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#### Disclaimer

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Fraport at a Glance/ FRA at a Glance



#### Fraport at a Glance/FRA at a Glance History of Fraport AG

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 – beginning of airship traffic

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"

1997-2008 Focus on international activities: Acquisition of

Frankfurt-Hahn, Antalya, Lima, Varna & Burgas, Xi'an;

Management contracts with Riyadh & Jeddah, Cairo, Dakar

2008–2009 Portfolio optimization: Sale of ICTS Europe and Frankfurt-Hahn

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#### Fraport at a Glance/FRA at a Glance Features of Fraport Group



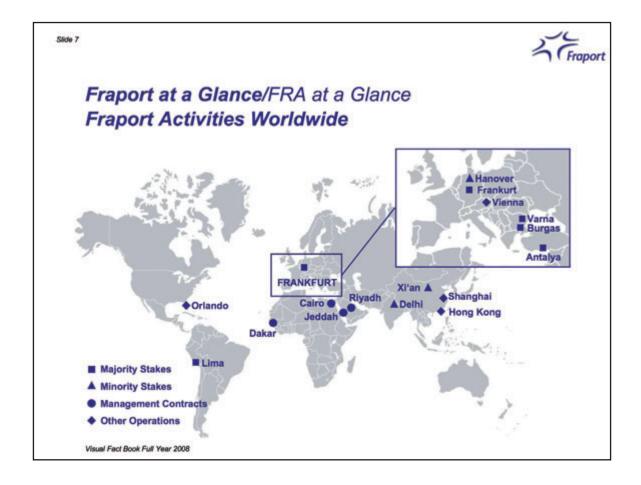






- Fraport AG Frankfurt Airport Services Worldwide based in Frankfurt/Main, Germany
- Founded in 1924
- Owns and operates Frankfurt Airport, Germany's biggest hub airport as well as other airports around the world
- IPO in June 2001
- 133.3 million passengers at all Fraport airports in 2008
  - 78.1 million passengers at majority holdings
  - 55.2 million passengers at minority holdings and airports under management contract
- The Fraport Group employs 20,196\* people, thereof 16,910\* at Frankfurt Airport.
- Fraport generated revenues of € 2.1 bn. in 2008

\*) As of December 31, 2008 (employees on temporary leave and trainees not included)





#### Fraport at a Glance/FRA at a Glance Portfolio<sup>1</sup>



Revenue **EBITDA** 

€ 2,101.6 mil. € 600.7 mil. € 360.7 mil. Net Income **EPS** Employees<sup>2</sup> € 180.2 mil. € 1.89 20,196

#### Aviation

- Runway and terminal operations
- Security

Revenue € 698.4 mil. € 124.9 mil. **EBITDA EBIT** € 58.0 mil. 6,639

#### Retail & Properties

- Retail management Property manage-
- Car parking
- Other services (IT, facility management)

Revenue € 433.5 mil. **EBITDA** € 367.9 mil. FRIT € 285.9 mil. Employees<sup>2</sup> 2,749

#### **Ground Handling**

- Ramp services
- Passenger services Baggage handling
- Cargo services

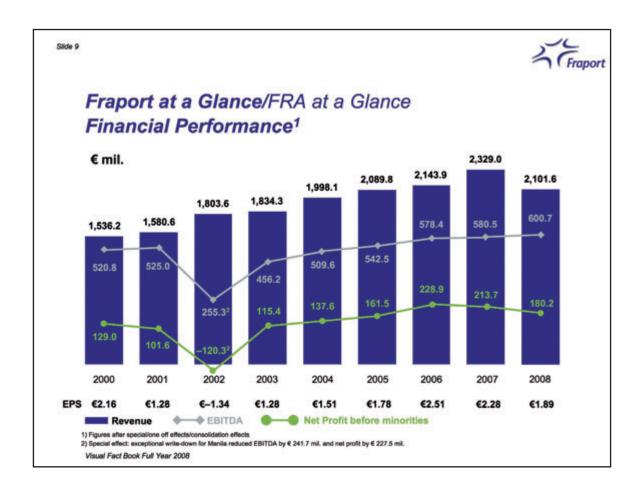
Revenue € 642.7 mil. € 52.0 mil. **EBITDA EBIT** € 19.0 mil. Employees<sup>2</sup> 8,333

