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137 Exe. Director Labor Relations: Michael Müller  
138 COO: Peter Schmitz  
139 CFO: Dr. Matthias Zieschang  
140 Glossary I  
141 Investor Relations – IR Contact – meet IR  
142 Investor Relations – IR Service – meet IR  
  
Map of Frankfurt Airport incl. Terminal 3 (planned) and Northwest Runway  
  
Imprint
Map of Frankfurt Airport incl. Terminal 3 (planned) and Northwest Runway, as of January 2014

- Public operational area
- Non-public operational area
- CargoCity North
- CargoCity South
- Movement area
- Airport perimeter fence

Scale: approx. 1: 26,000
Disclaimer

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Fraport at a Glance

Overview
Overview

Features of Fraport Group

- Fraport AG – Frankfurt Airport Services Worldwide – based in Frankfurt/Main, Germany
- Owns and operates Frankfurt Airport, Germany’s biggest hub airport as well as other airports around the world
- IPO in June 2001
- 197.8 million passengers at all airports of Fraport Group in 2013*
  - 103.5 million passengers at majority-owned airports (with an interest of at least 50%)
  - 80.8 million passengers at minority-owned airports
  - The Fraport Group employs 20,947** people, thereof 19,009 in Germany
- Fraport generated in 2013 revenue of € 2.6 billion, EBITDA of € 880 million and a Group Result of € 236 million***

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* Riyadh/Jeddah not included, Cairo ended beginning of 2014 ** Average number of employees excl. apprentices & employees on leave *** Rounded figures, group result before minorities

Overview

History of Fraport Group

1924 Opening of the 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
1939–1945 World War II: Construction of first runway
1945 End of World War II: 77% of the airport destroyed, US Troops took over control
1949 Second Runway (South) constructed in less than a year during the Berlin airlift
1954–1955 Foundation of Flughafen Frankfurt/Main AG – Resumption of civil aviation services
1972 Inauguration of Terminal 1
1984 Third Runway (West) goes into service
1994 Inauguration of Terminal 2
2001 Initial Public Offering: new company name “Fraport AG”
1997 until today Focus on international activities: Acquisition of Hanover, Frankfurt-Hahn, Delhi, Antalya, Lima, Varna & Burgas, X’ian, Saint Petersburg; Management Contracts with Riyadh & Jeddah, Cairo, Dakar
2008 Construction start of Pier A-Plus
2009 Construction start of the Runway Northwest
2011 Inauguration of the Runway Northwest
2012 Inauguration of Pier A-Plus
## Overview

### Traffic Figures of Fraport Group in Detail 2013

<table>
<thead>
<tr>
<th>Location</th>
<th>Passengers (in 000)</th>
<th>Share in %</th>
<th>Cargo (in %)</th>
<th>Movements</th>
<th></th>
<th>In %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frankfurt</td>
<td>58,037</td>
<td>0.9</td>
<td>2,095</td>
<td>473</td>
<td>–2.0</td>
<td></td>
</tr>
<tr>
<td>Antalya¹</td>
<td>26,716</td>
<td>7.1</td>
<td>n. a.</td>
<td>169</td>
<td>6.4</td>
<td></td>
</tr>
<tr>
<td>Lima²</td>
<td>14,913</td>
<td>11.9</td>
<td>297</td>
<td>153</td>
<td>3.2</td>
<td></td>
</tr>
<tr>
<td>Burgas</td>
<td>2,480</td>
<td>4.2</td>
<td>3</td>
<td>18</td>
<td>–2.2</td>
<td></td>
</tr>
<tr>
<td>Varna</td>
<td>1,319</td>
<td>8.0</td>
<td>&lt;1</td>
<td>12</td>
<td>7.2</td>
<td></td>
</tr>
<tr>
<td>St Petersburg</td>
<td>12,854</td>
<td>15.2</td>
<td>n. a.</td>
<td>137</td>
<td>9.4</td>
<td></td>
</tr>
<tr>
<td>Hanover</td>
<td>5,235</td>
<td>–1.0</td>
<td>15</td>
<td>76</td>
<td>–5.1</td>
<td></td>
</tr>
<tr>
<td>Xiamen</td>
<td>26,046</td>
<td>11.2</td>
<td>179</td>
<td>225</td>
<td>10.7</td>
<td></td>
</tr>
<tr>
<td>Delhi</td>
<td>36,712</td>
<td>7.3</td>
<td>596</td>
<td>309</td>
<td>1.3</td>
<td></td>
</tr>
<tr>
<td>Cairo³</td>
<td>13,578</td>
<td>–7.7</td>
<td>n. a.</td>
<td>142</td>
<td>–0.3</td>
<td></td>
</tr>
<tr>
<td>Group total⁴</td>
<td>197,891</td>
<td>5.2</td>
<td>3,183</td>
<td>1,715</td>
<td>2.3</td>
<td></td>
</tr>
</tbody>
</table>

1) Equity Share 50% & voting rights 51%; proportionate consolidation
2) 73.01%
3) Management contract ended at the beginning of 2014
4) Management contract Saudi Arabia not included

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## Overview

### Group Portfolio 2013

- **Dr. Stefan Schulte**
  - Chief Executive Officer

- **Anke Giesen**
  - Executive Director Ground Handling

- **Michael Müller**
  - Executive Director Labor Relations

- **Peter Schmitz**
  - Executive Director Operations

- **Dr. Matthias Zieschang**
  - CFO

### Aviation
- Airside and Terminal Management
- Corporate Safety and Security
- Airport Security Management

### Retail & Real Estate
- Retail and Properties (retail activities, parking facility management, leasing and marketing of real estate)

### Ground Handling
- Ground Services (ramp, passenger, baggage and cargo services)

### External Activities & Services
- Global Investments and Management
- Facility Management
- Information and Telecommunications
- Corporate Infrastructure Management

### Financials
- Revenue: € 845.2 mil.
- EBITDA: € 205.4 mil.
- EBIT: € 88.1 mil.
- Employees: 6,194

- Revenue: € 469.0 mil.
- EBITDA: € 350.7 mil.
- EBIT: € 267.9 mil.
- Employees: 9,945

- Revenue: € 666.2 mil.
- EBITDA: € 382.2 mil.
- EBIT: € 23.6 mil.
- Employees: 5,017

- Revenue: € 591.0 mil.
- EBITDA: € 285.9 mil.
- EBIT: € 174.4 mil.
- Employees: 5,066

---

*Executive Director Controlling & Finance*

**Average number of employees excluding apprentices and employees on leave**
Overview
Group Financial Performance*

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>Group Result</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>2,088.8</td>
<td>542.5</td>
<td>168.4</td>
</tr>
<tr>
<td>2006</td>
<td>2,143.9</td>
<td>578.4</td>
<td>239.1</td>
</tr>
<tr>
<td>2007</td>
<td>2,329.0</td>
<td>580.5</td>
<td>228.2</td>
</tr>
<tr>
<td>2008</td>
<td>2,101.6</td>
<td>600.7</td>
<td>196.9</td>
</tr>
<tr>
<td>2009</td>
<td>2,010.3</td>
<td>562.7</td>
<td>152.0</td>
</tr>
<tr>
<td>2010</td>
<td>2,194.6</td>
<td>710.8</td>
<td>271.5</td>
</tr>
<tr>
<td>2011</td>
<td>2,371.2</td>
<td>622.3</td>
<td>250.8</td>
</tr>
<tr>
<td>2012</td>
<td>2,442.0</td>
<td>844.3</td>
<td>251.6</td>
</tr>
<tr>
<td>2013</td>
<td>2,581.4</td>
<td>860.2</td>
<td>235.7</td>
</tr>
</tbody>
</table>

*Figures including one-off, and consolidation effects, major effects included:
- 2006: Positive Group result effect from €198.0 ml. Manila payment in financial result, and €35.2 ml. tax effect
- 2007: €30 ml. Fraport impairment, positive deferred tax effect of €56.4 ml.
- 2008: Sale of ICTS investment on Apr 1, revenue effect of €626 ml. in 2008 and €47 ml. in 2009. Total EBITDA effect of €55.5 ml., additional: €32.9 ml. impairment on Hahn investment, with €11.5 ml. negative tax effect.
- Financial result positively impacted by €41.9 ml. Manila payment
- Sale of ICTS investment on Apr 1, revenue effect of €626 ml. in 2008 and €47 ml. in 2009.
- 2009: Sale of Hahn investment on Feb 28, revenue effect of €39 ml., and marginal EBITDA-effect, additional €200 ml. impairment on Ground Handling, and positive tax effect of €25.5 ml.
- 2010: Release of tax provisions of about €80 ml.
- 2012: Extraordinary profit from Asset Management in Financial Result, adjusted for €150
- 2013: From 2014 IFRS11 "Joint arrangements" is applied. 2013 will be retrospectively adjusted

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Fraport at a Glance
Corporate Strategy
Corporate Strategy

Agenda 2015

Taking Advantage of Growth Opportunities

Improving Profitability
Increasing Customer Satisfaction
Ensuring Sustainability

Implementing Investments

Corporate Strategy – Agenda 2015
Implementing Investments

Achievements so far:
• Opening of Pier A-Plus, Terminal 1, with a terminal capacity of 6 million passengers per year
• Redevelopment of Pier B, Terminal 1
• Opening of Runway Northwest
• Long-term parking positions on future apron of planned Terminal 3

Outlook:
• Continuous modernization of Terminal 1 and 2
• Development of Terminal 3
• Remodeling of Pier C
Corporate Strategy – Agenda 2015
Improving Profitability

Achievements so far
- Launch of new program to increase efficiency and create lean corporate structures in 2013
- Restructuring of Corporate Infrastructure Management and Facility Management

Outlook
- Program continuation to further improve our efficiency and flexibility
- Focus on growth by strengthening our sales department and the three main growth generators

* See “Growth Opportunities”

Corporate Strategy – Agenda 2015
Increasing Customer Satisfaction

Achievements so far
- Continuation of the strategic service program “Great to have you here!”
- Overall customer satisfaction stabilized at a high level of 80% satisfied passengers* in 2013 (coming from 70% in 2010)
- Awarding of hallmarks of excellence (Business destinations travel awards, Skytrax World’s Most Improved Airport etc.)

