Visual Fact Book
Full Year 2012
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### GROUP FINANCIALS & SEGMENTS

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Map of Frankfurt Airport incl. Terminal 3 (planned) and Northwest Runway

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Imprint
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Fraport at a Glance

Overview
Map of Frankfurt Airport incl. Terminal 3 (planned) and Northwest Runway, as of January 2013

Scale: approx. 1: 26,000

- Public operational area
- Non-public operational area
- CargoCity North
- CargoCity South
- Movement area
- Airport perimeter fence
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
- 188.2 million passengers at all airports of Fraport Group in 2012
  - 99.4 million passengers at majority-owned airports (with an interest of min. 50%)
  - 74.1 million passengers at minority-owned airports
  - The Fraport Group employs 20,963¹ people, thereof 18,939 in Germany
- Fraport generated revenue of € 2.4 bn., EBITDA of € 851 million in 2012 and a Group result of € 252 million²

¹ Average number of employees, excluding apprentices and employees on leave
² Roudned figures, group result before minorities

Overview

History of Fraport Group

1924  Opening of the Airfield at the Reilsdorf Site, Frankfurt, operated by the Südwestdeutsche Luftverkehrsgesellschaft 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
1994  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, Xi’an, 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
Fraport Activities Worldwide

Slide 5
Visual Fact Book Full Year 2012

Overview
Traffic Figures of Fraport Group

Slide 6
Visual Fact Book Full Year 2011

1) Effect of +0.7 mln. passengers  
2) Effect of –3.6 mln. Passengers  
3) Riyadh and Jeddah not included  
4) as of September 24, 2009
Overview
Group Financial Performance

€ mil.

2004: €1.56
2005: €1.85
2006: €2.63
2007: €2.44
2008: €2.07
2009: €1.64
2010: €2.86
2011: €2.62
2012: €2.59

Revenue
EBITDA
Group result (before minorities)

1) Figures including one-off- and consolidation effects, major effects included:
2006: Positive Group result wiffed from €117.6 ml., Manta payment in finance result,
and €35.7 ml. tax effect
2008: Sale of ICTS investment on April 1, revenue effect of €6-345 ml., in 2008
and €6-67 ml. in 2009. Total EBITDA effect of €6.5 ml., additional €22.8 ml.
impairment on main investment, with €11.8 ml. negative tax effect.
Financial result positively impacted by €41.6 ml. Manta payment
2009: Sale of ICTS investment on April 1, revenue effect of €6-345 ml., in 2009,
and €6-67 ml. in 2009. Total EBITDA effect of €6.5 ml., additional €22.8 ml.
impairment on main investment, with €11.8 ml. negative tax effect.
Financial result positively impacted by €41.6 ml. Manta payment
2010: Sale of ICTS investment on Feb. 26, revenue effect of €39 ml., and
additional EBITDA effect: additional €20 ml. Impairment on Ground
handling, and positive tax effect of €28.5 ml.
2010: Release of tax provisions of about €50 ml.

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

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

*Improving Profitability*

- Long-term agreement on airport charges with airlines (until 2015)
- Long-term agreement with Lufthansa in ground handling (until 2018)
- Program to increase efficiency and create lean corporate structures
- Numerous single measures and projects to further improve our efficiency and flexibility
- Focus on growth by strengthening our sales department and the three main growth generators*

*See “Taking Advantage of Growth Opportunities”*

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Slide 14: Visual Fact Book Full Year 2012

**Corporate Strategy – Agenda 2015**

*Increasing Customer Satisfaction*

- Continuation of the strategic service program “Great to have you here!”
- Overall customer satisfaction rises to 80% satisfied passengers in 2012 (from 77% in 2011 and 70% in 2010)
- Awarding of hallmarks of excellence (Business destinations travel awards etc.)
- Implementation of a Service charta including agreements with partner organizations at Frankfurt Airport
- Customized services for specific groups of passenger
Corporate Strategy – Agenda 2015
Ensuring Sustainability

Achievements so far

- Active noise abatement program in cooperation with airlines, German ATC authorities and neighboring municipalities
- Earlier refunding of measures for passive noise protection for residents in affected communities
- Environmental Management System EMAS-validated since 1999
- Repeated listing in sustainability indices

Outlook

- Measure catalog to further reduce carbon dioxides emissions at FRA
- Introduction of a billing-based carbon accounting to control energy consumption
- Increasing the proportion of women in management positions and gradual expansion of performance-based salary
- Group-wide roll-out of approved codes of conducts for employees and suppliers

Corporate Strategy – Agenda 2015
Growth Opportunities (!)

Achievements so far

Retail
- Retail revenue per passenger rises to 3.32 € in 2012
- Redesign of Pier A with enlargement of concourses including 4 marketplaces (approx. 12,000 sqm new retail space)

Outlook

Retail
- Expiring contracts offer future tender opportunities → concept changes as potential drivers for further turnover increase
- New shopping facilities in Terminal 3
**Corporate Strategy – Agenda 2015**

**Growth Opportunities (II)**

### Achievements so far

**Real Estate**
- Commercialization of "Moenchhof Site" (approx. 52%), "Gateway Gardens" (approx. 28%) and the expansion of "Cargo City South"
- Property management contracts for landmark buildings in Frankfurt and neighboring cities

### Outlook

**Real Estate**
- Further marketing and development of "Moenchhof Site", "Gateway Gardens" and "Cargo City 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 13 airports on four continents
- EBITDA share of 32% in 2012

### Outlook

**External Activities**
- Further development of international activities – interested in emerging as well as in mature infrastructures
Fraport and Market Environment

Features of Frankfurt Airport

- Biggest passenger airport in Germany
  - 57.5 mln passengers in 2012
  - 101 airlines fly to 204 destinations in 113 countries*
  - Star Alliance accounts for 77% of passengers at FRA

- One of the leading cargo hubs in Europe
  - 2.1 mln metric tons of freight and mail in 2012
  - 28 cargo airlines flying to 89 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 43% of the German population live within a 200km radius from FRA
  - 174 ICE and long-distance trains and 223 regional trains per day
  - 6 mln passengers per year use the long-distance trains to and from FRA, (~23% of originating passengers)

- Frankfurt Airport – top of the hubs
  - High connectivity with more than 260 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 2012/13
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, 2009

Features of Frankfurt Airport

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

**High Purchasing Power around FRA**

Different kinds of customers:
- Employees
  - ~ 78,000 employees at FRA
- Passengers with high purchasing power
  - 57.5 mil. passengers in 2012, thereof:
    - 45% O&D with purchasing power above German average
    - 55% transfer with extremely high purchasing power, e.g. from the USA, China, Russia or the Middle East

Source: MI-Research, 2012

**Features of Frankfurt Airport**

**Traffic focusing on Mega Hubs in Europe**

Only three Airbus A380 bases in Europe

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<tr>
<th>Airline</th>
<th>A380 in service (total number)</th>
<th>Airport</th>
<th>Airport Pass. (mill.)</th>
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<td>Virgin Atlantic</td>
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<tr>
<td>Air France</td>
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<td>CDG</td>
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<td>Lufthansa</td>
<td>10 (19)</td>
<td>FRA</td>
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Intercontinental traffic in Europe

- Sky Team
  - Air France
  - KLM etc.
  - Major Hub: CDG & AMS
- Star Alliance
  - Lufthansa
  - United Airlines etc.
  - Major Hub: FRA
- One World
  - British Airways
  - American Airlines etc.
  - Major Hub: LHR

Market share:
- 31%
- 19%
- 14%
- 13%
- 9%
- 7%
- 6%
- 3%

Three strong alliances dominate 60% of market

Reference parameter: intercontinental traffic in Europe
Sources: Airbus, Sabre ACDI January 2013
**Features of Frankfurt Airport**