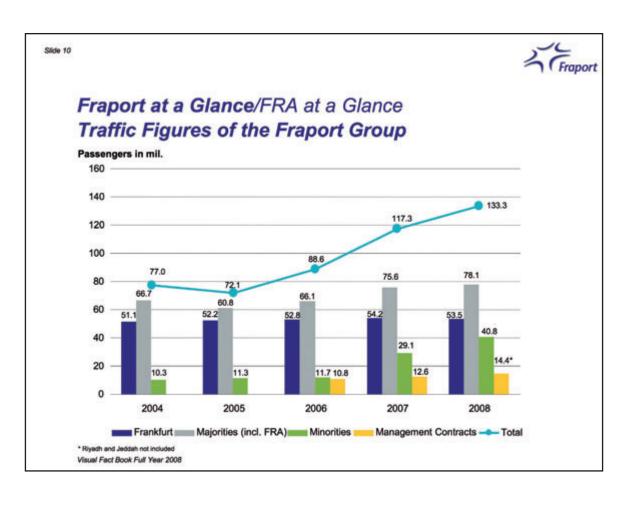
#### **External Activities**

- Investments in other airports
- contracts with airports Airport-related

Revenue € 327.0 mil. **EBITDA** € 55.9 mil. EBIT € -2.2 mil. 2,475

- Figures after special/one off effects/consolidation effects
   As of December 31, 2008 (employees on temporary leave and trainees not included)







# Fraport at a Glance/FRA at a Glance Group Traffic Figures FY 2008

in '000	Fraport Share	Passen- gers	Change in %	Cargo	Change in %	Move- ments	Change in %
Frankfurt	100.00%	53,467	-1.3	2,111	-2.7	486	-1.4
Antalya <sup>1</sup>	51.00%	9,071	8.5	n. a.	n. a.	67	15.3
Lima	70.01%	8,289	10.4	239	6.1	99	6.3
Frankfurt-Hahn	65.00%	3,939	-1.9	124	10.9	<b>41</b>	-1.0
Burgas	60.00%	1,937	-0.6	1	-28.6	17	5.2
Varna	60.00%	1,450	-2.9	n. a.	n. a.	15	1.1
Delhi	10.00%	23,247	-0.4	437	1.1	238	5.4
Xi'an	24.50%	11,922	4.8	118	5.3	121	2.7
Hanover	30.00%	5,638	-0.1	17	6.7	87	-1.8
Cairo <sup>2)</sup>	18	14,360	14.2	279	1.2	137	12.7
Group total	76	133,320	2.2	3,326	-0.5	1,307	3.0

<sup>1)</sup> Terminal1 + Domestic-Terminal Basis 2007 adjusted

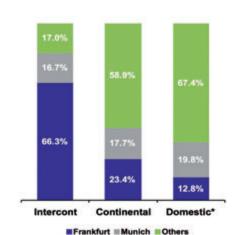
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# Fraport at a Glance/FRA at a Glance Intercontinental Traffic is Concentrated in Frankfurt

#### Passenger Share of German Airports 2008



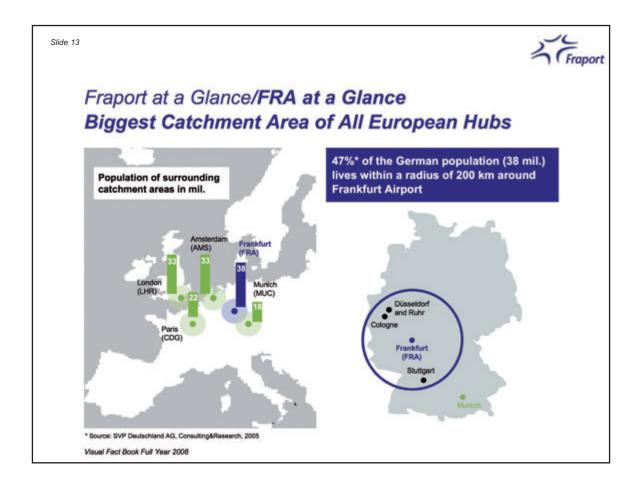
- \* Domestic traffic is diverted on high speed trains; figures are rounded; source: Statistisches Bundesamt (Federal Statistical Office)
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- Frankfurt is No. 1 airport in Europe in terms of
  - · Catchment area
  - Intermodality
- Frankfurt is No.1 airport in Germany
- Frankfurt is the dominant airport in intercontinental traffic due to hub and spoke operations in Germany
- Wide body share underlines Frankfurt's dominant position

