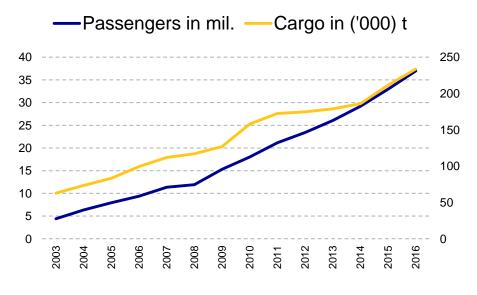
Regulation: Dual till with multi year contracts

2016 profits to Group: €21 mil.

Share in 2016 Group result: 5%, on adjusted basis:  $9\% \rightarrow$  see slide 105

# *Xi'an Airport Key Features*





#### Fraport ownership: 24.5%

Fraport investment since: July 2008

Investment type: asset deal

#### **Airport profile**

Among 10 biggest airports in China, center of Chinese aerospace & aviation industry, Terracotta Army nearby 2 runways, capacity of ~65 movements/hour 3 terminals, capacity of ~44 mil. passengers/year

Cost of acquisition: ~€80 mil., no concession fees

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

Capex obligation: Investments subject to traffic

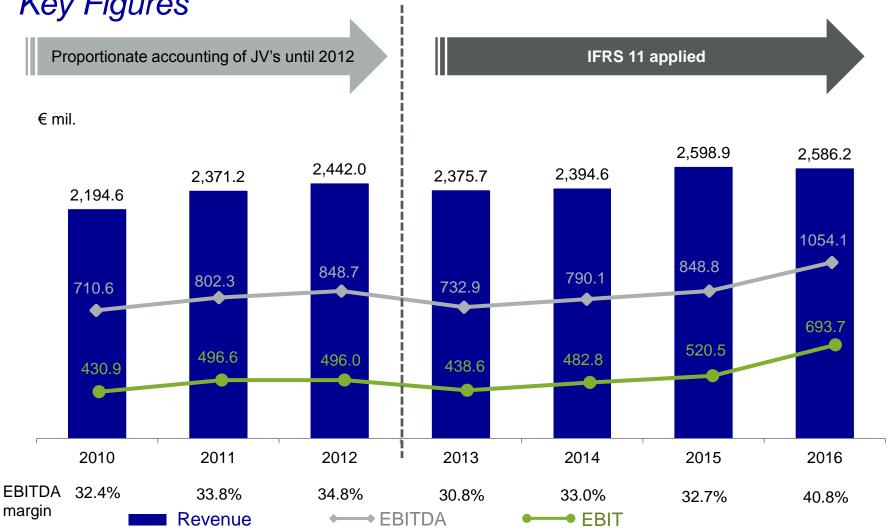
**Regulation:** Fixed airport charges; determined by Aviation Authority

2016 profits to Group: €8 mil.

Share in 2016 Group result: 2%, on adjusted basis:  $3\% \rightarrow$  see slide 105

#5 Group & Segment Financials

# Fraport Group Key Figures



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

2012: Figures adjusted for IAS19

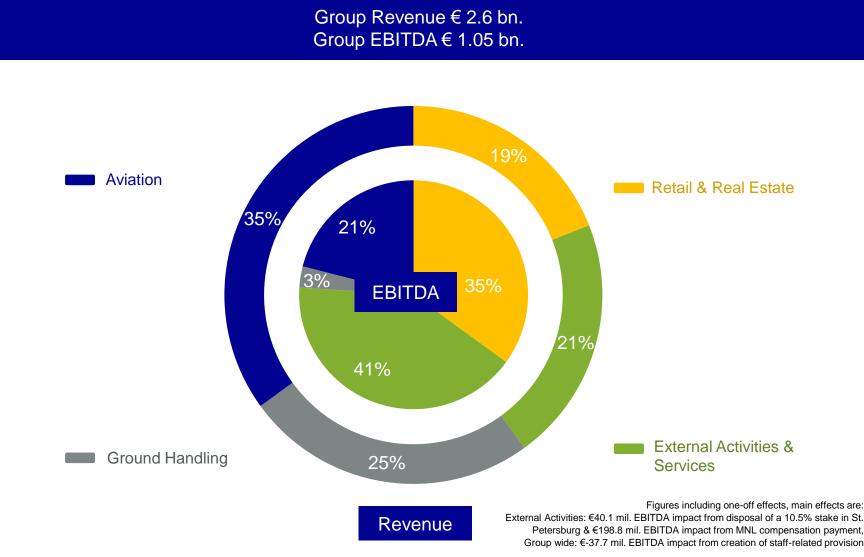
2013: From 2014 IFRS11 "Joint arrangements" is applied, 2013 retrospectively adjusted

2014: AMU Holdings Inc. and Ljubljana included since August 2014 and October 2014, respectively

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

2016: €40.1 mil. EBITDA impact from disposal of a 10.5% stake in St. Petersburg, in addition: €198.8 mil. EBITDA impact from MNL compensation payment, €-37.7 mil. EBITDA impact from creation of staff-related provisions, €22.4mil. impairment on FraSec and €7.4mil. write-down on Fraport USA