**Slot Capacity of European Hub Airports**

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<th>Slot capacity</th>
<th>Planned runways</th>
<th>Target Capacity</th>
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<td>London-Heathrow</td>
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<td>Frankfurt</td>
<td>4 not independently usable</td>
<td>96–98 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 July 2011: Zoning decision¹</td>
<td>120 mov/h</td>
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<tr>
<td>Zurich</td>
<td>3 not independently usable</td>
<td>66 mov/h</td>
<td>0²</td>
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<tr>
<td>Vienna</td>
<td>2 not independently usable</td>
<td>72 mov/h</td>
<td>1</td>
<td>95 mov/h</td>
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<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>

¹ Subject to proceedings in contentious administrative matters
² Optimization of existing runways

---

**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. 11 worldwide
- Frankfurt is the intercontinental airport in Germany and No. 1 Star Alliance hub in Europe
- Wide body share*
  - Frankfurt: 24%
  - Munich: 8%
  - Düsseldorf: 5%
  - Hamburg: 3%

---

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: CAGR +3.8%

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

2nd oil crisis
Gulf war
Chernobyl

Features of Frankfurt Airport

Top 30 Passenger Airports in the World*

<table>
<thead>
<tr>
<th>Airports</th>
<th>mil.</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Atlanta ATL</td>
<td>95.5</td>
</tr>
<tr>
<td>2</td>
<td>Beijing PEK</td>
<td>81.9</td>
</tr>
<tr>
<td>3</td>
<td>London LHR</td>
<td>70.0</td>
</tr>
<tr>
<td>4</td>
<td>Tokyo HND</td>
<td>67.8</td>
</tr>
<tr>
<td>5</td>
<td>Chicago ORD</td>
<td>67.1</td>
</tr>
<tr>
<td>6</td>
<td>Los Angeles LAX</td>
<td>63.7</td>
</tr>
<tr>
<td>7</td>
<td>Paris CDG</td>
<td>61.6</td>
</tr>
<tr>
<td>8</td>
<td>Dallas DFW</td>
<td>50.8</td>
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<td>9</td>
<td>Jakarta CGK</td>
<td>57.7</td>
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<td>10</td>
<td>Dubai DXB</td>
<td>57.7</td>
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<tr>
<td>11</td>
<td>Frankfurt FRA</td>
<td>57.5</td>
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<tr>
<td>12</td>
<td>Hong Kong HKG</td>
<td>56.1</td>
</tr>
<tr>
<td>13</td>
<td>Denver DEN</td>
<td>53.2</td>
</tr>
<tr>
<td>14</td>
<td>Bangkok BKK</td>
<td>53.0</td>
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<tr>
<td>15</td>
<td>Singapore SIN</td>
<td>51.2</td>
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<table>
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<th>Airports</th>
<th>mil.</th>
<th>%</th>
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<tr>
<td>16</td>
<td>Amststerdam AMS</td>
<td>51.0</td>
</tr>
<tr>
<td>17</td>
<td>New York JFK</td>
<td>49.3</td>
</tr>
<tr>
<td>18</td>
<td>Guangzhou CAN</td>
<td>48.5</td>
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<tr>
<td>19</td>
<td>Madrid MAD</td>
<td>45.2</td>
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<tr>
<td>20</td>
<td>Istanbul IST</td>
<td>45.0</td>
</tr>
<tr>
<td>21</td>
<td>Shanghai PVG</td>
<td>44.9</td>
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<tr>
<td>22</td>
<td>San Francisco SFO</td>
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<td>23</td>
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<td>Charlotte CLT</td>
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<td>25</td>
<td>Phoenix PHX</td>
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<td>26</td>
<td>Houston IAH</td>
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<td>27</td>
<td>Kuala Lumpur KUL</td>
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<tr>
<td>28</td>
<td>Miami MIA</td>
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<tr>
<td>29</td>
<td>Incheon ICN</td>
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<td>30</td>
<td>Munich MUC</td>
<td>38.4</td>
</tr>
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</table>

* Total passengers enplaned and deplaned, passengers in transit counted once; ACI figures, preliminary
Slide 29  Visual Fact Book Full Year 2012

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

<table>
<thead>
<tr>
<th>Airports</th>
<th>Cargo (000 t)</th>
<th>%</th>
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<tbody>
<tr>
<td>Hong Kong</td>
<td>4,062</td>
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<td>Memphis</td>
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<tr>
<td>Shanghai</td>
<td>2,939</td>
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<td>Incheon</td>
<td>2,457</td>
<td>-3.3</td>
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<tr>
<td>Anchorage</td>
<td>2,450</td>
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<td>Dubai</td>
<td>2,267</td>
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<td>Louisville</td>
<td>2,168</td>
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<td>Paris</td>
<td>2,151</td>
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<td>Frankfurt</td>
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<td>Tokyo</td>
<td>2,008</td>
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<tr>
<td>Miami</td>
<td>1,930</td>
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<td>Singapore</td>
<td>1,842</td>
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<tr>
<td>Beijing</td>
<td>1,787</td>
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<td>Los Angeles</td>
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<td>Taipei</td>
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<tr>
<td>London</td>
<td>1,556</td>
<td>-0.7</td>
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<tr>
<td>Chicago</td>
<td>1,512</td>
<td>-3.0</td>
</tr>
<tr>
<td>Amsterdam</td>
<td>1,512</td>
<td>-2.4</td>
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<tr>
<td>Bangkok</td>
<td>1,345</td>
<td>1.8</td>
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<tr>
<td>New York</td>
<td>1,284</td>
<td>-5.5</td>
</tr>
<tr>
<td>Guangzhou</td>
<td>1,246</td>
<td>5.6</td>
</tr>
<tr>
<td>Indianapolis</td>
<td>932</td>
<td>2.7</td>
</tr>
<tr>
<td>Tokyo</td>
<td>910</td>
<td>3.6</td>
</tr>
<tr>
<td>Shenzhen</td>
<td>855</td>
<td>3.5</td>
</tr>
<tr>
<td>Leipzig</td>
<td>846</td>
<td>13.7</td>
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<tr>
<td>Doha</td>
<td>845</td>
<td>4.5</td>
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<tr>
<td>Newark</td>
<td>744</td>
<td>-7.5</td>
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<tr>
<td>Cologne</td>
<td>730</td>
<td>0.5</td>
</tr>
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<td>Osaka</td>
<td>723</td>
<td>-2.7</td>
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<tr>
<td>Kuala Lumpur</td>
<td>702</td>
<td>-0.1</td>
</tr>
</tbody>
</table>

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

Slide 30  Visual Fact Book Full Year 2012

Features of Frankfurt Airport
Hub and Spoke System

Exemplary Flight LH 738 Frankfurt to Hong Kong

LH 738 with 364 passengers on board

44 passengers to 8 destinations

224 passengers coming from 50 feeder destinations
Features of Frankfurt Airport  
FRA has the highest Transfer Rate in Europe

- Total Passengers FRA: 57.3 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, 67% are intercont-cont passengers and 7% intercont-intercont
- Intercont traffic has direct impact on charges (higher MTOW) and retail revenue (better spending behaviour)

*0.2 mil. transit passengers excluded

Features of Frankfurt Airport  
Transfer Share Development

Transfer share growing for two decades

43% 55%

Features of Frankfurt Airport Traffic Split and Growth 2012

- **W-Europe**: 61% (60% + 1%)
- **Domestic**: 11% (-4%)
- **E-Europe**: 8% (+3%)
- **North America**: 14% (+1%)
- **Far East**: 11% (+2%)
- **Middle East**: 5% (+5%)
- **Latin America**: 4% (+10%)
- **Africa**: 5% (+7%)
- **Intercontinental**: 39% (+4%)

**Traffic Share in Frankfurt (Passengers) 12M 12**

Change 12M 12 vs. 12M 12

---

Features of Frankfurt Airport Passenger Development by Regions

- **Europe**: -4.2%
- **North America**: +1.3%
- **Far East**: +2.4%
- **Middle East**: +5.4%
- **Latin America**: +10.1%
- **Africa**: +7.3%
- **Domestic**: +1.7%

**Other regions**

<table>
<thead>
<tr>
<th>Region</th>
<th>2012 absolute (in million pax)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intercont</td>
<td>12.7</td>
<td>+3.6</td>
</tr>
<tr>
<td>South America</td>
<td>1.3**</td>
<td>+6.6</td>
</tr>
<tr>
<td>Asia</td>
<td>9.7**</td>
<td>+3.2</td>
</tr>
<tr>
<td>Australia</td>
<td>0.1**</td>
<td>+2.7</td>
</tr>
</tbody>
</table>

*Note: *Values rounded to full 100,000

Source: OAG evaluation of routes, all traffic types.