Frankfurt: 25.5%
Munich: 6.1%
Düsseldorf: 3.9%
Hamburg: 2.9%

 Frankfurt airport is No. 1 Star Alliance hub in Europe

<sup>2)</sup> Management contract



## **Corporate Strategy**

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Corporate Strategy

Strategic Goals

Value Creation Performance Sustainability

The three Pillars of Fraport's Strategy

Consolidation at FRA Growth & Expansion at FRA External growth

Slide 16 Corporate Strategy Strategic Goals We strive consistently to increase our company's value in all fields of business. We achieve above-average returns in our segments, ranking among the industry's best in each of them Value creation We are committed to strengthening our long-term ability to finance projects and service our debts With our integrated business model, we achieve outstanding results through reliable, efficient, high-quality processes Performance Our outstanding performance is reflected by both a substantial market share and satisfied customers. We are committed to improving both even further As an employer and economic player, we are acutely aware of our responsibilities toward our staff, society and the environment Sustainability We focus on sustainability and base our business activities on sound economic, environmental and social principles Visual Fact Book Full Year 2008



# Corporate Strategy The Three Pillars of Fraport's Strategy

#### Consolidation at FRA

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

#### Growth & Expansion at FRA

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

#### **External Growth**

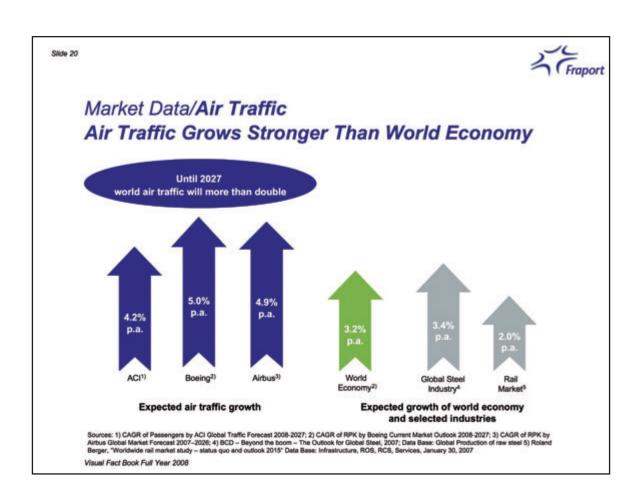
- Using Fraport's expertise at locations other than Frankfurt
- Acquisition and operation of airports and passenger terminals
- Winning airport management and service contracts

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#### Market Data/Air Traffic

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Market Data/Air Traffic Dynamic Growth in Air Traffic Due to Globalization Index 1990 = 100\* · Growth in air traffic is highly correlated to growth of global trade Due to globalization both air traffic and global trade have grown stronger than the global GDP, but they are also correlated to it In the long run, crises like 9/11 do not stop the globalization process Negative or low growth rates in air traffic after 9/11 were offset by even stronger growth rates after that crisis Global trade Air traffic Conclusion for next Global GDP decade 91 52 50 54 55 96 97 56 99 00 ct 52 00 54 05 06 97 evelopment of global air traffic (RPK), global trade and global gross restic product 1990 – 2007 (Index 1990 = 100) roce: Air Transport Association, World Trade Organization; air traffic: elopment of revenue passenger kilometers (RPKs); global trade: une of merchandise exports worldwide; global GIDP; growth of global GIDP Air traffic is expected to grow stronger than the GDP ~ 5% per year