Outlook
- Implementation of a service charter including agreements with partner organizations at Frankfurt Airport
- Extending customized services for specific groups of passenger
- Improving (emotional) customer retention

* Satisfied customers: Customers who evaluated their overall satisfaction with the grades 1 or 2 (scale 1-6, 1 being the best grade) in Fraport’s passenger survey
Corporate Strategy – Agenda 2015
Ensuring Sustainability

Achievements so far

- Active noise abatement program in cooperation with airlines, German ATC authorities and neighboring municipalities
- CO₂ emissions per traffic unit at FRA reduced by 17% from 2005; introduction of an accounting-based controlling and reporting for energy consumption and CO₂ emissions
- Development of a mobility concept for company fleet which includes e.g. an increase in the ratio of electric cars
- Introduction of car-sharing for company cars
- Repeated listing in sustainability indices

Outlook

- Increasing the proportion of women in management positions and gradual expansion of performance-based salary
- Reducing carbon dioxide emissions per traffic unit at FRA by 30% in 2020 from 2005
- Group-wide roll-out of Codes of Conducts for employees and suppliers

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Corporate Strategy – Agenda 2015
Growth Opportunities (I)

Achievements so far

Retail
- Significant increase in retail revenue per passenger by over 8% to 3.60 € in 2013
- Successful establishment of new market places in Pier A
- Improvement of retail and food & beverage items in customer satisfaction in ASQ* survey

Outlook

Retail
- Modernization of transit area B-Non Schengen
- Opportunities of multichannel retailing and changing business models offer further growth potential

* American Society for Quality
Corporate Strategy – Agenda 2015
Growth Opportunities (II)

Achievements so far

Real Estate
- Commercialization of "Mönchhof Site" (approx. 56%), "Gateway Gardens" (approx. 30%) and the expansion of "CargoCity South"
- Property management contracts for landmark buildings in Frankfurt and neighboring cities

Outlook

Real Estate
- Further marketing and development of "Mönchhof Site", "Gateway Gardens" and "CargoCity South"
- Further expansion of property management portfolio

Corporate Strategy – Agenda 2015
Growth Opportunities (III)

Achievements so far

External Activities
- Fraport AG holds shares or management contracts in 12 airports on four continents*
- EBITDA share of 33% in 2013

Outlook

External Activities
- Further development of international activities – interested in emerging as well as in mature infrastructures

* Cairo management contract ended at the beginning 2014; incl. concession contract of future Dakar airport
Fraport and Market Environment

Features of Frankfurt Airport

- Biggest passenger airport in Germany
  - 58 mil. passengers in 2013
  - 99 airlines fly to 252 destinations in 107 countries
- Leading cargo hub in Europe
  - 2.1 mil. metric tons of freight and mail in 2013
  - 26 cargo airlines flying to 82 destinations in 47 countries
- Nearly 40% of cargo volume is transported in bellies of passengers aircraft
- Leading cargo hub – enhances airline yields via belly freight
- Europe’s largest catchment area
  - 38 million people or about 47% of the German population live within a 200km radius from FRA
- 174 ICE and long-distance trains and 223 regional trains per day
- 6 mil. passengers per year use the long-distance trains to and from FRA (~21% of originating passengers)
- Frankfurt Airport – top of the hubs
  - High connectivity with more than 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

* Winter flight schedule 2013/14  ** 2012 data
Features of Frankfurt Airport

Biggest Catchment Area of all European Hubs

Population of surrounding catchment areas in mil.

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

Source: SVP Deutschland AG. Consulting & Research, 2005

Features of Frankfurt Airport

Largest German Companies within Catchment Area
**Features of Frankfurt Airport**

**High Purchasing Power around FRA**

Purchasing power in catchment area of FRA above average

Different kinds of customers:
- Employees
  - ~ 78,000 employees at FRA
- Passengers with high purchasing power
  - 58 million passengers in 2013, thereof:
    - 45% O&D with purchasing power above German average
    - 55% transfer with extremely high purchasing power, e.g., from China, Russia, USA or the Middle East

Source: MB-Research, 2013

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**Features of Frankfurt Airport**

**Traffic focusing on Mega Hubs in Europe**

Only three Airbus A380 bases in Europe

<table>
<thead>
<tr>
<th>Airline</th>
<th>A380s in Europe</th>
<th>Airport</th>
<th>Airport Pass. (mil.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>British Airways</td>
<td>4 (12)</td>
<td>LHR</td>
<td>72.4</td>
</tr>
<tr>
<td>Virgin Atlantic</td>
<td>0 (6)</td>
<td>LHR</td>
<td>72.4</td>
</tr>
<tr>
<td>Air France</td>
<td>9 (12)</td>
<td>CDG</td>
<td>62.1</td>
</tr>
<tr>
<td>Lufthansa</td>
<td>10 (14)</td>
<td>FRA</td>
<td>58.0</td>
</tr>
</tbody>
</table>

Sources: Airbus, LH, Sabre ADI, Wiki

Intercontinental traffic in Europe

Three strong alliances dominate more than 60% of market

Reference parameter: intercontinental seats as % of Europe for the week commencing 5 January 2014
### Features of Frankfurt Airport

#### Slot Capacity of European Hub Airports

<table>
<thead>
<tr>
<th>Airport</th>
<th>Existing runways</th>
<th>Slot capacity</th>
<th>Planned runways</th>
<th>Target Capacity</th>
</tr>
</thead>
<tbody>
<tr>
<td>London-Heathrow</td>
<td>2 independently usable</td>
<td>80 mov/h</td>
<td>0</td>
<td>n.a.</td>
</tr>
<tr>
<td>Paris-Ch.d.Gaulle</td>
<td>4 2 doublets, each independently</td>
<td>117 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Frankfurt</td>
<td>4 not independently usable</td>
<td>98–100 mov/h*</td>
<td>0</td>
<td>126 mov/h</td>
</tr>
<tr>
<td>Madrid</td>
<td>4 independently usable</td>
<td>98 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Amsterdam</td>
<td>6 not independently usable</td>
<td>110 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Munich</td>
<td>2 independently usable</td>
<td>90 mov/h</td>
<td>1 City of Munich opposing due to public referendum</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Zurich</td>
<td>3 not independently usable</td>
<td>66 mov/h</td>
<td>0 Optimization of existing runways</td>
<td>n.a.</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>Brussels</td>
<td>3 not independently usable</td>
<td>74 mov/h</td>
<td>0</td>
<td>n.a.</td>
</tr>
</tbody>
</table>

* 08 Movements/hour (>2 for ad-hoc traffic e.g. general aviation)

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### Features of Frankfurt Airport

**Intercontinental Traffic is concentrated in Frankfurt**

- Frankfurt is No. 1 airport in European catchment area and intermodality
- Frankfurt is No. 1 airport in Germany, No. 3 in Europe and No. 12 worldwide
- Frankfurt is the intercontinental airport in Germany and No. 1 Star Alliance hub in Europe
- Wide body share*
  - Frankfurt: 22%
  - Munich: 8%
  - Düsseldorf: 6%
  - Hamburg: 2%

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* Source: Statistisches Bundesamt (Federal Statistical Office), only commercial traffic
* Only Commercial Traffic, rankings related to Passengers, wide body share related to Passengers and Cargo (rounded figures) (%)
Features of Frankfurt Airport
Passenger Development since 1980

- Monthly development
- Gliding 12-months average
- Linear trend

- Capacity constraints
- Ash cloud
- 2nd oil crisis
- Gulf war
- September-11
- War on Iraq / SARS
- Economy downturn / high oil price

Features of Frankfurt Airport
Top 30 Passenger Airports in the World*

<table>
<thead>
<tr>
<th>Airports</th>
<th>PAX (m)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Atlanta</td>
<td>94.4</td>
<td>(1.1)</td>
</tr>
<tr>
<td>2 Beijing</td>
<td>83.7</td>
<td>2.2</td>
</tr>
<tr>
<td>3 London</td>
<td>72.4</td>
<td>3.3</td>
</tr>
<tr>
<td>4 Tokyo</td>
<td>68.9</td>
<td>3.3</td>
</tr>
<tr>
<td>5 Chicago</td>
<td>66.9</td>
<td>0.1</td>
</tr>
<tr>
<td>6 Los Angeles</td>
<td>66.7</td>
<td>4.7</td>
</tr>
<tr>
<td>7 Dubai</td>
<td>66.4</td>
<td>15.2</td>
</tr>
<tr>
<td>8 Paris</td>
<td>62.1</td>
<td>0.7</td>
</tr>
<tr>
<td>9 Dallas</td>
<td>60.4</td>
<td>3.2</td>
</tr>
<tr>
<td>10 Jakarta</td>
<td>59.7</td>
<td>3.4</td>
</tr>
<tr>
<td>11 Hong Kong</td>
<td>59.6</td>
<td>6.3</td>
</tr>
<tr>
<td>12 Frankfurt</td>
<td>58.0</td>
<td>0.9</td>
</tr>
<tr>
<td>13 Singapore</td>
<td>53.7</td>
<td>5.0</td>
</tr>
<tr>
<td>14 Amsterdam</td>
<td>52.6</td>
<td>3.0</td>
</tr>
<tr>
<td>15 Denver</td>
<td>52.6</td>
<td>(1.1)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Airports</th>
<th>PAX (m)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>16 Guangzhou</td>
<td>52.5</td>
<td>8.6</td>
</tr>
<tr>
<td>17 Bangkok</td>
<td>51.4</td>
<td>(3.1)</td>
</tr>
<tr>
<td>18 Istanbul</td>
<td>51.2</td>
<td>13.6</td>
</tr>
<tr>
<td>19 New York</td>
<td>50.4</td>
<td>2.3</td>
</tr>
<tr>
<td>20 Kuala Lumpur</td>
<td>47.5</td>
<td>19.1</td>
</tr>
<tr>
<td>21 Shanghai</td>
<td>47.2</td>
<td>5.2</td>
</tr>
<tr>
<td>22 San Francisco</td>
<td>44.9</td>
<td>1.2</td>
</tr>
<tr>
<td>23 Charlotte</td>
<td>43.5</td>
<td>5.4</td>
</tr>
<tr>
<td>24 Las Vegas</td>
<td>41.9</td>
<td>0.5</td>
</tr>
<tr>
<td>25 Incheon</td>
<td>41.7</td>
<td>6.5</td>
</tr>
<tr>
<td>26 Miami</td>
<td>40.6</td>
<td>2.8</td>
</tr>
<tr>
<td>27 Phoenix</td>
<td>40.3</td>
<td>(0.3)</td>
</tr>
<tr>
<td>28 Houston</td>
<td>39.9</td>
<td>(0.1)</td>
</tr>
<tr>
<td>29 Madrid</td>
<td>39.7</td>
<td>(12.1)</td>
</tr>
<tr>
<td>30 Munich</td>
<td>38.7</td>
<td>0.8</td>
</tr>
</tbody>
</table>