% = Rate of change against previous year

Discrepancies due to rounding possible.
Features of Frankfurt Airport
FRA improving in Latin America & Africa

Source: Airports Rapid Data Exchange

Features of Frankfurt Airport
Passengers by Region 2012*

Source: OAG. Evaluation of routes. All traffic types. Passengers air-dep
*Discrepancies due to rounding possible
Features of Frankfurt Airport
Cargo by Region 2012*

Source: Optim Evaluation of routes. All traffic types. Cargo am=dep
*Gross values due to rounding possible

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

*Existing Cargo
Features of Frankfurt Airport
Shares of Aircraft Types by Movements 2012

- Remainder: 15%
- Boeing 737: 16%
- Airbus A321: 16%
- Airbus A320: 13%
- Airbus A319: 10%
- Canadair Regional Jet: 8%
- Boeing 747: 5%
- Embraer E-Jet: 5%
- Airbus A340: 4%
- Airbus A330: 3%
- Boeing 777: 4%
- Airbus A380: 1%
Slide 41

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
- 30% of passengers travel to FRA from a distance of >100 km (growth of 10PP since 1998)

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

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Features of Frankfurt Airport
FRA has the most Destinations*

Source: Sabre A01
* nonstop only
**Features of Frankfurt Airport**

**Passengers per Passenger Flights***

<table>
<thead>
<tr>
<th>Airport</th>
<th>Passengers/Movement</th>
</tr>
</thead>
<tbody>
<tr>
<td>LHR</td>
<td>149</td>
</tr>
<tr>
<td>CDG</td>
<td>135</td>
</tr>
<tr>
<td>FRA</td>
<td>128</td>
</tr>
<tr>
<td>MAD</td>
<td>126</td>
</tr>
<tr>
<td>AMS</td>
<td>125</td>
</tr>
<tr>
<td>ZRH</td>
<td>106</td>
</tr>
<tr>
<td>MUC</td>
<td>103</td>
</tr>
<tr>
<td>BRU</td>
<td>97</td>
</tr>
<tr>
<td>VIE</td>
<td>93</td>
</tr>
</tbody>
</table>

Peer average 118 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**
**Expansión en FRA**

Air Traffic grows stronger than World Economy

Until 2031, worldwide air traffic will more than double.

- **4.1% p.a.**
- **5.0% p.a.**
- **4.7% p.a.**
- **2.9% p.a.**

Expected air traffic growth

Expected growth of world economy

*Sources: 1) ACI, Global Traffic Forecast 2012–2031; Data Base: Passenger Volumes; 2) Boeing, Current Market Outlook 2013–2031; Data Base: RPK; 3) Airbus, Global Market Forecast 2012–2031; Data Base; 4) ACI, Global Traffic Forecast 2012–2031; Data Base: GDP*

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*Slide 46*

**Expansión en FRA**

Focus on intercontinental Routes in Europe

Air traffic growth 2011–2031

North America: 2.2%
Latin America: 6.5%
Europe (excluding CIS): 3.6%
Middle East: 6.2%
Asia/Pacific: 7.0%
Africa: 5.1%

Global average: 5.0% p.a.

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

*Source: Boeing, Current Market Outlook 2012–2031
* CAGR of RPK
Expansion at FRA
Air Traffic will boost especially in BRIC Countries

Nominal GDP per capita in US$

Source: Airbus, UBM Aviation (2009), IWF(2012), PWC(2011)
*originating from country

Expansion at FRA
Construction Areas - Capex 2007 to 2015 ~ € 7bn.

1. Mönchhof Areal
2. Ticona
3. Runway North-West (Expansion)
4. Pier A+ (FRA North)
5. The Sqaure
6. Gateway Gardens
7. CD – Link (FRA North)
8. A380 Maintenance Hangar
9. Terminal 3 (Expansion)
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 ("untieen 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**: Pier A-Plus
  - Main drivers: Passenger capacity, 6 mil.
  - Retail space

- **EU Security Regulation**: Concourse B, Gaps AB, BC
  - Main driver: Fire protection Terminal 1

- **Strict Fire Protection Regulations**: Hall C, CD-Pier
  - Main drivers: Passenger capacity, 4 mil.
  - A 360

- **New Aircraft Generation: A380**: Terminal 2
  - Main drivers: A 360
  - Retail space
**Expansion at FRA**

**Expected Capacity Development until ~2015**

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

- **Scheduled- and Charter traffic**
- **Ad-hoc traffic**

<table>
<thead>
<tr>
<th>Season</th>
<th>Movements/hour</th>
</tr>
</thead>
<tbody>
<tr>
<td>Winter 2012/13*</td>
<td>90</td>
</tr>
<tr>
<td>Summer 2013</td>
<td>96</td>
</tr>
<tr>
<td>Winter 2013/14</td>
<td>98</td>
</tr>
<tr>
<td>Target Fraport (without T3*)</td>
<td>100</td>
</tr>
</tbody>
</table>

* Target capacity incl. T3 = 128 msp/h

---

**Expansion at FRA**

**Slot Allocation in Summer Schedule 2013**

Summer Schedule 2013 with 96 coordinated movements/hour plus 2 for ad-hoc traffic (e.g. general aviation)*

Average slot coordinated

<table>
<thead>
<tr>
<th>Slots/hour</th>
<th>(00:00 - 05:00)</th>
<th>(05:00 - 06:00)</th>
<th>(06:00 - 07:00)</th>
<th>(07:00 - 08:00)</th>
<th>(08:00 - 09:00)</th>
<th>(09:00 - 10:00)</th>
<th>(10:00 - 11:00)</th>
<th>(11:00 - 12:00)</th>
<th>(12:00 - 13:00)</th>
<th>(13:00 - 14:00)</th>
<th>(14:00 - 15:00)</th>
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<th>(18:00 - 19:00)</th>
<th>(19:00 - 20:00)</th>
<th>(20:00 - 21:00)</th>
<th>(21:00 - 22:00)</th>
<th>(22:00 - 23:00)</th>
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<tbody>
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</tbody>
</table>

* between 6am and 10pm; 96 Movements/hour (2 for ad-hoc traffic e.g. general aviation); Night flight ban between 11pm and 5am
Expansion at FRA
The new Pier A-Plus Impressions

Expansion at FRA
The new Pier A-Plus Features

- 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 Features

- Additional terminal capacity in south-east area
- First phase (two piers out of four) with a designed capacity of 15 million passengers
- One Schengen, one Non-Schengen pier
- Total retail space: more than 10,000 sqm mostly on airside
- Cost-optimized modular construction: Additional 2 piers with 10 million designed passenger capacity in final construction phase
- Construction of apron areas and additional parking positions on Terminal 3 area will proceed in 2013
- Bid invitation and construction of terminal will be flexible in timing in a range of 5–7 years to meet demand as exactly as possible
Group Financials & Segments