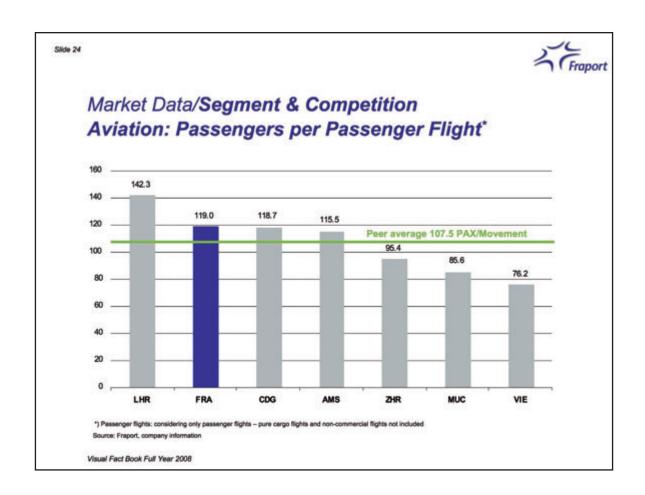
# Market Data/ Segment & Competition

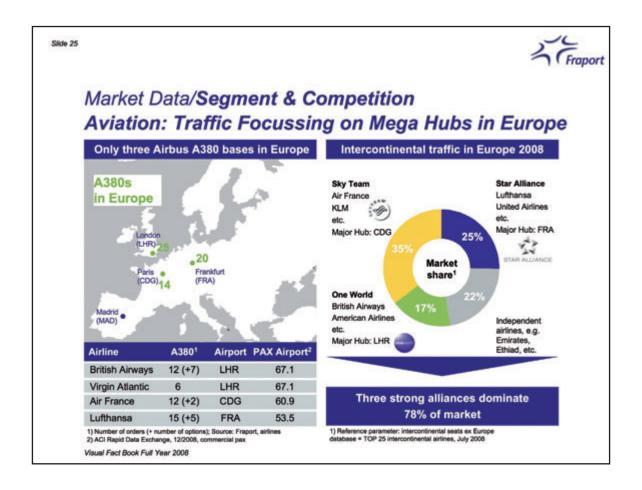


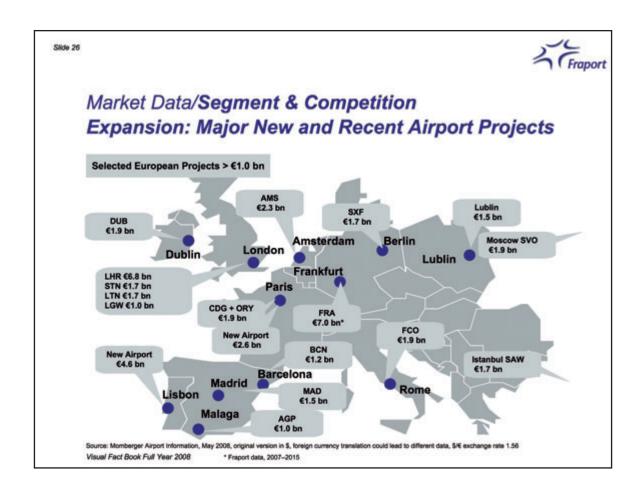
# Market Data/Segment & Competition Aviation: Slot Capacity of European Hub Airports

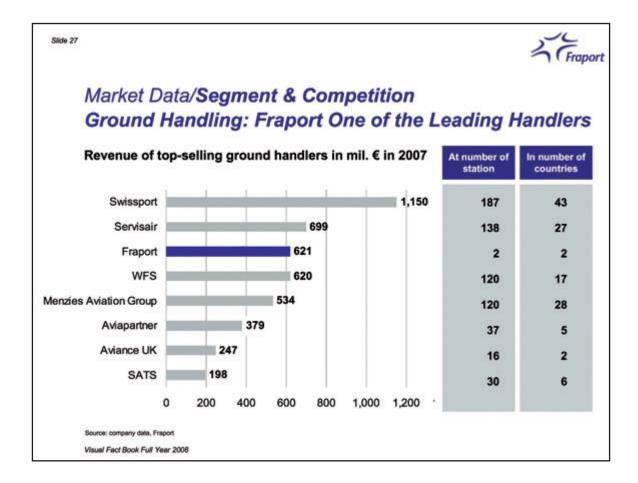
Airport		Existing runways	Slot capacity		Planned runways	Target Capacity
London-Heathrow	2	not independently usable	79 mov/h	1	possibly by 2020	120 mov/h
Paris-Ch. d. Gaulle	4	not independently usable	110 mov/h	0		120 mov/h
Frankfurt	3	not independently usable	83 mov/h	1	by 2011	126 mov/h
Madrid	4	independently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