# Fraport Group Revenue and EBITDA Split

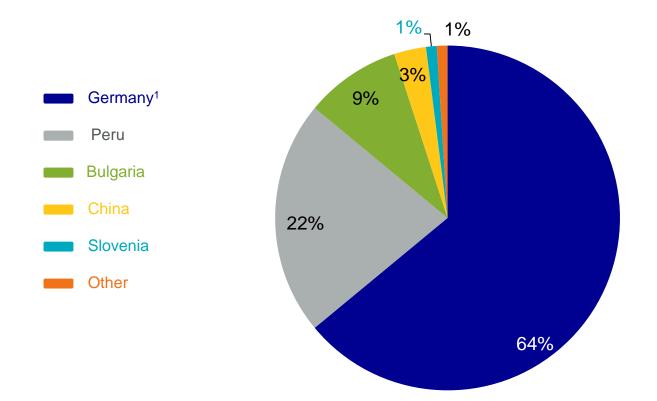


Group & Segment Financials

Fraport AG

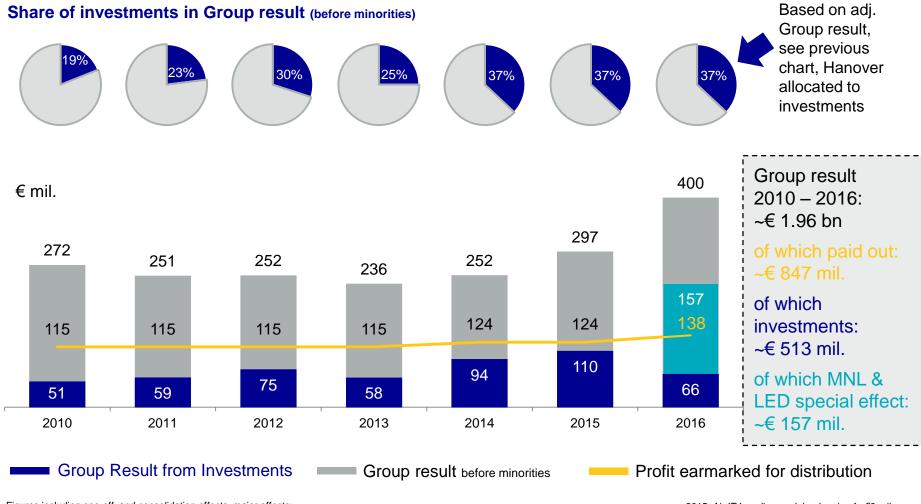
# Fraport Group Split of Group Result

Group Result adjusted for Manila and St. Petersburg one-off effects as well as negative net result contributions from, e.g., Antalya



<sup>1</sup> Including creation of €37.7 mil. staff-related provision, €22.4 mil. impairment on FraSec & 1.1 percentage points net result contributions from German investments like Hanover airport

# Fraport Group Growing Share of Investments



Figures including one-off, and consolidation effects, major effects:

2010: Release of tax provisions of ~€80 mil.

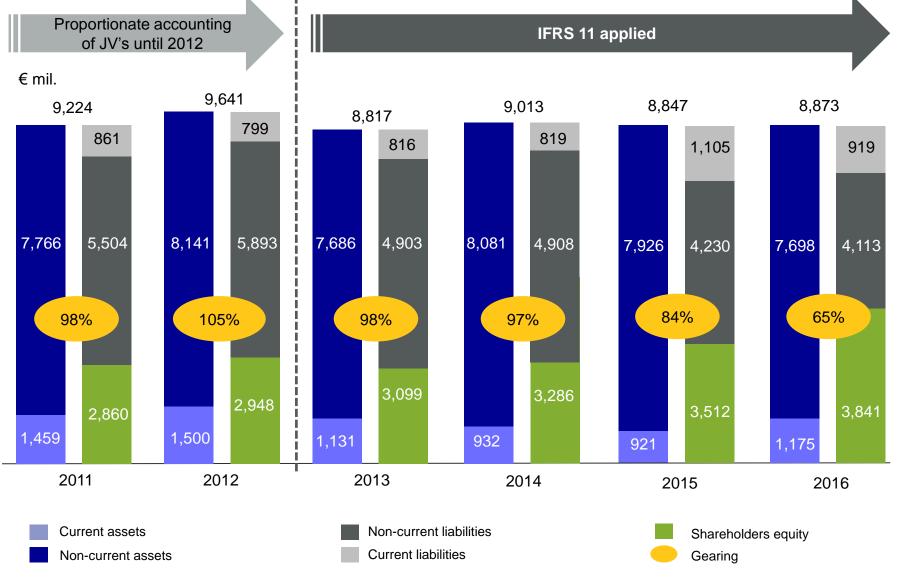
2012: Adjusted for IAS19; extraordinary profit from Asset Management in Financial Result

2014: AMU Holdings Inc. and Ljubljana included since August 2014 and October 2014, respectively

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

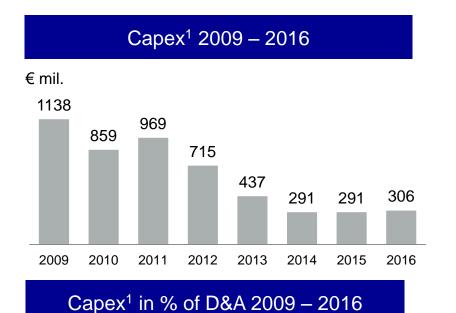
2016: €35.9 mil. impact from disposal of a 10.5% stake in St. Petersburg, in addition: €121.4 mil. Impact from MNL compensation payment, €-37.7 mil. EBITDA impact from creation of staff-related provision, €22.4mil. impairment on FraSec and €7.4mil. write-down on Fraport USA

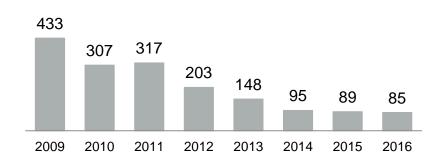
# Fraport Group Balance Sheet



Group & Segment Financials

# Fraport Group Capex and Cash Flow Overview

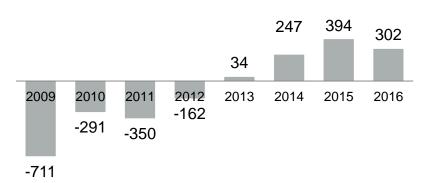




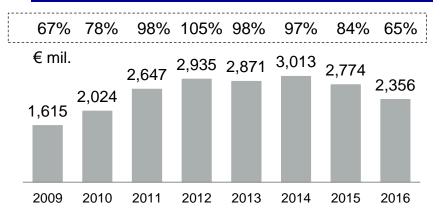
# Since 2013 IFRS 11 has been applied

## Free Cash Flow<sup>2</sup> 2009 – 2016

€ mil.