Group Financials Key Figures*

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA</th>
<th>EBITDA Margin</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>2,010.3</td>
<td>28.3%</td>
<td>300.9</td>
</tr>
<tr>
<td>2010</td>
<td>2,194.6</td>
<td>32.4%</td>
<td>716.6</td>
</tr>
<tr>
<td>2011</td>
<td>2,371.2</td>
<td>33.8%</td>
<td>802.3</td>
</tr>
<tr>
<td>2012</td>
<td>2,442.0</td>
<td>34.8%</td>
<td>850.7</td>
</tr>
</tbody>
</table>

* Figures including special and consolidation effects
Financial Position
Maturity Profile & Cash Position (as of December 31, 2012)

- Fraport debt conditions on average
  - ~ 4% interest rate
  - ~ 7 years maturity

- Loans of infrastructure Banks of €1,230 mil.
- Bond of €800 mil. & Private Placement of €150 mil.
- Promissory notes "Schuldscheindarlehen" of €1,215 mil.
- Other financial liabilities
- Liquidity

Group Financials
Fraport Value Management

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>Fraport Group</th>
<th>Aviation</th>
<th>Retail &amp; Real Estate</th>
<th>Ground Handling</th>
<th>External Activities &amp; Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>486.0</td>
<td>77.8</td>
<td>96.1</td>
<td>251.5</td>
<td>20.3</td>
</tr>
<tr>
<td>2011</td>
<td>466.6</td>
<td>86.5</td>
<td>159.8</td>
<td>232.1</td>
<td>17.2</td>
</tr>
<tr>
<td>EBIT</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fraport assets</td>
<td>5,152.3</td>
<td>4,447.3</td>
<td>2,045.4</td>
<td>1,576.7</td>
<td>1,636.2</td>
</tr>
<tr>
<td>Costs of capital before tax</td>
<td>489.5</td>
<td>422.5</td>
<td>194.3</td>
<td>149.8</td>
<td>155.4</td>
</tr>
<tr>
<td>Fraport value Added before tax</td>
<td>8.5</td>
<td>74.1</td>
<td>-116.7</td>
<td>-53.7</td>
<td>96.1</td>
</tr>
<tr>
<td>ROFRA</td>
<td>9.7%</td>
<td>11.2%</td>
<td>3.8%</td>
<td>6.1%</td>
<td>15.4%</td>
</tr>
</tbody>
</table>

ROFRA (Return on Fraport assets) = \frac{EBIT}{Fraport assets}

* 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 Prüm, Senior Executive VP

- 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*

€ mil.

EBITDA margin

2009 17.1% 2010 19.0% 2011 24.2% 2012 24.3%

Revenue EBITDA EBIT

* Figures including special and consolidation effects

Aviation

Airport Charges growing to support Expansion*

More than 25% price increase 2010–2015

in %

Airport Charges

Increase

+3.0% July

+3.0% Oct

+4.0% April

+2.5% Oct

+2.9% Jan

+2.9% Jan

+2.9% Jan

+2.9% Jan


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

Segment Revenue: 823.4

- Passenger Charges 443.8
- Landing and Take-off Charges 148.0
- Security Services 98.3
- Aircraft Parking Charges 42.9
- Others 38.8

Other Revenues

* Security Charges (airlines, etc.)
* Aircraft Parking Charges
* Others

- Passenger Charges related to the number of departing and destination and transfer-transit passengers
- Landing and Take-off Charges related to MTOM, number of departing passengers, freight/mail tonnage (arrival and departure), noise and emission
- Aircraft Parking Charges related to time, aircraft size and position
- Security Charges related to the number of departing passengers, freight/mail tonnage (arrival and departure)
- 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

*E.g. critical parts, additional security measures and passenger segregation, insurance, etc.

Aviation
Components of regulated Airport Charges 2012

- Passenger Charges (443.8 € mil.)
  - Passenger-related charges (only take-off)
    - Depending on destination (EU, Non-EU continental, or intercontinental)
    - Discount for transfer passengers
    - Defined Cap
  - approx. €7,600*

- Landing and Take-off Charges (148.0 € mil.)
  - Mass-related charges based on MTOM
  - Passenger (only take-off)/ freight/mail-related charges (variable charges)
  - Noise-related charges
  - Emission-related charges
  - approx. €2,400*

- Aircraft Parking Charges (42.9 € 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 (38.8 € 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. €650*

* Example airport charges 2012 for one A380 landing-take-off-cycle at FRA approx. €11,200
Use of assumptions: Daytime flight, 440 Passengers; Transfer rate 0.5%
Map of Frankfurt Airport/Property of Fraport AG incl. Terminal 3 (planned) and Northwest Runway

Property of Fraport AG
as of December 31, 2012
Group Financials & Segments

Retail & Real Estate

Retail & Real Estate
Segment Structure

Retail & Real Estate
Karl-Heinz Dietrich, Senior Executive VP

Car Parking

Retail
Shopping
Services
Advertising

Real Estate
Rents in Terminals
Rents for Service & Admin. Buildings
Leaseholds
Land & Infrastructure
Retail & Real Estate Key Figures*

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA Margin</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>76.1%</td>
<td>362.4</td>
<td>225.0</td>
<td></td>
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<tr>
<td>2010</td>
<td>73.1%</td>
<td>403.1</td>
<td>227.9</td>
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<tr>
<td>2011</td>
<td>68.7%</td>
<td>444.7</td>
<td>232.1</td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>73.7%</td>
<td>452.9</td>
<td>250.8</td>
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</tr>
</tbody>
</table>

* Figures including special and consolidation effects

Retail & Real Estate Segment Revenue Split 2012

€ mil.

Segment Revenue 452.9

- Real Estate 175.2
- Car Parking 73.5
- Other 24.4

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 buildings of airlines and other companies are built
- Energy supply
Retail & Real Estate
Retail Revenue Split 2012

€ mil.

Retail Revenue \(^1\) 190.7

- Advertizing
  - 27.9
- Services
  - 45.7

Retail Segments

<table>
<thead>
<tr>
<th>Outlet</th>
<th>No.</th>
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<tbody>
<tr>
<td>Duty Free &amp; Travel Value</td>
<td>26</td>
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<tr>
<td>Specialty Shops</td>
<td>139</td>
</tr>
<tr>
<td>Food &amp; Beverages</td>
<td>70</td>
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<tr>
<td>Other Services, e.g. Car Rental</td>
<td>60</td>
</tr>
</tbody>
</table>

1) Revenue according to old/comparable segment structure, difference due to IT services
2) As of 30/12/2012

Retail & Real Estate
Increasing Retail Revenue per Passenger at FRA

Retail Revenue

- 2011
  - Shopping 103.0
  - Services 46.2
  - Advertising 29.5
- 2012
  - Shopping 114.1
  - Services 48.7
  - Advertising 27.9

Retail Revenue per Passenger

- 2011
  - 1.80
- 2012
  - 2.03

CAGR +5.2%

*Revenue according to old/comparable segment structure, difference due to IT services for passengers
Retail & Real Estate
Taking Advantage of the Passenger Mix

Unique passenger structure...