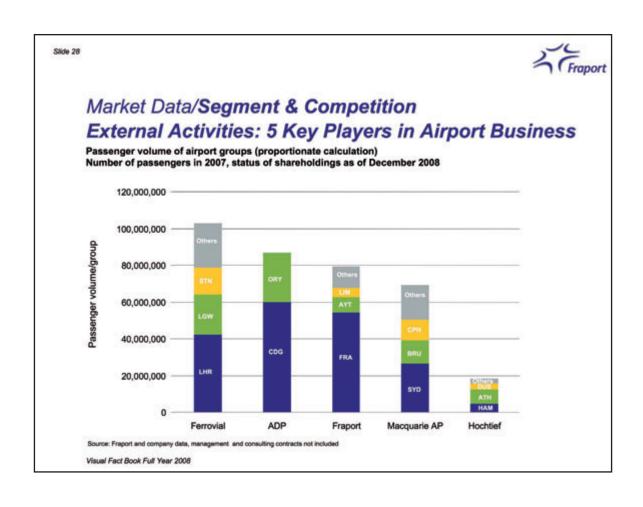
<sup>\*)</sup> Optimization of existing runways Visual Fact Book Full Year 2008

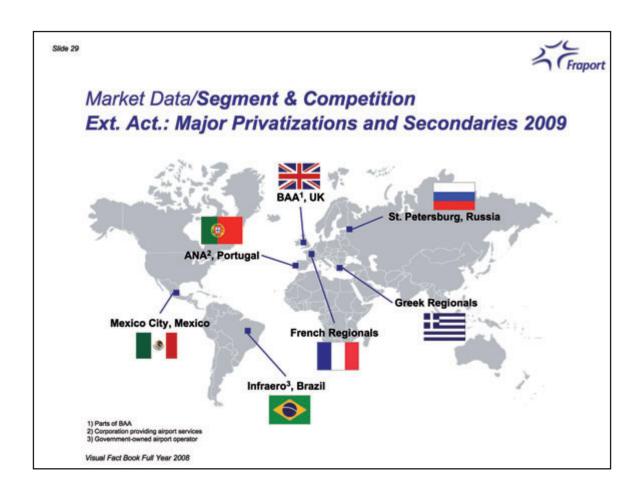








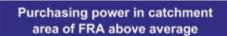


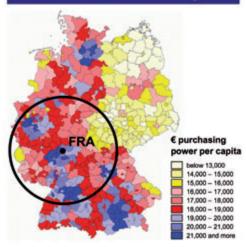


# Market Data/Know how



#### Market Data/Know how Retail: High Purchasing Power at FRA





#### Different kind of customers:

- Employees
  - Approx. 70,000 employees working at FRA
  - In 2015 approx. 100,000 employees
- Passengers with high purchasing power
  - . 53.5 mil. PAX in 2008, thereof
    - 48% O&D passengers with purchasing power above German average
    - 52% transfer passengers with extremely high purchasing power, e.g. from the USA, China, Russia or the Middle East

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#### Market Data/Know how Properties: High Demand at Frankfurt Airport

# Vacancy rate extremely low at FRA¹ 100% 90% 15% 80% 70% 85% 60% Fraport ■ occupied ■ vacant

- Prime markets such as Munich, Frankfurt, Hamburg, Berlin will be able to keep prime rents steady<sup>2</sup>
- The Jones Lang LaSalle European office rental index dropped by 3.4% in the fourth quarter of 2008<sup>2</sup>
- Frankfurt's attractiveness as a business location is essentially due to its aboveaverage transportation infrastructure<sup>3</sup>
- High demand for space located close to the terminals<sup>1</sup>

#### Heterogeneous property market benefits Frankfurt Airport

1) Source: Fraport, Immobilienbericht 2008, Colliers, Frankfurter Immobilienreport 09/2008 (Real Estate Report 2008/Frankfurt Real Estate Report 09/2008) 2) Source: Jones Lang LaSalle 3) Press Release IHK Frankfurt, 26/01/2009