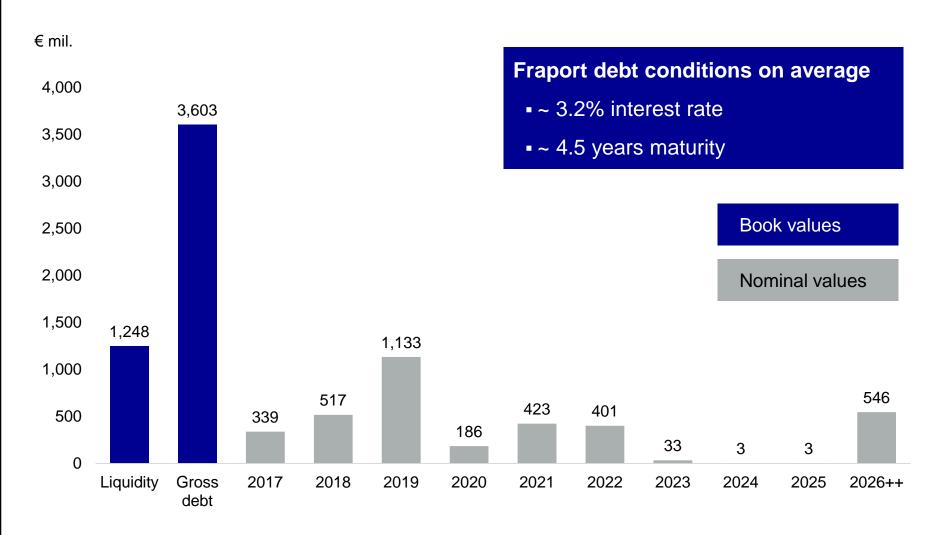


Net debt & Gearing 2009 – 2016



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

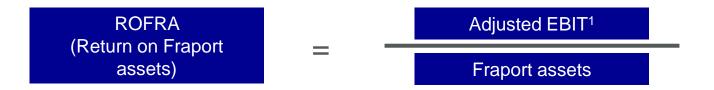
## Fraport Group Maturity Profile & Cash Position (as of December 31, 2016)



## Fraport Group Value Management

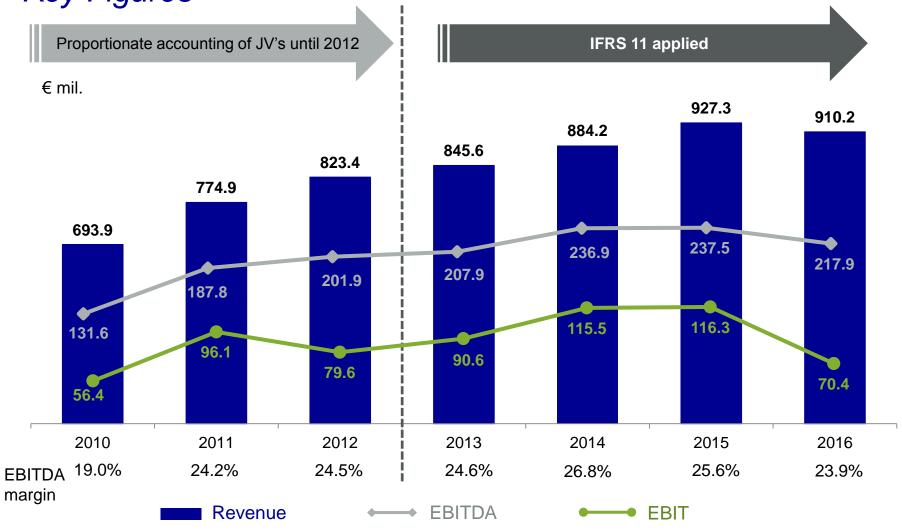
## 2016 WACC: 8.6% 2015 WACC: 8.6%

€ mil.		port oup	Aviation		Retail & Real Estate		Ground Handling		External Activities & Services	
	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016
Adjusted EBIT <sup>1</sup>	569.1	691.0	116.3	70.4	294.7	283.1	7.0	-3.4	151.0	340.9
Fraport assets	6,071	6,069	2,481	2,464	1,888	1,903	609	604	1,094	1,098
Costs of capital before tax	522.1	522.0	213.4	211.9	162.3	163.7	52.4	52.0	94.1	94.4
Fraport value added before tax	46.9	169.1	-97.1	-141.5	132.3	119.4	-45.3	-55.4	56.9	246.4
ROFRA	9.4%	11.4%	4.7%	2.9%	15.6%	14.9%	1.2%	-0.6%	13.8%	31.0%



<sup>1</sup> EBIT including investments accounted for using the equity method, Figures including one-off effects, see also Group and segment results

# Segment Aviation Key Figures



Figures including special and consolidation effects, main effects are:

2012: Figures adjusted for IAS 19

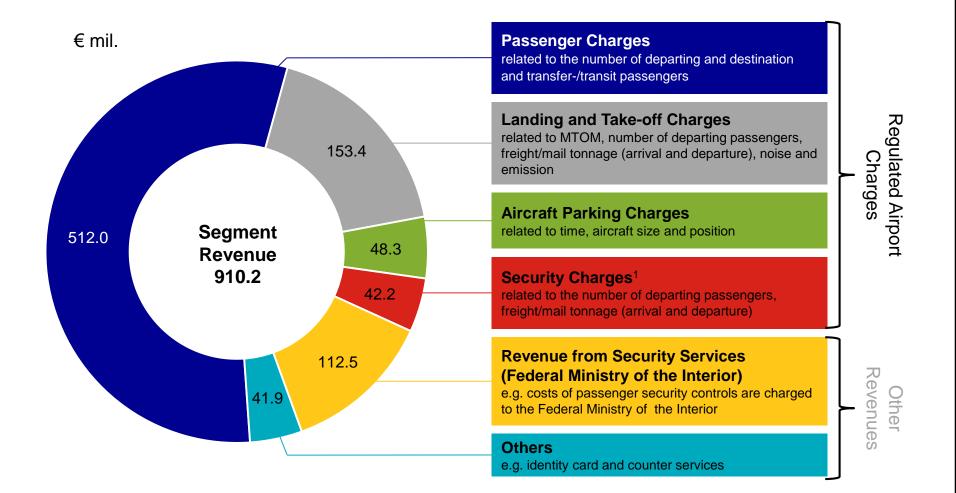
2013: From 2014 IFRS11 "Joint arrangements" is applied, 2013 retrospectively adjusted