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

...with high spending power

Top 5 destinations in spending power compared to total average Duty Free spendings of passengers in 2012

Average = 1.0

Retail & Real Estate
Growing profitable Retail Space at FRA

Space ratio improvement

Shop impressions

Retail revenue per passenger

Landside

Airs ide

2011

46%

2012

40%

60%

1.2

2012

with A-Plus

3.32 €
Retail & Real Estate

Milestones in 2012: The 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

New Marketplace

---

Retail & Real Estate

Real Estate Revenue Split 2012

- Real Estate Revenue: € 175.2 mil.
- Rents from Terminals: 30.4
- Rents for Service & Admin. Buildings: 37.0
- Leaseholds: 44.4
- Other: 14.8

Land / Infrastructure
- 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 2012

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
**Slide 81**

**Retail & Real Estate Rentable Areas 2012**

<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/month⁴</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rents in Terminals</td>
<td>288,600</td>
<td>112,300</td>
<td>66,500</td>
<td>109,800</td>
<td>€27</td>
</tr>
<tr>
<td>Rents in Service &amp; Admin. Buildings</td>
<td>615,200</td>
<td>222,000</td>
<td>218,000</td>
<td>175,200</td>
<td>€18</td>
</tr>
<tr>
<td>DLH Base²</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, 2011 figures

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**Slide 82**

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

<table>
<thead>
<tr>
<th>Further development of the integrated business model</th>
<th>Growth at Frankfurt Airport</th>
<th>External growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leveraging strong position in Aviation and Ground Handling</td>
<td>Extend capacities to secure medium-term growth and our competitive position</td>
<td>Utilize Fraport’s expertise outside the Frankfurt site</td>
</tr>
<tr>
<td>Extend hub competence to strengthen business relationships with key customers</td>
<td>Expand and modernize retail space</td>
<td>Acquire and operate airports and terminals</td>
</tr>
<tr>
<td>Optimize productivity and efficiency</td>
<td>Accelerate property development/expansion of the Airport City</td>
<td>Acquire airport management and service contracts</td>
</tr>
<tr>
<td>→ Asset management</td>
<td>→ Site development</td>
<td>→ Portfolio management</td>
</tr>
</tbody>
</table>
Retail & Real Estate
Terminals and surrounding Areas

Size and Features 2012
Locations:
• ~ 32% of gross floor space at Terminals
• ~ 68% of gross floor space service & administration buildings

Utilization split:
• ~ 32% offices/lounges
• ~ 31% storage
• ~ 8% operations
• ~ 29% other utilisation

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 2012
• 1,480,000 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. The first third of that area will come on stream between 2013 and 2014.

Ownership:
• 100% Fraport

Clients
• 250 companies: airlines, forwarders, express services and other service providers
• Major logistics companies such as
  - Panatina-Kühne & Nagel
  - Dachser
  - DHL Danzas
  - Yusen
  - Lufthansa Cargo
  - Agility
  - different Airlines like e.g.
    - Air China Cargo
    - Emirates
    - Cargo
    - Japan Airlines
    - Korean Air Cargo
    - Aurora
    - Air Bridge Cargo
Retail & Real Estate
Home Base of Deutsche Lufthansa (DLH)

Size and Features 2012
- 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 – 230,000 sqm land area
The ground is owned by Fraport and rented to Lufthansa; Lufthansa / investors own the buildings:
- A 360 maintenance base
- Lufthansa Technik Maintenance International base

Client
- DLH

Retail & Real Estate
Mönchhof Site

Size and Features 2012
- 1,100,000 sqm of gross building land to sell and develop
- For 725,000 sqm net building land zoning plans are in place and largest contiguous industrial area under construction of the Rhine-Main region
- Approx. 360,000 sqm have been marketed already

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

Clients/Sales Contracts of approx. 275,000 sqm:
- Logiware Airport Film GmbH with, among others, lessees like "Dress for less", "Heinemann", "Hasenkamp"
- Zöll (equipment manufacturer)
- DoKaSch (maintenance for airfreight containers)
- Ontour / Contour II (freight forwarder)
- Würth AG (tools supplier)
- DHL / Harder Partner
- Multi Park / Multi Park II / Multi Park III (logistics/technology)
- Via Mat and My Logistis (logistics)
- WPG (project developer) / Rewo (distribution center perishables)
- Angelis II (casino)
- Weichinger Intra Red (retail by Harder & Partner)
- Simon Hegele (Logistics) / Aramex International GmbH (Logistics)
- Souvering Speed GmbH (Network provider for Logistics)
Retail & Real Estate
THE SQUAIRE

Size and Features 2012
- 200,000 sqm of gross floor space on 0 floors (rentable area 143,000 sqm)
- 660 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 600 nearby the building
- THE SQUAIRE is an innovative world of working and living that is being created to perfectly harmonise the needs of employees, customers, and companies – a NEW WORK CITY.

Ownership
- THE SQUAIRE GmbH & Co. KG – a joint project of IVD Immobilien AG (97%) and Fraport AG (3%)

Clients
- Hilton Worldwide Group, 34,500 sqm of space with Hilton (248 rooms) and Hilton Garden Inn (334 rooms)
- KPMG, European Headquarters, 36,000 sqm of office space
- Further tenants: Arthur D. Little, European Headquarters of Nemak (automotive supplier), plug-and-work Business and Conference Center, retail & gastronomy tenants

Retail & Real Estate
Gateway Gardens

Size and Features 2012
- 350,000 sqm of gross building land
- Direct autobahn connection 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
- Grundstücksgeellschaft 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 use 55,000 sqm for Europe’s most modern catering services, completed in 2006
- Park Inn Hotel opened in July 2010
- Condor, completed new headquarters /flight operation center in 2012
- Meininger 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 2013
- Alpha Rotex: Start of construction 2012, completion expected 2013
- Elements Frankfurt Airport Hotel, start of construction in 2013, completion expected in 2014
Group Financials & Segments

Ground Handling

Ground Handling Segment Structure

- Ground Handling
  - Martin Bien, Senior Executive VP

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 (~80 km)
- Baggage security
- Passenger bridges
- Baggage Reconciliation System (BRS)
- 400 Hz ground power supply
- Toilet/water facilities

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

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

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>619.9</td>
<td>-40.1</td>
<td>-40.1</td>
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<tr>
<td>2010</td>
<td>658.6</td>
<td>44.1</td>
<td>44.1</td>
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<tr>
<td>2011</td>
<td>655.5</td>
<td>54.5</td>
<td>20.3</td>
</tr>
<tr>
<td>2012</td>
<td>649.3</td>
<td>43.6</td>
<td>8.7</td>
</tr>
</tbody>
</table>

*Figures including special and consolidation effects

**Ground Handling Segment Revenue Split 2012**

€ mil.

- **Central Infrastructure**: 256.0
- **Segment Revenue**: 649.3
- **Ground Handling**: 393.3

**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

<table>
<thead>
<tr>
<th>Europe</th>
<th>North America</th>
<th>Asia</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Heterogeneous market situation: monopolies, duopolies and fully liberalized markets</td>
<td>• Fully liberalized market</td>
<td>• Regulated market</td>
</tr>
<tr>
<td>• Airports, airlines, independent ground handling provider</td>
<td>• Self-handling by airlines at hubs</td>
<td>• Self- and third-party handling by hub airlines</td>
</tr>
<tr>
<td>• Revision of EU directive</td>
<td>• Independent ground handling provider</td>
<td>• Mostly one independent ground handling provider</td>
</tr>
<tr>
<td></td>
<td>• Airport authorities do not offer any ground handling services</td>
<td>• “Regulated duopolies”</td>
</tr>
</tbody>
</table>

*Global in 2010
Source: Confire AG 2010

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>177</td>
<td>36</td>
</tr>
<tr>
<td>Menzies</td>
<td>131</td>
<td>29</td>
</tr>
<tr>
<td>Fraport</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Servisair</td>
<td>121</td>
<td>30</td>
</tr>
<tr>
<td>WFS</td>
<td>121</td>
<td>20</td>
</tr>
<tr>
<td>Dnata</td>
<td>18</td>
<td>8</td>
</tr>
<tr>
<td>Aviapartner</td>
<td>32</td>
<td>6</td>
</tr>
<tr>
<td>SATS</td>
<td>19</td>
<td>5</td>
</tr>
<tr>
<td>Celebi</td>
<td>29</td>
<td>4</td>
</tr>
</tbody>
</table>