# Market Data/Know how Ground Handling: Heterogeneous Markets

#### Market volume (global): €31 bn.\*

#### Europe

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

#### **North America**

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

#### Asia

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

") In 2007 Source: Fraport and KPMG 2008 Visual Fact Book Full Year 2008

Frankfurt Airport – FRA



#### Frankfurt Airport – FRA Facts and Figures

#### Biggest passenger airport in Germany

- 53.5 mil. PAX in 2008
- 119 airlines fly to 304 destinations in 106 countries\*

#### One of the leading cargo hub airports in Europe

- · 2.1 mil. metric tons of freight and mail in 2008
- · 30 cargo airlines flying to 79 destinations in 40 countries\*

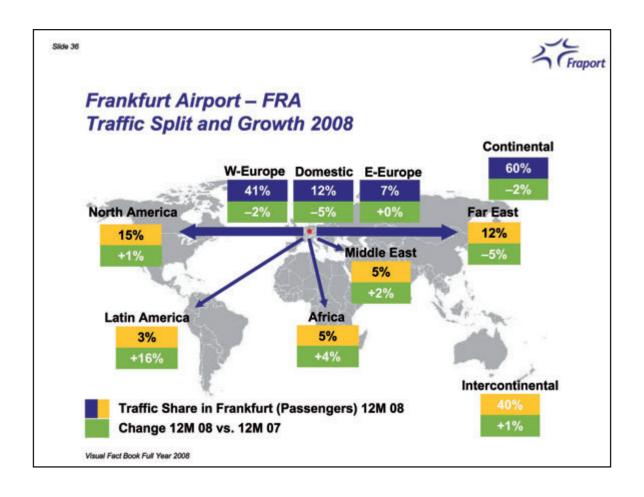
#### Train connections

- · 167 ICE and long-distance trains per day
- · 233 regional trains per day
- ~ 5 mil. transfer PAX per year using the long-distance trains to and from FRA

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

Star Alliance accounts for 74% of PAX (Cargo: 63%) at FRA

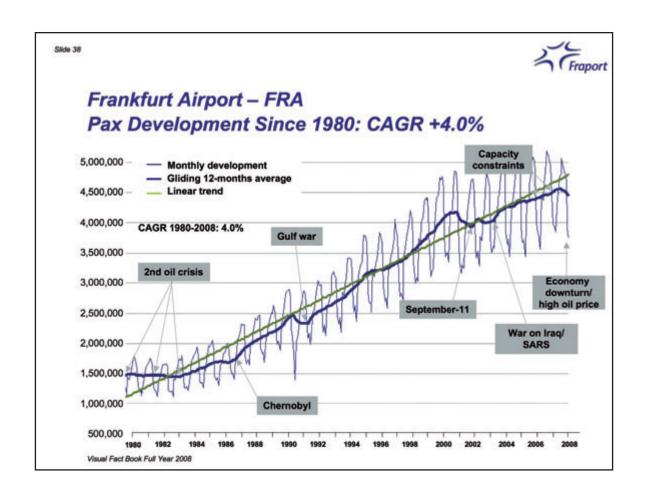
\*) Summer flight schedule 2009 Visual Fact Book Full Year 2008





#### Frankfurt Airport – FRA Market Attractiveness of FRA

- Europe's largest catchment area within a 200 km radius from FRA 38 million people or about 50% of the German population covered
- Highest connectivity in Europe with more than 300 destinations
- · Minimum connecting time is the shortest among major hubs in Europe
- Highest "intermodality" access to German high speed railway –
   5 mil. passengers transferring from train to aircraft (and vice versa)
- Superior Ground Handling quality
- · Leading cargo hub enhances airline yields via belly freight
- · Competitive fee level compared to other European hubs
- Slot availability limited but capacity increase by more than 50% to 126 movements/hour by 2011 with inauguration of new runway