* Total passengers exchanged and replenished, passengers in transit counted once; ACI figures, preliminary
Slide 29

Features of Frankfurt Airport
Top 30 Cargo Airports in the World*

<table>
<thead>
<tr>
<th>Airports</th>
<th>Cargo (000 t)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Hong Kong</td>
<td>4,156</td>
<td>2.2</td>
</tr>
<tr>
<td>2 Memphis</td>
<td>4,138</td>
<td>3.0</td>
</tr>
<tr>
<td>3 Shanghai</td>
<td>2,329</td>
<td>(0.4)</td>
</tr>
<tr>
<td>4 Incheon</td>
<td>2,464</td>
<td>0.3</td>
</tr>
<tr>
<td>5 Dubai</td>
<td>2,436</td>
<td>7.4</td>
</tr>
<tr>
<td>6 Anchorage</td>
<td>2,419</td>
<td>(1.8)</td>
</tr>
<tr>
<td>7 Louisville</td>
<td>2,216</td>
<td>2.2</td>
</tr>
<tr>
<td>8 Frankfurt</td>
<td>2,095</td>
<td>1.4</td>
</tr>
</tbody>
</table>

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

Slide 30

Features of Frankfurt Airport
FRA has the highest Transfer Rate in Europe

- Total Passengers FRA: 57.9 Million*
- With 55%, Frankfurt is the airport with the highest rate and highest total number of transferring passengers in Europe
- About ¾ of all transferring passengers come from or go to an intercontinental destination, 65% are intercont-contin passengers and 8% intercont-intercont
- Intercont traffic has direct impact on charges (higher MTOW) and retail revenue (better spending behaviour)

* 0.1 mil. transit passengers excluded
Slide 31  Visual Fact Book Full Year 2013

Features of Frankfurt Airport Transfer Share Development

Transfer share growing for two decades

Slide 32  Visual Fact Book Full Year 2013

Features of Frankfurt Airport Traffic Split and Growth 2013

EU 42% Δ +1%
Domestic 11% Δ +1%
Non-EU Europes 8% Δ +5%

North America 14% Δ +2%
Latin America 4% Δ +3%
Africa 4% Δ −4%
Passenger Traffic Share Δ Absolute delta in % vs. previous year

Far East 12% Δ +1%
Middle East 5% Δ −1%

Continental 61% Δ +2%
Intercontinental 39% Δ +1%
Features of Frankfurt Airport
Major Destinations Cargo Traffic 2013*

- Shanghai (PVG)
- Seoul (ICN)
- Hong Kong (HKG)
- Beijing (PEK)
- Chicago (ORD)
- New York (JFK)
- Atlanta (ATL)
- Bangkok (BKK)
- Singapore (SIN)
- Sao Paulo (VCP)
- Istanbul (IST)
- Taipei (TPE)
- Johannesburg (JNB)
- Riyadh (RUH)
- Leipzig (LEJ)

Source: OAG.
*Excluding round trips.

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

- Seat load factor
- Widebody share
- Passenger per Passenger movement

* Excluding Cargo
Features of Frankfurt Airport
Shares of Aircraft Types by Movements 2013

- Remainder: 15%
- Boeing 737: 15%
- Airbus A380: 1%
- Airbus A340: 3%
- Airbus A330: 4%
- Boeing 777: 4%
- Boeing 747: 5%
- Embraer: 6%
- Canadair Regional Jet: 8%
- Airbus A319: 9%
- Airbus A320: 15%
- Airbus A321: 15%

...and other manufacturers

Features of Frankfurt Airport
Traffic Shares by Airline Groupings 2013

- Passengers: 72.5%
- Freight: 12.4%
- Movements: 69.7%

- Lufthansa, Condor, United, Air Canada, Air Berlin
- Turkish Airlines, Singapore Airlines
- British Airways, US Airways, Air China, Austrian Airlines, Delta
- Thai Airways, SunExpress Germany, LOT, Croatia Airlines, Air France
- Lufthansa, Air Bridge Cargo, Aerologic, Emirates, Air China
- United Airlines, Air Berlin, THA, Turkish Airlines, Air France
- KLM, Croatia Airlines, Air Canada, Austrian, Emirates
- Air Canada, Thai Airways, Malaysian, ANA, Turkish Airlines
- Adria Airways, Aeroflot, Luxair, Swiss, Air China
Features of Frankfurt Airport
Originating Passenger Split

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

* Originating passengers starting by car, bus, train, taxi, etc

Features of Frankfurt Airport
FRA has the most Destinations*

- Highest Monthly Number of Destinations in 2013
- Average Monthly Number of Destinations in 2013
- Lowest Monthly Number of Destinations in 2013

Source: Sabre ADI
* nonstop only
Features of Frankfurt Airport
Passengers per Passenger Flights 2013*

Peer average 122 Passengers/ Movement

Source: Fraport, company information
*Passenger flights: considering only passenger flights – pure cargo flights and non-commercial flights not included

Fraport and Market Environment
Expansion at FRA
Expansion at FRA
Air Traffic grows stronger than World Economy

Until 2031
world air traffic will more than double.

4.1% p.a.
5.0% p.a.
4.7% p.a.
3.2% p.a.

Expected air traffic growth
Expected growth of world economy


Expansion at FRA
Focus on intercontinental Routes in Europe

Air traffic growth 2013-2032

North America 2.7%
Latin America 6.9%
Europe (without CIS) 4.2%
Asia/Pacific 6.3%
Middle East 5.7%
Africa 6.3%

Global average 5.0% p.a.

Source: Boeing, Current Market Outlook 2013-2032
* CAGR of RPK.
Expansion at FRA
Air Traffic will boost in emerging Markets

2/3 of the population of the emerging countries will take a trip in 2032

Source: Airlux Global Market Forecast 2013-2032
* originating from country

Expansion at FRA
Major Construction Areas at FRA

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

- Length of 2,800m parallel to the existing center runway system (25L & 25C) in north-western direction
- Construction from beginning 2009 to mid 2011, inauguration in October 2011
- Movement capacity grows to a maximum of 126 movements/hour (upside >50% vs. before operation of new runway)
- In current 2014 summer schedule 100 movements/hour possible*
- Operational improvement since inauguration especially in bad weather conditions
- Punctuality increased to levels of more than 80%**

* 96 Movements/hour (+2 for ad-hoc traffic e.g. general aviation)
** according to IATA definition
Expansion at FRA
The new Pier A-Plus

- Expansion and remodeling of existing Pier A
- Inauguration in October 2012
- Length of 790 m for up to 6 million passenger capacity
- Total floor space: 185,400 m²
- 27 new gates including 5 bus gates
- 7 contact positions (4 suitable for A380/747-8)
- Around 12,000 sqm new Retail space
- Morning hours:
  Focus on North American traffic
- Afternoon hours:
  Focus on North American and Asian traffic
- Evening hours:
  Focus on Asian traffic
Expansion at FRA
Terminal 3 Terminal Layout

Expansion at FRA
Terminal 3 Features

- Additional terminal capacity in southeast area
- First phase (two piers out of four) with a designed capacity of 14 million passengers
- One Schengen, one Non-Schengen pier
- Total retail space: more than 10,000 sqm mostly on airside
- Cost-optimized modular construction: Additional 2 piers with 10 million designed passenger capacity in final construction phase
- Construction of apron areas and additional parking positions on Terminal 3 area will proceed in 2014
- Start of construction planned for 2015, inauguration 2021 depending on passenger demand
**Slide 53**  Visual Fact Book Full Year 2013

**Expansion at FRA**

**Slot Allocation in Summer Schedule 2014**

Summer Schedule 2014 with 98 coordinated movements/hour plus 2 for ad-hoc traffic (e.g.: general aviation)*

*Average slot coordinated

**Slide 54**  Visual Fact Book Full Year 2013

**Expansion at FRA**

**Five Challenges for existing Terminals**

- **Passenger Capacity**: Number of passengers will increase before the completion of the first construction phase of the new Terminal 3.
- **EU Security Regulation**: Separation of arriving passengers (‘unclean’ from non-Schengen) and departing (‘clean’); passengers required.
- **Strict Fire Protection Regulations**: Germany has the strictest fire protection regulations in the world, terminal buildings from 1972 require substantial modification.
- **New Aircraft Generation: A380**: A380 requires boarding on two levels via 3 passenger bridges and lounge capacity for up to 600 passengers.
- **High Demand for Retail Space**: Retail business has high margins compared to other European hubs, Frankfurt Airport has shortage of retail space especially on airside.
Expansion at FRA
Main Projects deal with five Challenges

- Passenger Capacity
- EU Security Regulation
- Strict Fire Protection Regulations
- New Aircraft Generation: A380
- High Demand for Retail Space

Pier A-Plus
Main drivers:
- Passenger capacity, 6 mil.
- Retail space

Concourse B, Gaps AB, BC
Main driver:
- Fire protection Terminal 1

Hall C, CD-Pier
Main drivers:
- Passenger capacity, 4 mil.
- A 380
- Retail space

Terminal 2
Main drivers:
- A 380
- Retail space

Group Financials & Segments
**Group Financials**

*Key Figures*

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>2,194.6</td>
<td>710.6</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>2,371.2</td>
<td>802.3</td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>2,442.0</td>
<td>848.7</td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td>2,561.4</td>
<td>880.2</td>
<td></td>
</tr>
</tbody>
</table>

**EBITDA margin**

- 2010: 32.4%
- 2011: 33.8%
- 2012: 34.8%
- 2013: 34.4%
- 2013 adj.: 30.8%

---

**Group Financials**

*Segment Split of Revenue and EBITDA FY 2013*

- Group Revenue € 2.56 bn.
- Group EBITDA € 880.2 mil.
- Adjusted Group Revenue € 2.38 bn.
- Adjusted Group EBITDA € 733.3 mil.