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

Group & Segment Financials

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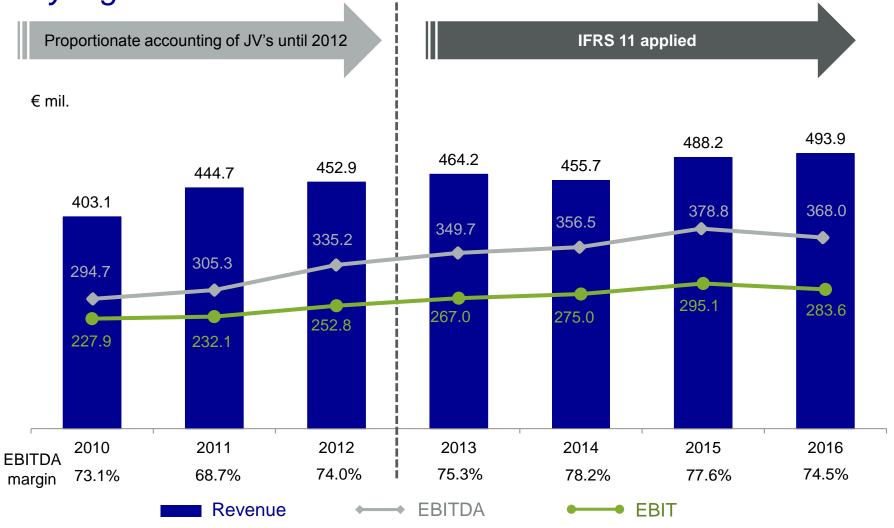
## Segment Aviation Revenue Split



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

Fraport AG

## Segment Retail & Real Estate Key Figures



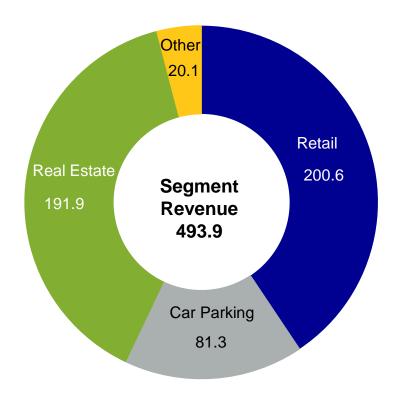
Figures including special and consolidation effects, main effects are:

2012: Figures adjusted for IAS 19

2013: From 2014 IFRS11 "Joint arrangements" is applied, 2013 retrospectively adjusted 2016: €-2.1 mil. EBITDA impact from creation of staff-related provision

## Segment Retail & Real Estate Revenue Split

#### € mil.



#### Retail

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

## Car Parking

- Parking charges

#### **Real Estate**

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

## Segment Retail & Real Estate Retail Revenue Split

**Services** 56.3 Retail **Revenue**<sup>1</sup> Shopping 212.4 122.8 Advertising 33.4

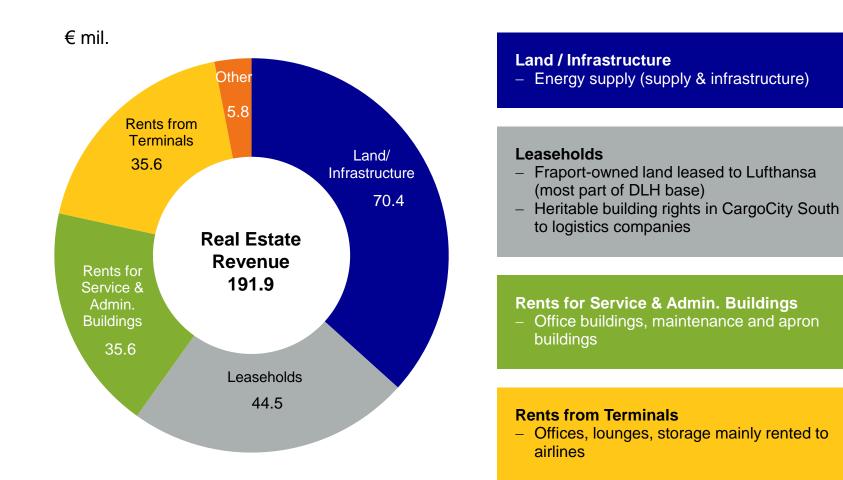
Retail Segments	Outlets <sup>2</sup>		
Duty Free & Travel Value	22		
Specialty Shops	147		
Food & Beverages <sup>3</sup>	70		
Other Services, e. g. Car Rental <sup>4</sup>	56		

<sup>1</sup> Retail revenue according to old segment structure, including IT services for passengers <sup>2</sup> As of Dec 31, 2016 <sup>3</sup> Including mobile sales units <sup>4</sup> Excluding ATMs

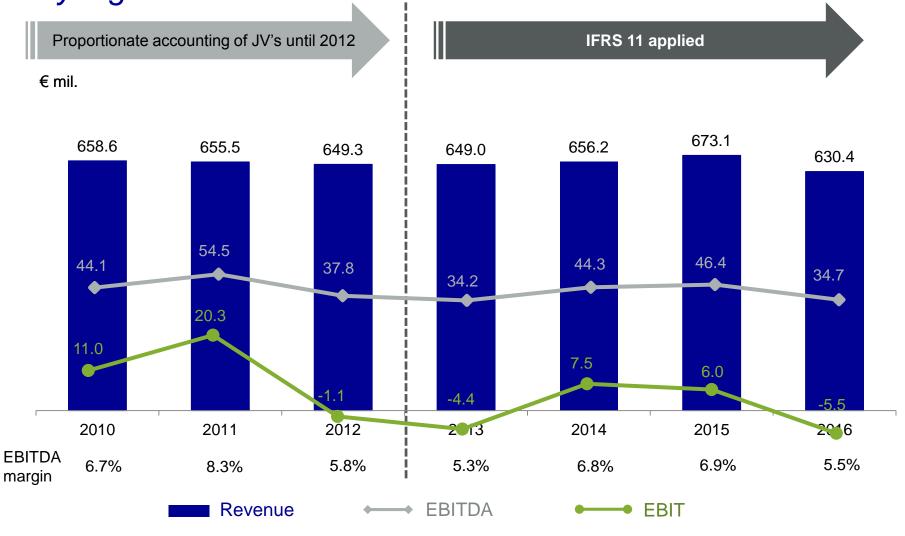
€ mil.