Source: company data, Fraport, year of reported revenue can vary
**Slide 95**

**Ground Handling**

**Business Activities: Who does what?**

- Loading bridges: Fraport
- De-icing: Fraport (NICE)
- Fueling: FJS Frankfurt Jet Services, FFS Frankfurt Fuelling Services, Skytanking
- Catering: LSG
- Baggage security: Fraport
- Ramp agent: Fraport or airline
- Passenger stairs & passenger transportation: Fraport
- Crew transportation: Fraport or airline
- Toilet service: Fraport
- Cabin cleaning: Fraport or ASG
- High loaders & transporters: Fraport
- Transportation (baggage/cargo/mail): Fraport
- Loading/unloading (baggage/cargo/mail): Fraport

* 52% subsidiary of Fraport AG

**Slide 96**

**Ground Handling**

**On-time Management of complex Processes**

- Arrival
- Ramp supervision
- Parking
- Departure
- Cleaning
- Loading
- Toler/water services
- De-icing
- Stairs
- Crew transport
- Unloading
- Slairs
- Passenger transport
- Loading
- Cargo/mail trans.
- Push-back
- Baggage transport

* BRS = Baggage Reconciliation System
**Ground Handling**

Core Business Area: Ramp Services 2012

**Ramp Services**
- Regulated market: one third-party handler, Acciona
- Main customers of Fraport: Lufthansa and Star Alliance partners
- ~200,800 aircraft handled in 2012
- ~25.3 mil. tons MTOW

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

*Market Share*

- Fraport AG: 12.6%
- Acciona: 87.4%

*Base: MTOW 2012*

---

**Ground Handling**

Core Business Area: Passenger Services 2012

**Passenger Services**
- Open market: third-party handlers (e.g., Acciona) and self-handling (e.g., Lufthansa)
- ~22,900 aircraft handled in 2012

**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: 12.9%
- Lufthansa self-handling: 15.1%
- Lufthansa 3rd party: 10.1%
- Others: 61.9%

1) Base: Passengers 2012 for Check-in and Gaing; Source: Fraport AG
2) FPS included

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

Core Business Area: Central Infrastructure 2012

- Sole provider
- Provision of infrastructure, incl. Baggage conveyor system (>80 km)
- Baggage performance in 2012: 1.31% misconnected baggage
- ~28.5 mil. pieces of baggage (2012)

Market Share

100%

- Total Baggage Management, incl. intermodal handling (AirRail Terminal)
- Baggage facilities and conveyor system
- Baggage customs warehouse
- Baggage security, Baggage Reconciliation System (BRS)
- Passenger bridges
- CUTE network
- 400 Hz Ground power
- Fresh water / toilet facilities
- Fuelling and de-icing facilities

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
- Capacity: approx. 18,000 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 1.31 misconnected baggage per 1,000 items’ in FRA – top performance of our Fraport Ground Services

*Related to all checked and transferred baggage
**Slide 101**

**Ground Handling**

**Core Business Area: Cargo Services 2012**

**Cargo Services**
- Open market: third-party handlers (e.g., LUG, Aviapartner) & self-handlers (LH)
- Fraport Cargo Services (FCS), wholly owned subsidiary (100%)
- ~460,000 metric tons of cargo
- ~45,000 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

**Market Share**

- FCS: 29.9%
- Lufthansa: 23.2%
- Lufthansa 3rd party: 6.8%
- Others: 40.3%

1) Basis: Cargo Tonnage 2012; Source: FCS 2) Several handlers with 1-5% market share each

**Slide 102**

**Ground Handling**

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

2011
- Announcement of the Regulation Proposal by the European Commission of Transport and Mobility dated December 1st

2012
- Rejection of the Regulation Proposal to the Committee on Transport and Tourism by the European Parliament dated December 11th

2013
- Revision of the Regulation Proposal by the Committee on Transport and Tourism and submission to the European Parliament to the formal voting

Source: Fraport, www.bvl.de
**Ground Handling**

**Restructuring for profitable Growth decided in 2009**

- Fraport keeps its integrated business model
- Cutback of corporate benefits, e. g.:
  - Employee stock plan reduced
  - Pay for rotating shift pause abolished
  - Benefit payments reduced by 70%
  - Reduced tariff conditions for new staff

**Sustainable savings from 2015**

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

---

**Group Financials & Segments**

**External Activities & Services**
Slide 105  Visual Fact Book Full Year 2012

External Activities & Segments
Fraport Activities worldwide

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

* Concession contract of future Dakar airport

Slide 106  Visual Fact Book Full Year 2012

External Activities & Services
Segment Structure

External Activities & Services
Alexander Zinel, Senior VP

<table>
<thead>
<tr>
<th>Airports Majority Holdings</th>
<th>Airports Minority Holdings</th>
<th>Airports Management Contracts</th>
<th>Service Providers</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ankara International Airport (T1T), 51%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Jorge Chavez Int’l Airport Lima (LIM), 70.31%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Varna Airport (VAR) &amp; Burgas Airport (BOJ), 60%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dakar - Aéroport International Blaise Diagne (Dkr), Senegal*, 60%</td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

* Concession contract of future Dakar airport
**External Activities & Services Key Figures**

* Figures including special and consolidation effects

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>155.4</td>
<td>74.8</td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>240.2</td>
<td>135.6</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>254.7</td>
<td>148.1</td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>273.3</td>
<td>264.2</td>
<td></td>
</tr>
</tbody>
</table>

**External Activities & Services Segment Revenue Split 2012**

- **Others**
  - 111.3
- **Antalya**
  - 150.5
- **Varna & Burgas**
  - 63.3
- **Lima**
  - 191.3

Others are generated by majority held 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 telecommunication
External Activities & Services
Fraport manages a Variety of Airports

- **Hubs**
  - Frankfurt Main
    - Share: 100%
    - 57.5 mil. passengers
  - Lima Airport
    - Share: 70.01%
    - 13.3 mil. passengers
  - Delhi Airport
    - Share: 10.0%
    - 34.2 mil. passengers

- **Regional Airports**
  - Xi’an Airport
    - Share: 24.5%
    - 23.4 mil. passengers
  - Hanover Airport
    - Share: 30.0%
    - 5.3 mil. passengers
  - Pulkovo Airport
    - Share: 35.5%
    - 11.2 mil. passengers

- **Tourist Airports**
  - Antalya Airport
    - Share: 51.0%
    - 25.0 mil. passengers
  - Burgas Airport
    - Share: 60.0%
    - 2.4 mil. passengers
  - Varna Airport
    - Share: 60.0%
    - 1.2 mil. passengers

- **Management Contracts**
  - Cairo Airport
    - Duration: 6Y
    - 14.7 mil. passengers
  - Riyadh
    - Duration: 6Y
    - 17.7 mil. passengers
  - Jeddah
    - Duration: 6Y
    - 22.9 mil. passengers

* 2011 figures; 2012 figures not available at time of publication

---

External Activities & Services
History of Fraport’s Airports

- **Management contracts**
- **Minority holdings**
- **Majority holdings**

- **St. Petersburg (LED)**
  - 2010
  - Dakar (DKR)
  - +22 years

- **Cairo (CAI)**
  - Xi’an (XIY)

- **Delhi (DEL)**

- **Hanover (HAJ)**
  - 1996
  - Varna & Burgas (VAR & BOJ)
  - 2001
  - Lima (LIM)
  - 2006
  - Frankfurt-Hahn (HHN)
  - 2008
  - Arlanda (ARN)
  - 2009
  - Frankfurt-Hahn (HHN)
  - 2014

- **Saarbrücken (SCN)**
  - 1997
  - Manila (MNL)
  - 2002

- **Saudi Arabia (RUH & JED)**

1) Until 2012 management contract
2) Extension option
3) No concession, shares
4) Frankfurt-Hahn sold to the State of Rheinland Palatinate in Jan. 2006
External Activities & Services
Antalya Airport at a Glance I

Profile
• 2nd largest airport in Turkey 2012
• 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, Sky Airlines