- Aviation: 36% Revenue, 28% EBITDA
- Ground Handling: 26% Revenue, 23% EBITDA
- Retail & Real Estate: 4% Revenue, 4% EBITDA
- External Activities & Services: 33% Revenue, 23% EBITDA

---

*Figures including special and consolidation effects; 2012 figures adjusted for IAS 19
** From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively
***2013 adjusted for IFRS 11***
**Group Financials**

**Adjusted FY 2013 (I) (IFRS 11 Accounting Change as of Jan. 1, 2014)**

<table>
<thead>
<tr>
<th></th>
<th>Group Figures FY 2013</th>
<th>Adjusted Figures FY 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>2,561</td>
<td>2,378</td>
</tr>
<tr>
<td>EBITDA</td>
<td>880</td>
<td>733</td>
</tr>
<tr>
<td>EBIT</td>
<td>528</td>
<td>439</td>
</tr>
<tr>
<td>EBT</td>
<td>341</td>
<td>332</td>
</tr>
<tr>
<td>Group result</td>
<td>236</td>
<td>236</td>
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</table>

**External Activities & Services FY 2013**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th>Adjusted Figures FY 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>591</td>
<td>416</td>
</tr>
<tr>
<td>EBITDA</td>
<td>286</td>
<td>145</td>
</tr>
<tr>
<td>EBIT</td>
<td>174</td>
<td>89</td>
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</tbody>
</table>

*From 2014 IFRS11 “Joint arrangements” is applied, 2013 will be adjusted retrospectively.

---

**Group Financials**

**Adjusted FY 2013 (II) (IFRS 11 Accounting Change as of Jan. 1, 2014)**

<table>
<thead>
<tr>
<th></th>
<th>Figure FY 2013</th>
<th>Adjusted FY 2013</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating cash flow</td>
<td>€575 mil.</td>
<td>€454 mil.</td>
<td>−€121 mil.</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>€73 mil.</td>
<td>€17 mil.</td>
<td>−€56 mil.</td>
</tr>
<tr>
<td>Total assets</td>
<td>€9,523 mil.</td>
<td>€8,836 mil.</td>
<td>−€687 mil.</td>
</tr>
<tr>
<td>Shareholders’ equity</td>
<td>€3,099 mil.</td>
<td>€3,117 mil.</td>
<td>+€18 mil.</td>
</tr>
<tr>
<td>Net debt</td>
<td>€2,975 mil.</td>
<td>€2,871 mil.</td>
<td>−€104 mil.</td>
</tr>
<tr>
<td>Gearing ratio</td>
<td>101%</td>
<td>97%</td>
<td>−4PP</td>
</tr>
</tbody>
</table>

*From 2014 IFRS11 “Joint arrangements” is applied, 2013 will be adjusted retrospectively.
Group Financials
Balance Sheet

2010 2011 2012 2013

<table>
<thead>
<tr>
<th></th>
<th>€ mil.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current assets</td>
<td>9,170.5</td>
</tr>
<tr>
<td>Non-current assets</td>
<td>9,224.4</td>
</tr>
<tr>
<td>Non-current liabilities</td>
<td>9,860.6</td>
</tr>
<tr>
<td>Current liabilities</td>
<td>9,013.4</td>
</tr>
<tr>
<td>Shareholders equity</td>
<td>9,170.5</td>
</tr>
<tr>
<td>Gearing</td>
<td>77.8%</td>
</tr>
<tr>
<td>2013 adjusted for IFRS 11 in %</td>
<td></td>
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</table>

*From 2014 IFRS 11 "Joint arrangements" is applied, 2013 will be retrospectively adjusted (in brackets)

Group Financials
Capex and Cash Flow Overview

Capex 2006 – 2013

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capex</td>
<td>451</td>
<td>727</td>
<td>863</td>
<td>1,138</td>
<td>869</td>
<td>969</td>
<td>715</td>
<td>502</td>
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</table>

Free Cash Flow 2006 – 2013

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capex</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Capex in % of D&A 2006 – 2013

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capex</td>
<td>182</td>
<td>297</td>
<td>357</td>
<td>433</td>
<td>307</td>
<td>317</td>
<td>203</td>
<td>142</td>
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</table>

Net debt & Gearing 2006 – 2013

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
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</thead>
<tbody>
<tr>
<td>Capex</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Capex as: Cash Flow used in PPE, airport operating projects, intangible assets and investment property
** From 2014 IFRS 11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively
**Group Financials**

**Maturity Profile & Cash Position** *(as of December 31, 2013)*

Frport debt conditions on average
- ~4% interest rate
- ~6 years maturity

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Loans of Infrastructure Banks of €1,110 mil.</td>
<td>1,486.3</td>
<td>1,461.7</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bond of €800 mil. &amp; Private Placement of €150 mil.</td>
<td></td>
<td></td>
<td>294.1</td>
<td>507.3</td>
<td>507.3</td>
<td>507.3</td>
<td>507.3</td>
<td>507.3</td>
<td>507.3</td>
<td>507.3</td>
<td>507.3</td>
<td></td>
</tr>
<tr>
<td>Promissory notes “Schuldscheindarlehen” of €1,265 mil.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other financial liabilities</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Liquidity</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Group Financials**

**Fraport Value Management**

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>Fraport Group</th>
<th>Aviation</th>
<th>Retail &amp; Real Estate</th>
<th>Ground Handling</th>
<th>External Activities &amp; Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>526.1</td>
<td>496.0</td>
<td>88.1</td>
<td>79.6</td>
<td>267.9</td>
</tr>
<tr>
<td>2012</td>
<td>496.0</td>
<td>526.1</td>
<td>88.1</td>
<td>79.6</td>
<td>267.9</td>
</tr>
<tr>
<td>EBIT</td>
<td>526.1</td>
<td>496.0</td>
<td>88.1</td>
<td>79.6</td>
<td>267.9</td>
</tr>
<tr>
<td>Fraport assets</td>
<td>5,545.3</td>
<td>5,152.3</td>
<td>2,208.0</td>
<td>2,045.4</td>
<td>1,787.8</td>
</tr>
<tr>
<td>Costs of capital before tax</td>
<td>526.8</td>
<td>489.5</td>
<td>209.8</td>
<td>194.3</td>
<td>169.8</td>
</tr>
<tr>
<td>Fraport value Added before tax</td>
<td>1.3</td>
<td>6.6</td>
<td>-121.7</td>
<td>-114.7</td>
<td>98.1</td>
</tr>
<tr>
<td>ROFRA</td>
<td>9.5%</td>
<td>9.6%</td>
<td>4.0%</td>
<td>3.9%</td>
<td>15.0%</td>
</tr>
<tr>
<td>EBIT</td>
<td>526.1</td>
<td>496.0</td>
<td>88.1</td>
<td>79.6</td>
<td>267.9</td>
</tr>
<tr>
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<td>5,152.3</td>
<td>2,208.0</td>
<td>2,045.4</td>
<td>1,787.8</td>
</tr>
</tbody>
</table>

**ROFRA (Return on Fraport assets)** = **EBIT**

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

Aviation

Aviation Segment Structure

Airside and Terminal Management, Corporate Safety and Security
Dr. Pierre Dominique Prümm, Senior Executive VP

- Sales & Customer Relations
- Airside Operations Management
- Terminal Management
- Corporate Safety and Security
- Commercial Affairs

- Environmental, Noise and Air Quality
- Airside Infrastructure
- Airside Operations
- Landside Operations
- Capacity Management
- Airport Fire Safety
- Medical Services
- Airport Charges & Licensing
- Division Controlling

Airport Security Management
Claudia Uhe, Senior Executive VP

- Airport Security Services
- Aviation Security Services
- Commercial Affairs
**Aviation Key Figures**

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA margin</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>19.0%</td>
<td>693.9</td>
<td>131.6</td>
<td>56.4</td>
</tr>
<tr>
<td>2011</td>
<td>24.2%</td>
<td>774.9</td>
<td>187.9</td>
<td>96.1</td>
</tr>
<tr>
<td>2012</td>
<td>24.5%</td>
<td>823.4</td>
<td>201.9</td>
<td>79.8</td>
</tr>
<tr>
<td>2013</td>
<td>24.3%</td>
<td>845.2</td>
<td>205.4</td>
<td>88.1</td>
</tr>
<tr>
<td>2013 adj.**</td>
<td>24.3%</td>
<td>845.6</td>
<td>205.4</td>
<td>88.1</td>
</tr>
</tbody>
</table>

* Figures including special and consolidation effects; 2013 figures adjusted for IAS 19
** From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively

---

**Aviation Airport Charges growing to support Expansion**

More than 25% price increase 2010-2015

- +2.9% Jan
- +2.9% Jan
- +2.9% Jan
- +2.9% Jan
- +3.0% Apr
- +2.5% Oct
- +3.0% Oct
- +4.0% Jul

* 1/3 of the plan deviation in the years 2012-2015 will be taken as a cash-in / cash-out in the following year
**Aviation Segment Revenue Split 2013**

- **Segment Revenue:** €845.2 mil.
- **Passenger Charges:** €463.2 mil.
- **Landing and Take-off Charges:** €149.8 mil.
- **Aircraft Parking Charges:** €44.7 mil.
- **Security Charges:** €39.5 mil.
- **Revenue from Security Services (Federal Ministry of the Interior):**
  - e.g., costs of passenger security controls are charged to the Federal Ministry of the Interior
- **Others:**
  - e.g., identity card and counter services

*Note: Critical parts, additional security measures and passenger segregation, insurance, etc.*

**Aviation Components of regulated Airport Charges 2013**

- **Passenger Charges**: €463.2 mil.
  - Passenger-related charges (only take-off)
    - Depending on destination (EU, Non-EU continental, or intercontinental)
    - Discount for transfer passengers
    - Defined Cap
  - approx. €7.850*

- **Landing and Take-off Charges**: €149.8 mil.
  - Mass-related charges based on MTOM
  - Passenger (only take-off) freight/mail-related charges (variable charges)
  - Noise-related charges
  - Emission-related charges
  - approx. €1,800*