Fraport AG

## Segment Retail & Real Estate Real Estate Revenue Split



# Segment Ground Handling Key Figures

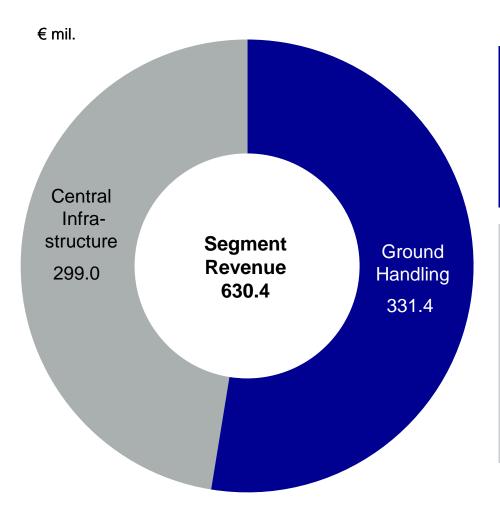


Figures including special and consolidation effects, main effects are:

2012: Figures adjusted for IAS 19

2013: From 2014 IFRS11 "Joint arrangements" is applied, 2013 retrospectively adjusted 2016: €-18.7 mil. EBITDA impact from creation of staff-related provision

## Segment Ground Handling Revenue Split



#### **Ground Handling charges**

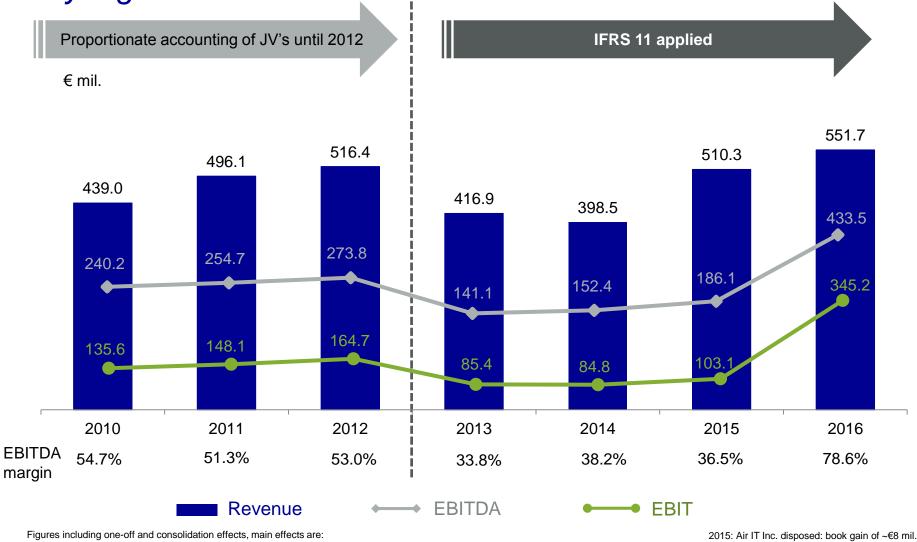
- For services provided to airlines including:
- Ramp services
- Passenger services
- Cargo Services

#### **Central Infrastructure charges**

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

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

# Segment External Activities & Services Key Figures



2012: Figures adjusted for IAS19

2013: From 2014 IFRS11 "Joint arrangements" is applied, 2013 retrospectively adjusted

2014: Fraport USA (AMU) and Ljubljana included since August 2014 and October 2014, respectively

2016: €40.1 mil. EBITDA impact from disposal of a 10.5% stake in St. Petersburg, in addition: €198.8 mil. EBITDA impact from MNL compensation payment, €-7.9 mil. EBITDA impact from creation of staff-related provision & €7.4mil. write down on Fraport USA