Further Carriers
• Pegasus, Onur Air, Condor

• 9.1%

External Activities & Services
Antalya Airport at a Glance II

2012 review
• Refurbishment and modernization of retail areas in Terminal 2 completed
• Main growing origin markets are Germany and Russia
• Domestic growth due to cheap ticket prices and emergence of Low Cost Carrier
• ACI Airport Carbon Accreditation Level 3
• BID International Gold Star Award

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

#### Antalya Airport Financials

<table>
<thead>
<tr>
<th></th>
<th>€ mil. 2012</th>
<th>€ mil. 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in ml.</td>
<td>25.0</td>
<td>25.0</td>
</tr>
<tr>
<td>Movements in ‘000</td>
<td>159.2</td>
<td>163.6</td>
</tr>
<tr>
<td>Revenue‘</td>
<td>301.1</td>
<td>293.9</td>
</tr>
<tr>
<td>EBITDA‘</td>
<td>259.6</td>
<td>254.2</td>
</tr>
<tr>
<td>EBIT‘</td>
<td>161.7</td>
<td>158.0</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>86.2%</td>
<td>86.5%</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
  - Dividend rights increased by 16% to 50% in Jan. 2002

**Other shareholders**
- IC İcts İnsaat Sanayi ve Ticaret A.S. (48.99%)
- Fraport İc İcts Havali İmm. İleter 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 2006 takeover of Terminal 2
- From 23rd Sep. 2009 till 2024 Fraport operates all 3 terminals together with Turkish İC Holding

**Regulation**
- Fixed passenger fee

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

---

### External Activities & Services

#### Lima Airport at a Glance

**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

- 11.2%
**External Activities & Services**

**Lima Airport at a Glance II**

**2012 review**
- Traffic growth primarily driven by domestic passenger (+16.4%) due to better economic situation for the middle class in Peru
- >90% of Peruvian international traffic handled in Lima
- Winner:
  - Skytrax’s Airport of the Year South America: No. 1 in 2009, 2010, 2011 and 2012

**2013 outlook**
- Further passenger growth expected
- Apron expansion, implementation of additional remote gates, additional check in counters

---

**External Activities & Services**

**Lima Airport Financials**

<table>
<thead>
<tr>
<th></th>
<th>€ mil.</th>
<th>2012</th>
<th>2011</th>
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<tbody>
<tr>
<td>Passengers in mln.</td>
<td>13.3</td>
<td>11.8</td>
<td></td>
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<tr>
<td>Movements in '000</td>
<td>148.3</td>
<td>135.1</td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td>191.3</td>
<td>159.3</td>
<td></td>
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<tr>
<td>EBITDA</td>
<td>65.5</td>
<td>53.2</td>
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<tr>
<td>EBIT</td>
<td>52.5</td>
<td>42.7</td>
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</tr>
<tr>
<td>EBITDA margin</td>
<td>34.2%</td>
<td>33.4%</td>
<td></td>
</tr>
<tr>
<td>Fraport share</td>
<td>70.01%</td>
<td>70.01%</td>
<td></td>
</tr>
<tr>
<td>Consolidation</td>
<td>full</td>
<td>full</td>
<td></td>
</tr>
</tbody>
</table>

Fraport share: 70.01%

**Other shareholders:**
- International Finance Corporation (IFC) (19.99%)
- AC 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 till

**Capex**
- Until 2012 total CAPEX: USD 305.6 MM
- 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 I

Profile
- Tourist gateway to the Black Sea

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

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

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

Further Carriers
- Bulgarian Air Charter

Passenger CAGR (2002-2012)
- 6.6%

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

Varna
- Terminal construction on track
- Inauguration: 2013
- New capacity for 1.8 mil. passengers/year
- Successful refurbishment of the Runway

Burgas
- Terminal construction on track
- Inauguration: 2013
- New capacity for 2.7 mil. passengers/year
External Activities & Services
Varna and Burgas Airports Financials

<table>
<thead>
<tr>
<th>Twin Star Airports</th>
<th>2012</th>
<th>2011</th>
</tr>
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<tbody>
<tr>
<td>Revenue (in € mil.)</td>
<td>63.3</td>
<td>62.8</td>
</tr>
<tr>
<td>EBITDA (in € mil.)</td>
<td>25.9</td>
<td>23.8</td>
</tr>
<tr>
<td>EBIT (in € mil.)</td>
<td>18.8</td>
<td>17.2</td>
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<tr>
<td>EBITDA margin*</td>
<td>40.9%*</td>
<td>37.9%*</td>
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<td>Fraport share</td>
<td>60%</td>
<td>60%</td>
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<td>full</td>
<td>full</td>
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<table>
<thead>
<tr>
<th>Varna</th>
<th>2012</th>
<th>2011</th>
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</thead>
<tbody>
<tr>
<td>Passengers (in mil.)</td>
<td>1.2</td>
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<tr>
<td>Movements (in '000)</td>
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<table>
<thead>
<tr>
<th>Burgas</th>
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</thead>
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<tr>
<td>Passengers (in mil.)</td>
<td>2.4</td>
<td>2.3</td>
</tr>
<tr>
<td>Movements (in '000)</td>
<td>18.9</td>
<td>19.2</td>
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</tbody>
</table>

* Influenced by IFRIC 12: real EBITDA margin: 2012: 56.4%, 2011: 54.6%

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

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

Regulation:
- Dual bill

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

---

External Activities & Services
Minority: Hanover Airport, Germany

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

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

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

Main Carriers:
- Air Berlin, Lufthansa

Further Carriers:
- TUIfly, Germanwings, Swiss, Condor, Turkish Airlines

- 1.1%

Passengers Total 2012:
- 5.3 mil.
External Activities & Services
Minority: Delhi, India

Fraport share: 10.00%
Other shareholders
• GMR Group (64.00%)
• 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

• 14.6%

Passengers Total 2012
• 34.2 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 mil. 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

• 18.1%

Passengers Total 2012
• 23.4 mil.
External Activities & Services
Minority: Saint Petersburg, Russia

Fraport share: 35.5%

Other shareholders
- VTB Bank 50.0%, Russia
- Koltsrera 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 for 11 mil. passengers/year

Main Carrier
- Rossiya Airlines

Further Carriers
- Aeroflot, Lufthansa, Transaero, S7

- 13.4%

Passengers Total 2012
- 11.2 mil.

---

External Activities & Services
Management Contracts & Others

**Cairo, Egypt**
Profile
- On the way of becoming the hub of MENA (Middle East North Africa)

Infrastructure
- 3 parallel runways, capacity for 100+ movements/hour
- 2 passenger terminals, capacity for 19 mil. passengers/year
- 3rd terminal under construction, capacity for 8 mil. passengers/year

Main Carrier
- Egypt Air

Further Carriers
- Saudi Arabian Airlines, Lufthansa, Emirates, Gulf Air

Passenger CAGR (2004–2012)
- 8.8%

Passengers Total 2012
- 14.7 mil.

**Dakar, Senegal**
Profile
- New Airport currently under construction
- Fraport has a concession contract for the future airport (60%)

Infrastructure
- 1 runway
- 1 terminal, capacity for 3.0 mil. passengers/year

Profile old airport
- In operation until opening of the new airport

Carriers
- Senegal Airlines, Air France, Royal Air Maroc, Brussels Airlines, Iberia Airlines

Passengers Total 2011
- 1.8 mil.*

**Riyadh & Jeddah, Saudi Arabia**

**Riyadh**
Profile
- Capital airport

Infrastructure Riyadh
- 2 runways
- 4 terminals

Main Carrier
- Saudi Arabian Airlines

Further Carriers
- Emirates, Air India, Pakistan International Airlines, Lufthansa

Passengers Total 2012
- 17.7 mil.