- **Aircraft Parking Charges**: €44.7 mil.
  - All charges related to aircraft stand size and length of time parked
  - Surcharges for use of terminal position
  - Rental contracts can be signed under defined conditions
  - approx. €550*

- **Security Charges**: €39.5 mil.
  - Passenger-related charges (only take-off)
  - Charges related to freight or mail tonnage transported, per 100 kg or fraction thereof aboard the aircraft
  - approx. €550*

*Example airport charges 2013 for one A380 landing-take-off cycle at FRA approx. €10,850
Assumptions: Daytime flight; 440 Passengers; Transfer rate 50%*
Group Financials & Segments

Retail & Real Estate
Map of Frankfurt Airport/Property of Fraport AG incl. Terminal 3 (planned) and Northwest Runway

Property of Fraport AG
as of December 31, 2013
Slide 73

**Retail & Real Estate Key Figures**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>403.1</td>
<td>227.9</td>
<td>227.9</td>
</tr>
<tr>
<td>2011</td>
<td>444.7</td>
<td>305.3</td>
<td>232.1</td>
</tr>
<tr>
<td>2012</td>
<td>452.9</td>
<td>335.2</td>
<td>252.8</td>
</tr>
<tr>
<td>2013</td>
<td>469.0</td>
<td>350.7</td>
<td>267.9</td>
</tr>
<tr>
<td>2013 adj**</td>
<td>467.9</td>
<td>350.8</td>
<td>267.8</td>
</tr>
</tbody>
</table>

**EBITDA margin**
- 2010: 73.1%
- 2011: 68.7%
- 2012: 74.0%
- 2013: 74.8%
- 2013 adj**: 74.9%

* Figures including special and consolidation effects; 2012 figures adjusted for IAS 19
** From 2014 IFRS 11 “Joint arrangements” is applied, 2013 will be adjusted retrospectively.

---

Slide 74

**Retail & Real Estate Segment Revenue Split 2013**

- Retail: 469.0 € mil.
  - Rents in terminals for shops, restaurants, service units, etc.
  - Rents for advertising space
- Car Parking: 198.5 € mil.
  - Parking charges
- Real Estate: 180.2 € mil.
  - Rents in terminals for offices, lounges, storages etc.
  - Leasing rates for land where buildings of airlines and other companies are built
  - Energy supply
- Other: 16.2 € mil.
Visual Fact Book Full Year 2013

Slide 75

**Retail & Real Estate**

**Retail Revenue Split 2013**

€ mil.

- Advertising: 33.7
- Services: 51.1
- Retail Revenue: 208.8
- Shopping: 124.0

**Retail Segments**

- Duty Free & Travel Value: 25 outlets
- Specialty Shops: 146 outlets
- Food & Beverages: 78 outlets
- Other Services, e.g. Car Rental: 57 outlets

---

1. Revenue according to Fraport retail/passenger definition, difference to segment revenue due to IT services for passengers
2. As of 31/12/2013
3. Food & Beverage including mobile sales units; Services excluding ATMs

Slide 76

**Retail & Real Estate**

**Increasing Retail Revenue per Passenger at FRA**

Retail Revenue

<table>
<thead>
<tr>
<th>Retail Revenue per Passenger</th>
<th>€ mil.</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>190.7*</td>
</tr>
<tr>
<td>2013</td>
<td>208.8*</td>
</tr>
</tbody>
</table>

- Shopping: 28.0
- Services: 48.7
- Advertising: 114.1
- Shopping: 33.7
- Services: 51.1
- Advertising: 124.0

**Retail Revenue per Passenger**

- 2008: 2.84
- 2009: 2.92
- 2010: 3.11
- 2011: 3.29
- 2012: 3.52
- 2013: 3.80

CAGR: +5.5%
Retail & Real Estate
Taking Advantage of the Passenger Mix

Unique passenger structure ...

High share of international passengers:
- 50% of all passengers are Non-EU passengers with high spending power
- The broad international passenger mix balances other factors such as currency-fluctuations and below average local spending

... with high spending power

Top 5 destinations in spending power compared to total average Duty Free spendings of passengers in 2013

Average = 1.0

Retail & Real Estate
Currency Fluctuations & Impact on Shopping Behavior

Currency devaluation in 2013 in countries with high retail performance

Traffic shares departing passengers 2013

Share in Duty Free sales 2013*

* Based on ticket Heinemann data, only indication of nationality
Retail & Real Estate
Retail Project Development

Modernization of existing market places
- Terminal 1, B Non Schengen: Refurbishment to generate higher POS-sales by optimized structure and better amenity values
  Realisation until end of 2015
- Terminal 2, Food Plaza, public area: Full modernization and new F&B concepts
  Realisation until mid 2015

Retail & Real Estate
Growing profitable Retail Space at FRA

Space ratio improvement

<table>
<thead>
<tr>
<th>Year</th>
<th>Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>54%</td>
</tr>
<tr>
<td>2013</td>
<td>40%</td>
</tr>
</tbody>
</table>

Shop impressions

Retail revenue per passenger

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>3.60 €</td>
</tr>
<tr>
<td>Mid term</td>
<td></td>
</tr>
</tbody>
</table>

Direction: ~4%
Retail & Real Estate

New Marketplace in redesigned Piers A and Z

- New marketplaces with extensive retail offerings
- Approx. 12,000 sqm new retail space
- Focus on widebody gates
- Features two big walk-through Duty Free / Travel Value shops right after security check

Real Estate Revenue Split 2013

- Real Estate Revenue: €180.2 mil.
  - Rents from Terminals: €30.8 mil.
  - Leaseholds: €45.3 mil.
  - Other: €6.3 mil.

- Land / Infrastructure: €74.3 mil.
  - Energy supply (supply & infrastructure)

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

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

- Rents from Terminals:
  - Offices, lounges, storage mainly rented to airlines
Retail & Real Estate
Areas included in Frankfurt Airport City

Fraport Ownership 100% Subsidiary In Cooperation with Partners

Retail & Real Estate
Split of Space on Fraport Property 2013

22 sqkm

- Aviation infrastructure
- Leaseholds, e.g. CCN/CCS
- Areas already developed, e.g. Terminal Area
- Areas to develop, e.g. Mönchhof Site
- Not available for usage
Retail & Real Estate
Rentable Areas 2013

<table>
<thead>
<tr>
<th>Property</th>
<th>Sqm²</th>
<th>Office space in sqm³</th>
<th>Storage in sqm</th>
<th>Others in sqm</th>
<th>Average rents/sqm/month²</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rents in Terminals</td>
<td>332,000</td>
<td>105,000</td>
<td>73,500</td>
<td>153,000</td>
<td>€27</td>
</tr>
<tr>
<td>Rents in Service &amp; Admin. Buildings</td>
<td>602,000</td>
<td>225,500</td>
<td>181,500</td>
<td>195,000</td>
<td>€18</td>
</tr>
<tr>
<td>DLH Base</td>
<td>473,200</td>
<td>75,000</td>
<td>165,000</td>
<td>233,200</td>
<td>n.a.</td>
</tr>
</tbody>
</table>

1) Includes both space that is rented to external tenants and generates external rent revenue as well as space that is rented internally
2) Gross floor space
3) Office space incl. lounges
4) Plus service charges and auxiliary charges
5) Estimated figures for DLH Base, 2013 figures

Retail & Real Estate
Integrated Part of the Group’s Growth Strategy

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

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

External growth
Utilize Fraport’s expertise outside the Frankfurt site
Acquire and operate airports and terminals
Acquire airport management and service contracts
→ Portfolio management
Retail & Real Estate
Terminals and surrounding Areas

Size and Features 2013
Locations:
- ~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

904,000 sqm of total gross floor space
Mixed utilization
- Offices /Lounges
- Storage
- Operations

Retail & Real Estate
CargoCity North and South (CCN/CCS)

Size and Features 2013
- 1,490,000 sqm
- 11,500 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
  - Agility
  - Nippon Express
  - WFS
  - DB Schenker
  - Lufthansa Cargo
  - LUG
  - Different Airlines like e.g.
    - Air China Cargo
    - Emirates Cargo
    - Japan Airlines,
    - Korean Air Cargo, Asiana,
    - Air Bridge Cargo

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
**Retail & Real Estate**

**Home Base of Deutsche Lufthansa (DLH)**

**Size and Features 2013**
- 780,000 sqm in the North
- 250,000 sqm in the South

**Ownership in the North – 790,000 sqm**
- Fraport owns the entire ground within the airport parameter fence including the buildings, which are rented to DLH. This includes service and administration buildings, hangars, repair shops, storage space and aircraft parking space
- DLH owns ground outside the parameter fence: 113,000 sqm north of the airport ring road: Lufthansa's training center and corporate headquarters
- 55,000 sqm at Gateway Gardens: Lufthansa Sky Chefs operations

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

**Client**
- DLH

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

Mixed utilization
- Offices
- Operational area

---

**Retail & Real Estate**

**Mönchhof Site**

**Size and Features 2013**
- 1,100,000 sqm of gross building land to sell and develop
- For 725,000 sqm net building land zoning plans are in place to largest contiguous industrial area under construction of the Rhine-Main region
- Approx. 400,000 sqm have been marketed already

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

**Clients/Sales Contracts:**
- LogiCore Airport Film GmbH (equipment manufacturer)
- DokaSich (maintenance for airfreight containers)
- Ontour / Ontour II (freight forwarder)
- Würth AG (tools supplier)
- DHL, Harder Partner
- Multi Park / Multi Park II / Multi Park III (logistics/technology)
- Via Mat and
- My Logistika (logistics)
- WPG (project developer) / Rewe (distribution center perishables)
- Angelis I / Angelis II (casino)
- Weichinger / Infra Red (resold by Harder Partner)
- Simon Hegel (Logistics) / Aramex International GmbH (Logistics)

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

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

**THE SQUAIRE**

**Size and Features 2013**
- 200,000 sqm of gross floor space on 6 floors (rentable area 146,000 sqm)
- 860 meters long and 65 meters wide
- Start of construction 1st of March 2007
- Opening in several steps during 2011
- Multi-storey car park SQUAIRE Parking with additional 2,500 parking spaces and 625 nearby the building
- THE SQUAIRE is an innovative world of working and living that is being created to perfectly harmonise the needs of employees, customers, and companies – a NEW WORK CITY.