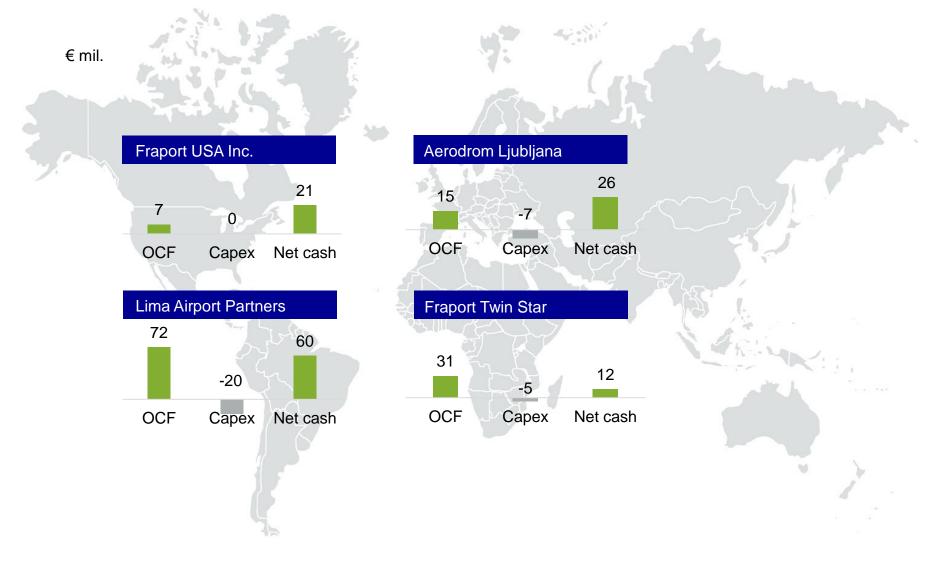
#### Group & Segment Financials

## Segment External Activities & Services Performance of Major Investments

Airport/Company	Revenue	EBITDA	Net Profit	Revenue	EBITDA	Net Profit	CAGR 2010-2016	CAGR 2010-2016	CAGR 2010-2016	
		2016			2015					
Fraport USA (Airmall) Growth vs. 2015 Δ %	62.9 5.4	12.0 1.7	-0.6 >-100	59.7	11.8	3.7	27.6	12.4		
Ljubljana Growth vs. 2015 Δ %	36.0 3.4	<b>14.5</b> 23.9	<b>2.0</b> -23.1	34.8	11.7	2.6	1.2	3.1	-14.1	
Lima Growth vs. 2015 Δ %	<b>305.7</b> 10.0	<b>110.8</b> 10.7	<b>53.5</b> 16.6	277.9	100.1	45.9	17.7	17.7	31.9	
Twin Star Growth vs. 2015 Δ %	<b>63.8</b> 18.4	<b>40.8</b> 25.9	<b>21.3</b> 61.4	53.9	32.4	13.2	9.7	14.1	20.6	
Antalya Growth vs. 2015 Δ %	180.9 -39.9	<b>141.1</b> -45.4	<b>-32.2</b> >-100	301.0	258.3	59.2	-7.5	-8.2		
St Petersburg Growth vs. 2015 Δ %	<b>194.0</b> -16.8	105.7 -15.7	<b>-0.8</b> 90.9	233.1	125.4	-8.8	17.8	33.5		
Hanover Growth vs. 2015 Δ %	<b>147.6</b> 1.0	28.9 2.1	<b>2.8</b> -26.3	146.1	28.3	3.8	1.2	11.9		
Xi'an Growth vs. 2015 $\Delta$ %	213.4 <sub>6.3</sub>	<b>97.1</b> 14.6	30.4 48.3	200.7	84.7	20.5	24.3	23.9	10.7	

Revenue incl. IFRIC 12, Ljubljana & Fraport USA started during 2014, Delhi not included

## Segment External Activities & Services Capex and Cash Flow of fully consolidated Investments



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#6 Management, Share & Further Information

## Management CEO: Dr. Stefan Schulte



### **CEO since September 2009**

Responsible for:

- Global Investments and Management
- Airport Expansion South
- Corporate Development, Environment and Sustainability
- Corporate Communications

- 2007 2009: Vice Chairman and COO of Fraport AG
- 2003 2007: CFO of Fraport AG
- 2001 2003: CFO of Deutz AG, responsible for finance and human resources
- CFO of Infostrada S.p.A., the Mannesmann/Vodafone group's Italian fixed-network subsidiary in Milan
- Divisional director at Mannesmann Arcor
- Deutsche Bank's group development department
- 1991: Doctorate degree

## Management COO: Anke Giesen



### COO since September 2014

Responsible for:

- Airport Security Management
- Airside and Terminal Management, Corporate Safety and Security
- Retail and Properties
- HR Top Executives
- Legal Affaires and Compliance

- 2012 2014: Executive Director Ground Handling of Fraport AG
- 2009 2012: Director Labor Relations and Member of the Executive Board at Douglas Holding AG
- 2004 2009: Head of Human Resources and Member of the Management Board at Pfleiderer AG
- 2001 2004: Several management positions at Pfleiderer AG
- 1992 2001: Specialist for Human Resources and Management Personnel in the mechanical and electrical engineering sector at Mannesmann Dematic AG
- Studied Law

## Management CHRO: Michael Müller



### CHRO since October 2012

Responsible for:

- Ground Services
- Human Resources (HR)
- Internal Auditing
- Central Purchasing, Construction Contracts

- 2009 2012: Senior Executive VP Ground Handling of Fraport AG
- 1997 2009: Senior Vice President HR of Fraport AG
- 1993 1997: Several management positions in the HR department of Flughafen Frankfurt/Main AG (former name of Fraport AG)
- 1984 1993: Staff function reporting to CHRO of Flughafen Frankfurt/Main AG
- Studied Economics

## Management CFO: Dr. Matthias Zieschang



## Fraport AG's CFO since April 2007

Responsible for:

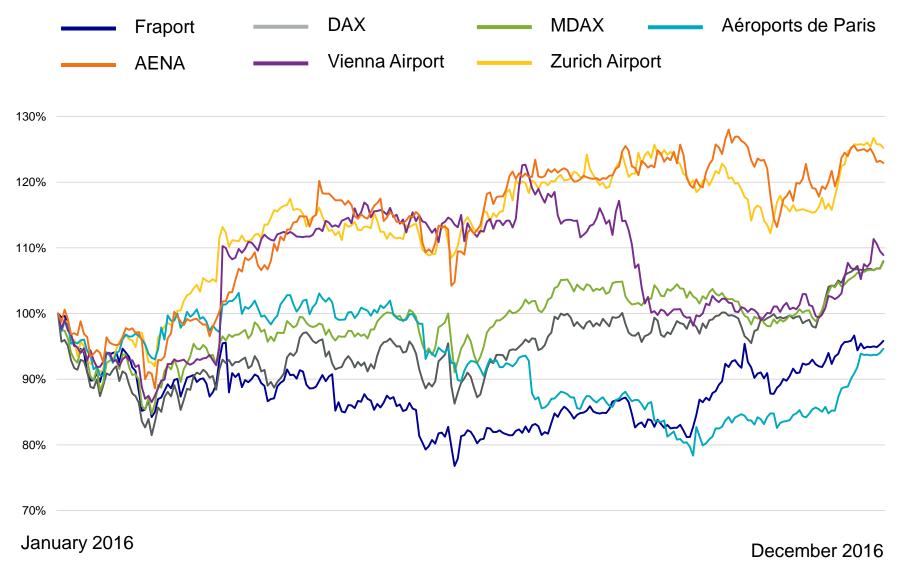
- Integrated Facility Management
- Information and Telecommunication
- Corporate Infrastructure Management
- Controlling
- Finance and Investor Relations
- Accounting