**Jeddah**
Profile
- Pilgrim airport, Red Sea

Infrastructure Jeddah
- 3 runways
- 3 terminals

Main Carrier
- Saudi Arabian Airlines

Further Carriers
- NAS Air, Egypt Air, Air India, Lufthansa

Passengers Total 2011
- 22.9 mil.*

* 2011 figures; 2012 figures not available at time of publication
Fraport Share & Management

IR Strategy

Focus of Fraport’s Investor Relations

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

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

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

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

ISIN: DE0005773303
Share symbol: FRA GR (Bloomberg) FRAG.DE (Reuters)
Class of share: Ordinary bearer shares with a nominal par value of € 10.00 each
Capital stock (acc. to IFRS): € 922.1 million
Calculated par value per share: € 10.00
Number of floating shares\(^1\) on Dec. 31, 2012: 92,134,391
Listing: Frankfurt Stock Exchange – official trading (Prime Standard), MDAX\(^2\)
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

\(^{1}\) Total number of shares on the balance sheet date minus treasury shares
\(^{2}\) Index of Deutsche Börse for mid caps from classic sectors

Fraport Share & Management Shareholder Structure (as of December 31, 2012)

- State of Hesse: 31.40%
- Lufthansa: 20.05%
- RARE: 8.46%
- City of Frankfurt: 3.06%
- Lazard: 3.16%
- Unknown: 33.87%

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 as 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**
- Germany: 62.3%
- USA: 7.2%
- Canada: 1.0%
- Norway: 1.0%
- Denmark: 1.1%
- UK: 1.9%
- Remainder: 17.6%

**Geographical Split of Free Float**
- Germany: 17.9%
- USA: 17.9%
- France: 4.8%
- UK: 4.8%
- Denmark: 2.7%
- Norway: 2.5%
- Remainder: 17.9%

*Source: own estimates

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

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**Fraport Share & Management Key Figures of the Fraport Share**

<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>
</tr>
</thead>
<tbody>
<tr>
<td>Year-end closing price</td>
<td>€ 54.02</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>
</tr>
<tr>
<td>Highest price</td>
<td>€ 66.77</td>
<td>€ 64.65</td>
<td>€ 54.34</td>
<td>€ 38.80</td>
<td>€ 48.78</td>
<td>€ 58.10</td>
<td>€ 49.37</td>
</tr>
<tr>
<td>Lowest price</td>
<td>€ 44.90</td>
<td>€ 45.53</td>
<td>€ 23.67</td>
<td>€ 22.46</td>
<td>€ 34.40</td>
<td>€ 37.60</td>
<td>€ 38.41</td>
</tr>
<tr>
<td>Annual performance (including dividend)</td>
<td>% 22.3</td>
<td>1.9</td>
<td>−40.4</td>
<td>21.1</td>
<td>33.2</td>
<td>−18.8</td>
<td>18.9</td>
</tr>
<tr>
<td>Earnings per share (basic)</td>
<td>€ 2.63</td>
<td>2.44</td>
<td>2.67</td>
<td>1.60</td>
<td>2.86</td>
<td>2.62</td>
<td>2.59</td>
</tr>
<tr>
<td>Dividend per share¹</td>
<td>€ 1.15</td>
<td>1.15</td>
<td>1.15</td>
<td>1.15</td>
<td>1.25</td>
<td>1.25</td>
<td>1.25</td>
</tr>
<tr>
<td>Dividend yield on Dec. 31</td>
<td>% 2.1</td>
<td>2.1</td>
<td>3.7</td>
<td>3.2</td>
<td>2.7</td>
<td>3.3</td>
<td>2.8²</td>
</tr>
<tr>
<td>Payout ratio</td>
<td>% 43.9</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>
</tr>
<tr>
<td>Price-earnings ratio</td>
<td>% 20.5</td>
<td>22.1</td>
<td>14.9</td>
<td>22.7</td>
<td>16.5</td>
<td>14.5</td>
<td>17.0</td>
</tr>
<tr>
<td>Average trading volume per day (XETRA)</td>
<td>number</td>
<td>295,183</td>
<td>262,132</td>
<td>256,704</td>
<td>163,070</td>
<td>160,634</td>
<td>190,671</td>
</tr>
<tr>
<td>Market capitalization on Dec. 31</td>
<td>€ million</td>
<td>4,336</td>
<td>4,932</td>
<td>2,835</td>
<td>3,333</td>
<td>4,335</td>
<td>3,494</td>
</tr>
<tr>
<td>Total number of shares on Dec. 31</td>
<td>million</td>
<td>91.5</td>
<td>91.6</td>
<td>91.7</td>
<td>91.9</td>
<td>91.9</td>
<td>92.0</td>
</tr>
<tr>
<td>Number of floating shares on Dec. 31</td>
<td>million</td>
<td>91.4</td>
<td>91.5</td>
<td>91.6</td>
<td>91.8</td>
<td>91.8</td>
<td>91.9</td>
</tr>
</tbody>
</table>

*¹ Proposed dividend for fiscal year 2012

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* Source: own estimates

*Free float without the shares of Steag, Stadtwerke Frankfurt am Main Holding GmbH and Deutsche Lufthansa AG
Fraport Share & Management
Stock Performance 2012

in %

140
130
120
110
100
90
80

January, 1 2012

December 31, 2012

MDAX
DAX
Fraport

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

Fraport Share & Management
CEO: Dr. Stefan Schulte

Fraport AG’s CEO since September 2009

Responsible for:

- Corporate Compliance, Risk and Values Management
- Legal Affairs
- Internal Auditing
- Corporate Development and Sustainability Management
- Corporate Communications

Brief biography:

- April 2007 – August 2009: Vice Chairman and COO
- 2003 – April 2007: CFO of Fraport AG
- 2001 – 2003: Executive board member (CFO) of Deutz AG, responsible for finance and human resources
- CFO at Infostrade S.p.A., the Mannesmann/Vodafone group’s former Italian fixed-network subsidiary
- Area director of controlling at Mannesmann Arcor
- Deutsche Bank’s group development department
- 1991: Finished his doctorate degree
Fraport Share & Management
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 Pfeiderer AG
• 2001 – 2004: Several management positions at Pfeiderer AG
• 1992 – 2001: Specialist for Human Resources and Management Personnel in the mechanical and electrical engineering sector at Mannesmann Dematic 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  
- Passenger Experience

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

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**Fraport Share & Management**

**CFO: Dr. Matthias Zieschang**

Fraport AG’s CFO since April 2007  
Responsible for:  
- Corporate Infrastructure Management  
- Global Investments and Management (External Activities)  
- 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
Glossary

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

Aviation
Fraport business segments. The segment is responsible for Runway and terminal operations, security & expansion

BOT
Acronym for Build Operate Transfer

CAGR
Acronym for Compound Annual Growth Rate

CUTE
Common Use Terminal Equipment

EIB
Acronym for European Investment Bank

External Activities & Services
Fraport business segments. The segment encompasses all holdings and activities not located at Frankfurt

Ground Handling
Fraport business segments. The segment encompasses the services required for servicing an aircraft on the ground

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

IATA
Acronym for International Air Transport Association, the international umbrella organization of the airlines

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

O & D
Origin and Destination

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

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

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

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

WIBank
Bank for Infrastructure in State of Hesse

Investor Relations

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### Investor Relations

**IR Service – meet IR**

#### Financial Calendar
- 3-months interim report 2013: Wednesday, May 8
- Annual General Meeting: Friday, May 31
- 6-months interim report 2013: Wednesday, August 7
- 9-months interim report 2013: Wednesday, November 6

#### Traffic Calendar
- **March 2013**: Thursday, April 11
- **April 2013**: Tuesday, May 14
- **May 2013**: Wednesday, June 12
- **June 2013**: Wednesday, July 10
- **July 2013**: Monday, August 12
- **August 2013**: Wednesday, September 11
- **September 2013**: Friday, October 11
- **October 2013**: Tuesday, November 12
- **November 2013**: Wednesday, December 11

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