**Ownership**
- THE SQUAIRE GmbH & Co. KG – a joint project of IVG Immobilien AG (98%) and Fraport AG (2%)

**Clients**
- Hilton Worldwide Group, with Hilton Frankfurt Airport and Hilton Garden Inn
- KPMG, European Headquarters
- Further tenants: Arthur D. Little, European Headquarters of Nemak (automotive supplier), plug-and-work Business and Conference Center, retail & gastronomy tenants

**Retail & Real Estate**

**Gateway Gardens**

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

**Ownership**
- Grundstücksreisegesellschaft Gateway Gardens GmbH; Fraport AG holds 33.3% shares of the development company (the other 33.3% owned by Groß&Partner and OFB GmbH)

**Clients**
- LSG Sky Chefs, operating Europe’s most modern catering services, completed in 2008
- Park Inn Hotel opened in July 2010
- Condor, completed new headquarters /flight operation center in 2012
- Meiningen Hotel, opened in January 2012
- Imtech, technical equipment supplier for buildings, completed new main office in April 2012
- House of Logistics and Mobility (HOLM), research and education institution, start of construction in April 2012, completion expected in 2014
- Alpha Rotex: Start of construction 2012, completed in 2013
- Elements Frankfurt Airport Hotel, start of construction in 2013, completion expected in 2014
Group Financials & Segments

Ground Handling

Ground Handling Segment Structure

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

- Central Infrastructure (incl. Baggage Service)
  - Baggage conveyor system
  - Baggage security
  - Passenger bridges
  - Baggage Reconciliation System (BRS)
  - 400 Hz ground power supply
  - Toilet/water facilities
  - Customs baggage warehouse
  - Neutral Cargo Transfer Point
  - De-Icing facilities for aircraft

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

* Fraport Cargo Services GmbH, 100% subsidiary of Fraport AG
Ground Handling Key Figures*

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>658.6</td>
<td>44.1</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>655.5</td>
<td>54.5</td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>649.3</td>
<td>37.8</td>
<td>-1.1</td>
</tr>
<tr>
<td>2013</td>
<td>656.2</td>
<td>38.2</td>
<td>-2.3</td>
</tr>
</tbody>
</table>

* Figures including special and consolidation effects; 2012 figures adjusted for IAS 19
** From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively

Ground Handling Segment Revenue Split 2013

€ mil.

- Central Infrastructure: 262.5
- Segment Revenue: 656.2
- Ground Handling: 393.7

Ground Handling charges
- For services provided to airlines including:
  - 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
Heterogeneous Markets

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

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

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

Market volume ~ 42 bn. €

Source: KPMG estimates 2011

---

Ground Handling
Fraport among leading Worldwide GH companies

<table>
<thead>
<tr>
<th>Revenue of largest ground handling companies in mil. €</th>
<th>Stations</th>
<th>Countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Swissport</td>
<td>255</td>
<td>44</td>
</tr>
<tr>
<td>Dnata</td>
<td>19</td>
<td>8</td>
</tr>
<tr>
<td>Menzies</td>
<td>135</td>
<td>26</td>
</tr>
<tr>
<td>Fraport</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>WFS*</td>
<td>120</td>
<td>20</td>
</tr>
<tr>
<td>SATS</td>
<td>7</td>
<td>6</td>
</tr>
<tr>
<td>Aviapartner</td>
<td>35</td>
<td>5</td>
</tr>
<tr>
<td>Celebi</td>
<td>35</td>
<td>5</td>
</tr>
</tbody>
</table>

Source: Eurecom; company data; Fraport; year of reported revenue and business model can vary

* Total Group
**Ground Handling**

**Core Business Area: Ramp Services 2013**

**Ramp Services**
- Regulated market: one third-party handler, Acciona
- Main customers of Fraport: Lufthansa and Star Alliance partners
- ~196.100 aircraft handled in 2013
- ~24.7 mil. tons MTOM

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

* Market Share:
- Fraport AG: 66.9%
- Acciona: 13.1%

* Base: MTOM 2013

---

**Ground Handling**

**Core Business Area: Passenger Services 2013**

**Passenger Services**
- Open market: third-party handlers (e.g., Acciona) and self-handling (e.g., Lufthansa)
- ~22,300 aircraft handled in 2013

**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

**Market Share**

- Fraport AG: 62.6%
- Lufthansa self handling: 12.4%
- Lufthansa 3rd party: 9.7%
- Others: 15.3%

* Base: Passengers 2013 for Check-In and Gatting; Source: Fraport AG

**FIPS included**

Fraport handles approximately 40.9% of the „free market” (excluding Lufthansa self handling)
**Ground Handling**

**Core Business Area: Central Infrastructure 2013**

<table>
<thead>
<tr>
<th>Central Infrastructure</th>
<th>Activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Sole provider</td>
<td>• Total Baggage Management, incl.</td>
</tr>
<tr>
<td>• Provision of infrastructure, incl.</td>
<td>intermodal handling (AirRail Terminal)</td>
</tr>
<tr>
<td>Baggage conveyor system (&gt;80 km)</td>
<td>• Baggage facilities and conveyor system</td>
</tr>
<tr>
<td>• Baggage performance in 2013: 2.05% misplaced baggage</td>
<td>• Baggage customs warehouse</td>
</tr>
<tr>
<td>• ~ 27.5 mil. pieces of baggage (2013)</td>
<td>• Baggage security, Baggage Reconciliation System (BRS)</td>
</tr>
</tbody>
</table>

**Market Share**

- 100% 
  - Fraport

---

**Ground Handling**

**Baggage Performance: Best Practice in FRA**

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

**Baggage facilities and conveyor system**

- More than 80 km long, the Frankfurt Airport’s baggage conveyor system is one of the world’s largest facilities of its kind
- Enlargement by 6.5 km for pier A-Plus in 2012
- Capacity: approx. 20,000 items per hour
- Record: 114,455 baggage items a day
- System reliability rate: 99.5%
- Transport speed: 2.5 m/sec; max. speed 5 m/sec
- Only 2.05 misplaced baggage per 1,000 items* in FRA – top performance of our Fraport Ground Services

* Related to all checked and transferred baggage
Ground Handling
Core Business Area: Cargo Services 2013

Cargo Services
- Open market: third-party handlers (e.g., LUG, Aviapartner) & self-handlers (LH)
- Fraport Cargo Services (FCS), wholly owned subsidiary (100%)
- ~450,000 metric tons of cargo
- ~9,000 metric tons at Airport Hahn

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

FCS handles around 40% of the „free market“ (excluding Lufthansa self handling)

* Basis: Cargo Tonnage 2013; Source: FCS **Several handlers with 1-5% market share each

Ground Handling
Revision of Ground Handling Directive 96/67/EC

2012
Rejection of the Regulation Proposal to the Committee on Transport and Tourism (TRAN) by the EU Parliament dated December 11th

2013
Approval of the opinions of both responsible Committees (EMPL and TRAN) in the plenary session of the EU Parliament on April 16th and referral of the dossiers to the EU Council

2014
Further negotiation under the Italian Council Presidency, starting in second half of 2014 in order to reach an agreement between EU Parliament and EU Council

Possibly by end of decade
In case of an approval by the EU Council in 2014 a further ground handling license could be granted at FRA in 2020

Source: Fraport
Ground Handling
Restructuring for profitable Growth

Step 1: Cutback of corporate benefits (starting in 2010), e.g.
- Employee stock plan reduced
- Pay for rotating shift pause abolished
- Benefit payments reduced by 70%
- Reduced tariff conditions for new staff

Step 2: Efficiency program to redevelop processes and structures (starting in 2013), e.g.
- Better manpower planning systems
- Integration of transport services
- Flexible work schedules
- Higher standardization level
- Reducing administrative costs
- Higher productivity in internal services

Creating sustainable savings over € 40 mil. p.a. by keeping the integrated business model

Group Financials & Segments

External Activities & Services
External Activities & Segments
Fraport Activities worldwide

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

* Concession contract of future Dakar airport.
** Management contract ended at the beginning of 2014

External Activities & Services
Segment Structure

<table>
<thead>
<tr>
<th>Airports</th>
<th>Airports</th>
<th>Airports</th>
<th>Service Providers</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Majority Holdings</td>
<td>Minority Holdings</td>
<td>Management Contracts</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Antalya International Airport (VFT), 81%</td>
<td>Hanover Airport (HAJ), 36%</td>
<td>Cairo International Airport (CAI), Egypt</td>
<td>Air Transport IT, Orlando, Florida, 100%</td>
<td>Facility Management</td>
</tr>
<tr>
<td>Jorge Chavez Int'l Airport Lima (LIM), 70.61%</td>
<td>Indira Gandhi International Airport (DEL), Delhi, 10%</td>
<td>King Khalid International (RHK), Saudi Arabia</td>
<td>Tradeport Hong Kong (Logistik), 19.75%</td>
<td>Information and Telecommunications</td>
</tr>
<tr>
<td>Varna Airport (VAR) &amp; Burgas Airport (BOU), 60%</td>
<td>Xi'an Xianyang International Airport (XIY), 24.9%</td>
<td>King Abdulaziz International (JED), Saudi Arabia</td>
<td></td>
<td>Corporate Infrastructure Management</td>
</tr>
<tr>
<td>Dakar - Aéroport International Blaise Diagne (DKR), Senegal*, 100%</td>
<td>Pulkovo Airport (LED), St. Petersburg, 35.5%</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Concession contract of future Dakar airport.
** Management contract ended at the beginning of 2014
External Activities & Services
Key Figures

€ mil.

2010  439.0
2011  496.1
2012  516.4
2013  591.0

EBITDA margin
2010  54.7%
2011  51.3%
2012  53.0%
2013  48.4%
2013 adj. ** 34.8%

* Figures including special and consolidation effects; 2013 figures adjusted for IAS 19
** From 2014 IFRS 11 “Joint arrangements” is applied, 2013 will be adjusted retrospectively

External Activities & Services
Segment Revenue Split 2013

€ mil.