- 2001 2007: CFO of Deutsche Bahn Netz AG
- 1999 2001: CFO of Scandlines AG (shipping line)
- 1997 1999: Head of Project & Investment Financing at Deutsche Bahn AG (DB AG)
- 1994 1997: Head of Financial Strategy & Planning at DB AG
- 1990 1994: Specialist capital market financing at BASF AG
- Assistant lecturer at the Technical University of Darmstadt
- Studied national economics and business administration

# Share Key Data

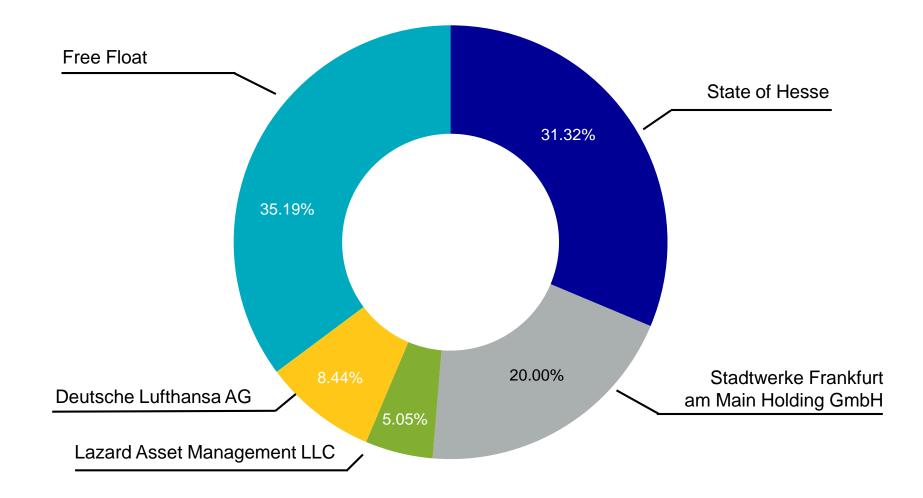
ISIN:	DE0005773303
Share symbol:	FRA GR (Bloomberg) FRAG.DE (Reuters)
Class of share:	Ordinary bearer shares with a notional par value of $\in$ 10.00 each
Capital stock (acc. to IFRS):	€ 924.3 million
Calculated par value per share:	€ 10.00
Number of floating shares on Dec. 31, 2016 <sup>1</sup> :	92,357,054
Listing:	Frankfurt Stock Exchange – official trading (Prime Standard), MDAX <sup>2</sup>
Sustainability Share Indices:	FTSE4Good-Index, Euronext Vigeo (Eurozone 120), Ethibel Sustainable Index (ESI) Excellence Europe, Germany Ethik 30 Stock Index
IPO:	June 11, 2001
Placement price:	€35.00

## Share Stock Performance



Fraport AG

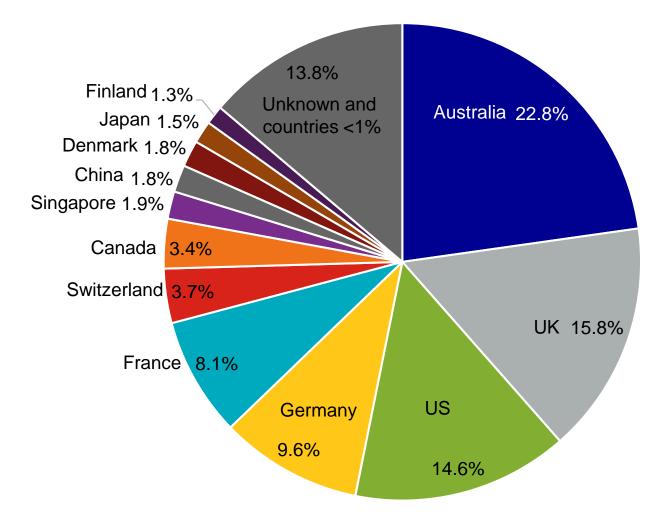
## Share Shareholder Structure as of December 31, 2016<sup>1</sup>



<sup>1</sup> Shareholdings adjusted to total number of shares as of Dec. 31, 2016, shareholdings <3% allocated to Free Float

Management, Share & Further Information

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



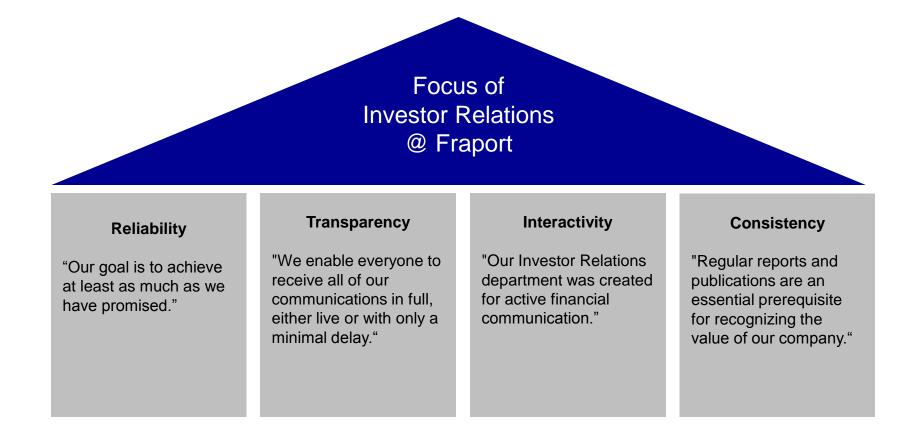
<sup>1</sup> Free Float without State of Hesse, Stadtwerke Frankfurt, Lufthansa & treasury shares. Holdings held by different subsidiaries were not pooled. Source: IPREO February 2017