- Others 17%
- Antalya 21%
- Lima 35%
- Varna & Burgas 27%

Other Revenues are generated by majority owned subsidiaries/management contracts, such as:
- Air IT Systems, Hanover
- Fraport Saudi Arabia, Riyadh
- Air Transport IT, Orlando, USA
- Medical Airport Services, Kelsterbach
and service units at Frankfurt, such as:
- Facility management
- Information and telecommunications
External Activities & Services
Antalya Airport at a Glance I

Profile
• 2nd largest airport in Turkey 2013
• Tourist gateway to Turkish Riviera
• #1 Mediterranean touristic airport

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

Main Carriers
• SunExpress, Pegasus

Further Carriers
• Transaero, Condor, Nordwind, Freebird

Passenger CAGR (2003–2013)
• 9.8%

External Activities & Services
Antalya Airport at a Glance II

2013 review
• Main origin markets are Russia and Germany
• Domestic growth due to cheap ticket prices and emergence of Low Cost Carrier

2013 onwards
• Sustainable demand from Russia and Western Europe expected in 2014
• Sufficient capacity to handle traffic growth
External Activities & Services
Antalya Airport Financials

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>€ mil.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Passengers in mil.</td>
<td>26.7</td>
<td>25.0</td>
</tr>
<tr>
<td>Movements in '000</td>
<td>169.5</td>
<td>159.2</td>
</tr>
<tr>
<td>Revenue*</td>
<td>320.7</td>
<td>301.1</td>
</tr>
<tr>
<td>EBITDA*</td>
<td>276.2</td>
<td>259.6</td>
</tr>
<tr>
<td>EBIT*</td>
<td>177.9</td>
<td>161.7</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>86.1%</td>
<td>86.2%</td>
</tr>
<tr>
<td>Fraport share</td>
<td>51%</td>
<td>51%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>50%</td>
<td>50%</td>
</tr>
</tbody>
</table>

Fraport share: 51.00%
- 51% voting rights
- 50% dividend rights

Other Shareholders
- IC Ictas Insaat Sanayi ve Ticaret A.S. (48.99%)
- Fraport IC Ictas Havallimani Isletme Anonim Sirketi (0.01%)

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

Regulation
- Fixed passenger fee

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

* IFRS figures before consolidation

External Activities & Services
Lima Airport at a Glance

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

Main Carrier
- LAN

Further Carriers
- American Airlines, Delta, United, Air Canada, Iberia, KLM, Air France, Air Europa, TACA, Copa, TAM, Sky Airlines, JetBlue, Aeromexico, Aerolíneas Argentinas, Tame, Spirit Airlines

Passenger CAGR (2003–2013)
- 12.6 %
External Activities & Services
Lima Airport at a Glance II

2013 review
- Traffic growth primarily driven by domestic passenger (+14.7%) due to better economic situation for the middle class in Peru
- >90% of Peruvian international traffic handled in Lima

2014 outlook
- Further passenger growth expected
- Apron expansion and implementation of additional check in counters

World Travel Award
Leading Airport in South America

Skytrax World Airport Award
2nd Best Airport of the year: 2008, 2008

External Activities & Services
Lima Airport Financials

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>14.9</td>
<td>13.3</td>
</tr>
<tr>
<td>Movements in '000</td>
<td>153.1</td>
<td>148.3</td>
</tr>
<tr>
<td>Revenue*</td>
<td>208.0</td>
<td>191.3</td>
</tr>
<tr>
<td>EBITDA**</td>
<td>71.3</td>
<td>65.5</td>
</tr>
<tr>
<td>EBIT*</td>
<td>57.7</td>
<td>52.5</td>
</tr>
<tr>
<td>EBITDA margin**</td>
<td>34.3%</td>
<td>34.2%</td>
</tr>
<tr>
<td>Fraport share</td>
<td>70.01%</td>
<td>70.01%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full</td>
<td>full</td>
</tr>
</tbody>
</table>

Fraport share: 70.01%
Other shareholders:
- International Finance Corporation (IFC) (19.99%)
- AG Capitales SAFI S.A. (10.00%)

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

Regulation
- Until the end of 2008 fixed tariffs according to concession agreement, since 2009 single toll

Capex
- Until 2013 total CAPEX: USD 324.4 mil.
- Upcoming: new terminal, 2nd runway

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

Profile
• Tourist gateway to the Black Sea

Infrastructure Varna
• 1 runway, capacity for 30 movements/hour
• New terminal capacity for 1.8 mil. passengers/year

Infrastructure Burgas
• 1 runway, capacity for 30 movements/hour
• New terminal capacity for 2.7 mil. passengers/year

Main Carriers
• Bulgaria Air, BH Air

Further Carriers
• Bulgarian Air Charter

Passenger CAGR (2003–2013)
• 5.5%

External Activities & Services
Varna and Burgas Airports Financials

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>101.1</td>
<td>63.3</td>
</tr>
<tr>
<td>EBITDA</td>
<td>28.2</td>
<td>25.9</td>
</tr>
<tr>
<td>EBIT</td>
<td>20.2</td>
<td>18.8</td>
</tr>
<tr>
<td>EBITDA margin*</td>
<td>27.9%*</td>
<td>40.9%*</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>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>1.3</td>
<td>1.2</td>
</tr>
<tr>
<td>Movements in '000</td>
<td>11.5</td>
<td>10.7</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Burgas</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>2.5</td>
<td>2.4</td>
</tr>
<tr>
<td>Movements in '000</td>
<td>18.4</td>
<td>18.9</td>
</tr>
</tbody>
</table>

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

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

Regulation
• Dual till

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

* Influenced by IFRIC 12: organic EBITDA margin 2013: 56.9% 2012: 56.4%
External Activities & Services
Minority: Hanover Airport, Germany

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

Profile
• 24 hour operation
• 3rd highest runway capacity in Germany

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

Main Carriers
• Lufthansa, TUIfly, Germanwings
Further Carriers
• AirBerlin, Swiss, Condor, Turkish Airlines, SunExpress

• 0.9%
Passengers Total 2013
• 5.2 mil.

———

External Activities & Services
Minority: Delhi, India

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

Profile
• Largest airport in India
• Capital Airport

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

Main Carrier
• Air India
Further Carriers
• Jet Airways, IndiGo, SpiceJet

Passenger CAGR (2003–2013)
• 14.0%
Passengers Total 2013
• 36.7 mil.
External Activities & Services
Minority: Xi’an, China

Fraport share: 24.5% Fraport Asia Ltd.
Other shareholders
• 50.9% China West Airport Co., Ltd.
• 24.5% China Nat. Aviation Corporation Airport Inv., Ltd.
• 0.1% CWAG Aviation Logistics (Xi’an) Co. Ltd.
Profile
• 8th biggest airport in China
• Center of the Chinese aerospace and aviation industry
• Known for its world-famous Terracotta Army
Infrastructure
• 2 runways, mid term capacity for ~65 movements/hour
• 2 terminals, capacity for ~40 ml. passengers/year
• Former T1 used as pier of T2 after opening of T3
Main Carrier
• China Eastern Group
Further Carriers
• Hainan Airlines Group, China Southern Group, Air China Group, Shenzhen Airport Group
Passenger CAGR (2003–2013)
• 17.6%
Passengers Total 2013
• 26.0 ml.

External Activities & Services
Minority: Saint Petersburg, Russia

Fraport share: 35.5%
Other shareholders
• VTB Bank 50.0%, Russia
• Koltsvea Holding 7.5%, Cyprus
• Copelouzos Group 7.0%, Greece
Profile
• 3rd largest Russian Airport (after Moscow-DME and Moscow-SVO)
Infrastructure
• 2 parallel runways, current capacity for 28, potential capacity up to 100 movements/hour possible
• 2 terminals, capacity 17 m passengers/year
Main Carrier
• Rossiya Airlines/ Aeroflot
Further Major Carriers
• Transaero, S7 Airlines, Lufthansa, Emirates
Passenger CAGR (2003–2013)
• 13.0%
Passengers Total 2013
• 12.9 ml.
External Activities & Services
Management Contracts & Others

**Cairo, Egypt**
- On the way of becoming the hub of MENA (Middle East North Africa)
- Infrastructure
  - 3 parallel runways, capacity for 100 movements/hour
  - 2 passenger terminals, capacity for 15 ml. passengers/ year
  - 3rd terminal under construction, capacity for 8 ml. passengers/ year
- Main Carrier
  - EgyptAir
- Further Carriers
  - Saudia, Emirates, Gulf Air
- Passengers total 2013
  - 13.6 ml.

**Dakar, Senegal**
- Profile
  - New Airport currently under construction
  - Fraport has a concession contract for the future airport (100%)
- Infrastructure
  - 1 runway
  - 1 terminal, capacity for 3.0 ml. passengers/year
- Profile old airport
  - In operation until opening of the new airport
- Carriers
  - Air Senegal, Air France, Royal Air Maroc, Brussels Airlines, Iberia Airlines
- Passengers total 2013
  - 1.7 ml.

**Riyadh & Jeddah, Saudi Arabia**
- Riyadh
  - Profile
    - Capital airport
  - Infrastructure Riyadh
    - 2 runways
    - 4 terminals
  - Main Carrier
    - Saudia
  - Further Carriers
    - Emirates, Air India, Pakistan International Airlines, Lufthansa
  - Passengers total 2013
    - 19.5 ml.

- Jeddah
  - Profile
    - Pilgrim airport, Red Sea
  - Infrastructure Jeddah
    - 3 runways
    - 3 terminals
  - Main Carrier
    - Saudia
  - Further Carriers
    - NAS Air, EgyptAir, Air India, Lufthansa
  - Passengers total 2013
    - 26.6 ml.

* Management contract ended at the beginning of 2014  **2012 figures; 2013 figures not available at time of publication

Fraport Share & Management
**Fraport Share & Management**

**IR Strategy**

Focus of Fraport’s Investor Relations

<table>
<thead>
<tr>
<th>Reliability</th>
<th>Transparency</th>
<th>Interactivity</th>
<th>Consistency</th>
</tr>
</thead>
<tbody>
<tr>
<td>“Our goal is to achieve at least as much as we have promised.”</td>
<td>“We enable everyone to receive all of our communications in full, either live or with only a minimal delay.”</td>
<td>“Our Investor Relations department was created for active financial communication.”</td>
<td>“Regular reports and publications are an essential prerequisite for recognizing the value of our company.”</td>
</tr>
</tbody>
</table>

**Fraport Share & Management Share Data**

- **ISIN:** DE0005773303
- **Share symbol:** FRA GR (Bloomberg), FRAG.DE (Reuters)
- **Class of share:** Ordinary bearer shares with a nominal par value of € 10.00 each
- **Capital stock (acc. to IFRS):** € 922.9 million
- **Calculated par value per share:** € 10.00
- **Number of floating shares** on Dec. 31, 2013: 92,212,289
- **Listing:** Frankfurt Stock Exchange – official trading (Prime Standard), MDAX™
- **Sustainability Share Indices:** Dow Jones Sustainability World Index (DJSI World), FTSE4Good-Index, Carbon Disclosure Leadership Index (CDLI)
- **IPO:** June 11, 2001
- **Placement price:** €35.00

*Total number of shares on the balance sheet data minus treasury shares
**Index of Deutsche Börse for mid caps from classic sectors
Fraport Share & Management Shareholder Structure (as of December 31, 2013)

Unknown

33.92%

State of Hesse

31.37%

Lufthansa

8.46%

City of Frankfurt

20.03%

RARE

3.06%

Lazard

3.16%

The relative ownership interest of the individual shareholders was adjusted to the current total number of shares existing as at December 2012, 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. Source: State of Hesse, City of Frankfurt, Deutsche Lufthansa, Fraport.

Fraport Share & Management Geographical Split

Total Geographical Split of Share

Geographical Split of Free Float*

Source: own estimates

* Free float without the shares of State of Hesse, Stadtwerke Frankfurt am Main Holding GmbH and Deutsche Lufthansa AG

** Remainder: Countries below 0.5% in total split, 1.0% in free float split.
**Fraport Share & Management**

**Key Figures of Fraport Share**

<table>
<thead>
<tr>
<th></th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-end closing price</td>
<td>€ 53.87</td>
<td>€ 30.91</td>
<td>€ 36.28</td>
<td>€ 47.16</td>
<td>€ 38.00</td>
<td>€ 43.94</td>
<td>€ 54.39</td>
</tr>
<tr>
<td>Highest price</td>
<td>€ 64.85</td>
<td>€ 54.34</td>
<td>€ 38.80</td>
<td>€ 48.78</td>
<td>€ 58.10</td>
<td>€ 49.37</td>
<td>€ 57.41</td>
</tr>
<tr>
<td>Lowest price</td>
<td>€ 45.53</td>
<td>€ 23.67</td>
<td>€ 22.46</td>
<td>€ 34.40</td>
<td>€ 37.60</td>
<td>€ 38.41</td>
<td>€ 42.33</td>
</tr>
<tr>
<td>Annual performance (including dividend)</td>
<td>1.9%</td>
<td>-40.4%</td>
<td>21.1%</td>
<td>33.2%</td>
<td>-16.8%</td>
<td>18.9%</td>
<td>26.6%</td>
</tr>
<tr>
<td>Earnings per share (basic)</td>
<td>€ 2.44</td>
<td>€ 2.07</td>
<td>€ 1.60</td>
<td>€ 2.86</td>
<td>€ 2.82</td>
<td>€ 2.59</td>
<td>€ 2.40</td>
</tr>
<tr>
<td>Dividend per share*</td>
<td>€ 1.15</td>
<td>€ 1.15</td>
<td>€ 1.15</td>
<td>€ 1.25</td>
<td>€ 1.25</td>
<td>€ 1.25</td>
<td>€ 1.25</td>
</tr>
<tr>
<td>Dividend yield on Dec. 31</td>
<td>2.1%</td>
<td>3.7%</td>
<td>3.2%</td>
<td>2.7%</td>
<td>3.3%</td>
<td>2.8%</td>
<td>2.3%</td>
</tr>
<tr>
<td>Payout ratio</td>
<td>47.2%</td>
<td>55.7%</td>
<td>70.8%</td>
<td>44.0%</td>
<td>48.0%</td>
<td>48.5%</td>
<td>52.2%</td>
</tr>
<tr>
<td>Price-earnings ratio</td>
<td>22.1</td>
<td>14.9</td>
<td>22.7</td>
<td>16.5</td>
<td>14.5</td>
<td>17.0</td>
<td>22.7</td>
</tr>
<tr>
<td>Average trading volume per day (XETRA)</td>
<td>number</td>
<td>262,132</td>
<td>296,704</td>
<td>163,070</td>
<td>160,634</td>
<td>190,671</td>
<td>156,604</td>
</tr>
<tr>
<td>Market capitalization on Dec. 31</td>
<td>€ million</td>
<td>4,932</td>
<td>2,835</td>
<td>3,333</td>
<td>4,335</td>
<td>3,494</td>
<td>4,052</td>
</tr>
<tr>
<td>Total number of shares on Dec. 31</td>
<td>million</td>
<td>91.8</td>
<td>91.7</td>
<td>91.9</td>
<td>91.9</td>
<td>92.0</td>
<td>92.2</td>
</tr>
<tr>
<td>Number of floating shares on Dec. 31</td>
<td>million</td>
<td>91.5</td>
<td>91.6</td>
<td>91.8</td>
<td>91.8</td>
<td>91.9</td>
<td>92.1</td>
</tr>
</tbody>
</table>

*Proposed dividend for fiscal year 2013

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**Fraport Share & Management**

**Stock Performance 2013**

*For comparison reason the index of Fraport share performance was calculated by adding the dividend per share to the stock price.*
Fraport Share & Management
Chief Executive Officer: Dr. Stefan Schulte

Fraport AG’s CEO since September 2009
Responsible for:
- Corporate Compliance, Risk and Values Management
- Legal Affairs
- Internal Auditing
- Corporate Development, Environment and Sustainability
- Corporate Communications

Brief biography:
- 2007 – 2009: Vice Chairman and COO
- 2003 – 2007: CFO of Fraport AG
- 2001 – 2003: Executive Board member (CFO) of Deutz AG, responsible for finance and human resources
- CFO at Infrastrada S.p.A., the Mannesmann/Vodafone group’s Italian fixed-network subsidiary in Milan
- Divisional Director at Mannesmann Arcor
- Deutsche Bank’s group development department
- 1991: Finished his doctorate degree

Fraport Share & Management
Executive Director Ground Handling: Anke Giesen

Fraport AG’s Executive Director Ground Handling since January 2013
Responsible for:
- Retail and Properties
- Ground Services
- HR Top Executives

Brief biography:
- 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
- Studied Law
Fraport Share & Management
Executive Director Labor Relations: Michael Müller

Fraport AG's Executive Director Labor Relations since October 2012
Responsible for:
• Airport Security Management
• Human Resources
• Central Purchasing, Construction Contracts

Brief biography:
• 2009 – 2012: Senior Executive VP Ground Handling Fraport AG
• 1997 – 2009: Senior Vice President Human Resources Fraport AG
• 1993 – 1997: Several management positions in the Human Resources department of FAG (former name of Fraport AG)
• 1984 – 1993: Staff function reporting to the company's Executive Board Member responsible for labor relations at Flughafen Frankfurt/Main AG
• Studied Economics

Fraport Share & Management
Executive Director Operations: Peter Schmitz

Fraport AG’s COO since September 2009
Responsible for:
• Airside and Terminal Management, Corporate Safety and Security
• Real Estate and Facility Management
• Information and Telecommunications

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

Fraport AG’s CFO since April 2007
Responsible for:
- Corporate Infrastructure Management
- Global Investments and Management
- Controlling
- Finance and Investor Relations
- Accounting

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

* Executive Director Controlling & Finance

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Glossary

<table>
<thead>
<tr>
<th>ACI</th>
<th>Acronym for Airports Council International, the international association representing the world’s airports</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aviation</td>
<td>Fraport business segments. The segment is responsible for Runway and terminal operations, security &amp; expansion</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>CUTE</td>
<td>Common Use Terminal Equipment</td>
</tr>
<tr>
<td>EIB</td>
<td>Acronym for European Investment Bank</td>
</tr>
<tr>
<td>External Activities &amp; Services</td>
<td>Fraport business segments. The segment encompasses all holdings and activities not located at Frankfurt</td>
</tr>
<tr>
<td>Ground Handling</td>
<td>Fraport business segments. The segment encompasses the services required for servicing an aircraft on the ground</td>
</tr>
<tr>
<td>Hub</td>
<td>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</td>
</tr>
<tr>
<td>MTO/WTOM</td>
<td>Acronym for maximum takeoff weight/empty mass for which an aircraft is certified. The MTO/WTOM is the parameter for determining takeoff and landing charges</td>
</tr>
<tr>
<td>O &amp; D</td>
<td>Origin and Destination</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>Retail &amp; Real Estate</td>
<td>Fraport business segments. The segment encompasses the letting of shops &amp; offices, management of parking facilities and real estate</td>
</tr>
<tr>
<td>ROFRA</td>
<td>Abbreviation for Return on Fraport Assets = EBIT divided by Fraport assets</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>WiBank</td>
<td>Bank for Infrastructure in State of Hesse</td>
</tr>
</tbody>
</table>
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**Investor Relations**

**IR Service – meet IR**

**Financial Calendar**
- **Group Interim Report** – January 1 to March 31, 2014
- **Annual General Meeting** – January 1 to June 30, 2014
- **Group Interim Report** – January 1 to September 30, 2014

- **Thursday, May 8**
- **Friday, May 30**
- **Thursday, August 7**
- **Thursday, November 6**

**Traffic Calendar**
- **March 2014 / 3M 2014**
- **April 2014**
- **May 2014**
- **June 2014 / 6M 2014**
- **July 2014**
- **August 2014**
- **September 2014 / 9M 2014**
- **October 2014**
- **November 2014**

- **Thursday, April 10, 2014**
- **Tuesday, May 13, 2014**
- **Thursday, June 12, 2014**
- **Thursday, July 10, 2014**
- **Tuesday, August 12, 2014**
- **Wednesday, September 10, 2014**
- **Monday, October 13, 2014**
- **Wednesday, November 12, 2014**
- **Wednesday, December 10, 2014**

- **The latest IR Information**

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

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

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