## Share Historic Figures

		2008	2009	2010	2011	2012	2013	2014	2015	2016
Year-end closing price	€	30.91	36.28	47.16	38.00	43.94	54.39	48.04	58.94	56.17
Highest price	€	54.34	38.80	48.78	58.10	49.37	57.41	57.77	62.30	58.94
Lowest price	€	23.67	22.46	34.40	37.60	38.41	42.33	47.19	48.04	45.25
Annual performance (including dividend)	%	-40.4	21.1	33.2	-16.8	18.9	26.6	-9.4	25.5	-2.4
Earnings per share (basic)	€	2.07	1.60	2.86	2.62	2.59	2.40	2.54	3.00	4.07
Dividend per share <sup>1</sup>	€	1.15	1.15	1.25	1.25	1.25	1.25	1.35	1.35	1.50 <sup>1</sup>
Dividend yield on Dec. 31 <sup>1</sup>	%	3.7	3.2	2.7	3.3	2.8	2.3	2.8	2.3	2.7 <sup>1</sup>
Payout ratio <sup>1</sup>	%	55.7	70.8	44.0	48.0	48.5	52.2	53.1	45.1	36.9 <sup>1</sup>
Price-earnings ratio		14.9	22.7	16.5	14.5	17.0	22.7	18.9	19.6	13.8
Average trading volume per day (XETRA)	number	296,704	163,070	160,634	190,671	156,604	118,554	100,101	151,188	173,666
Market capitalization on Dec. 31	€ million	2,835	3,333	4,335	3,494	4,052	5,020	4,436	5,443	5,192
Total number of shares on Dec. 31	million	91.7	91.9	91.9	92.0	92.2	92.3	92.3	92.4	92.4
Number of floating shares on Dec. 31	million	91.6	91.8	91.8	91.9	92.1	92.2	92.3	92.3	92.3

<sup>1</sup> Proposed dividend for fiscal year 2016, payout ratio in relation to profit attributable to shareholders of Fraport AG, not Group result

# Further Information IR Strategy



# Further Information IR Contact

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# Further Information IR Dates

#### 2017 Financial Calendar

Q1 interim release	Tuesday, May 9
Annual General Meeting	Tuesday, May 23
Q2 / 6M interim report	Thursday, August 3
Q3 / 9M interim release	Thursday, November 2

## The latest IR Information

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

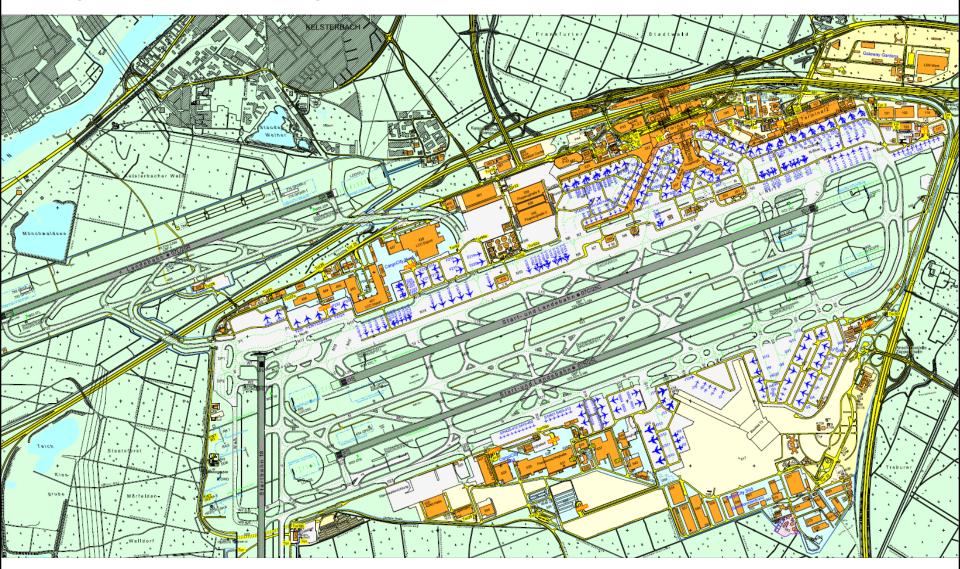
#### 2017 Traffic Calendar

Wednesday, April 12
Thursday, May 11
Tuesday, June 13
Wednesday, July 12
Thursday, August 10
Tuesday, September 12
Thursday, October 12
Friday, November 10
Tuesday, December 12
Monday, January 15, 2018

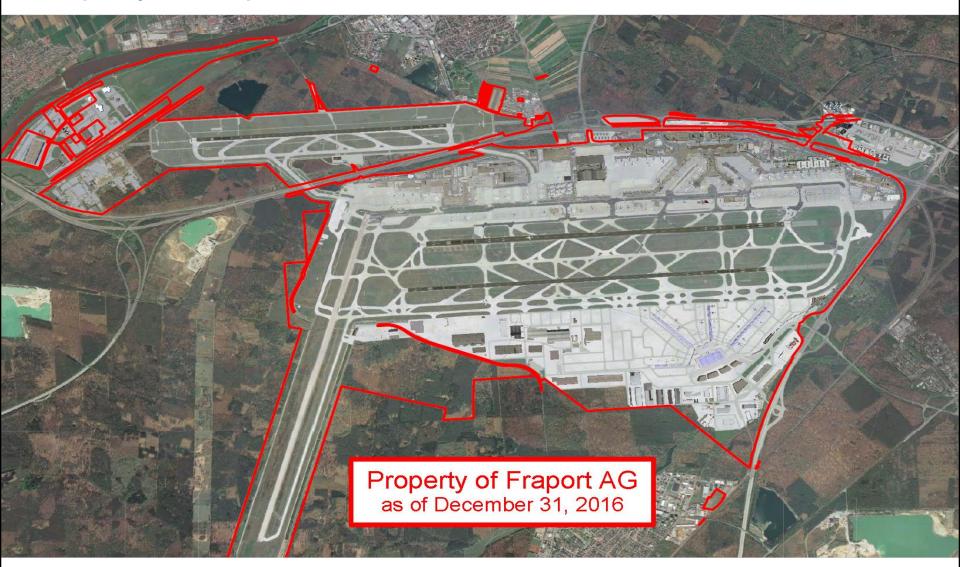
## www.meet-ir.com

Here you find additional information, dates of roadshows and conferences and downloads of the latest presentations & publications.

## Further Information Map of Frankfurt Airport



## Further Information Property of Fraport AG



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