#### Frankfurt Airport – FRA Top 30 Pax Airports in the World

Pas	sengers 2008*	mil.	Change %	Pas	sengers 2008*	mil.	Change %
1.	Atlanta	90.0	0.7	16.	Houston	41.7	-3.0
2.	Chicago	69.4	-8.9	17.	Phoenix	39.9	-5.4
3.	London-Heathrow	67.1	-1.5	18.	Bangkok	38.6	-6.3
4.	Tokyo-Haneda	66.7	0.0	19.	Singapore	37.7	2.7
5.	Paris-Ch. d. Gaulle	60.9	1.6	20.	Dubai	37.4	9.0
6.	Los Angeles	59.5	-4.8	21.	San Francisco	37.4	4.5
7.	Dallas-Ft Worth	57.1	-4.6	22.	Orlando	35.6	-2.4
8.	Beijing	55.7	3.9	23	Newark	35.3	-2.9
9.	Frankfurt	53.5	-1.3	24.	Detroit	35.1	-2.3
10.	Denver	51.4	3.0	25.	Rome	35.1	6.9
11.	Madrid	50.8	-2.4	26.	Charlotte	34.7	4.7
12.	Hong Kong	47.9	1.8	27.	Munich	34.5	1.7
13.	New York JFK	47.8	0.2	28.	London-Gatwick	34.2	-2.9
14.	Amsterdam	47.4	-0.8	29.	Miami	34.1	1.0
15.	Las Vegas	44.1	-7.7	30.	Minneapolis	34.0	-3.0

<sup>\*)</sup> Preliminary ACI figures for 2008

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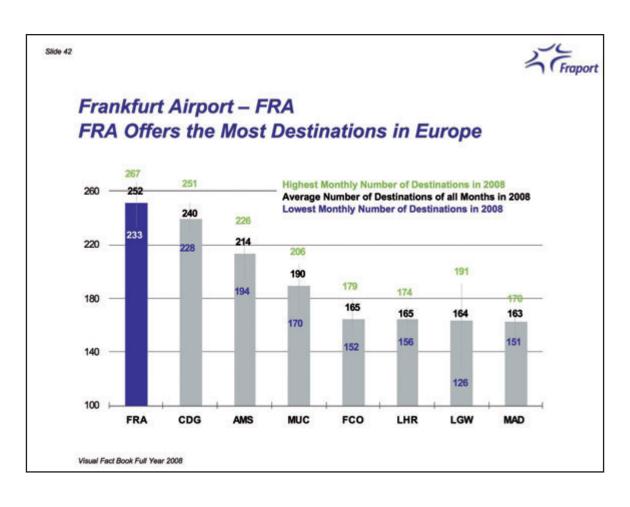


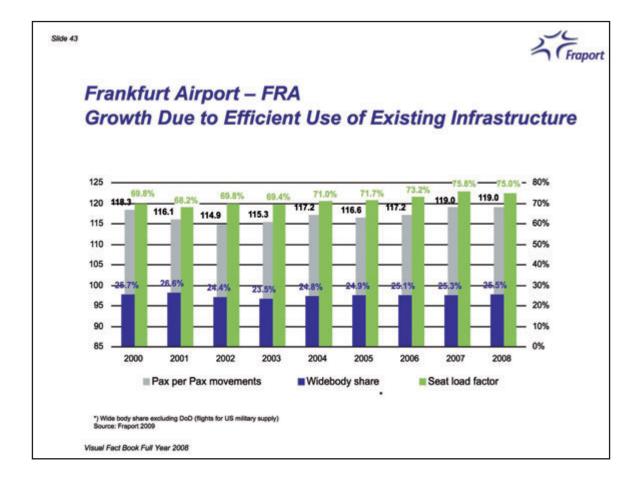
# Frankfurt Airport – FRA Top 30 Cargo Airports in the World

Car	go 2008*	metric t 000	Change %	Car	go 2008*	metric t 000	Change %
1.	Memphis	3,696	-3.8	16.	London-Heathrow	1,486	6.5
2.	Hong Kong	3,657	-3.1	17.	New York JFK	1,446	-10.0
3.	Shanghai	2,599	3.6	18.	Chicag	1,325	-13.5
4.	Seoul	2,424	-5.2	19.	Beijing	1,303	9.3
5.	Anchorage	2,361	-15.0	20.	Bangkok	1,173	-3.8
6.	Paris-Ch. d. Gaulle	2,280	-0.8	21.	Indianapolis	1,026	-3.7
7.	Frankfurt	2,111	-2.7	22.	Newark	889	-7.8
8.	Tokyo	2,099	-6.9	23.	Tokyo	849	-0.3
9.	Louisville	1,974	-5.0	24.	Osaka	845	-0.1
10.	Singapore	1,884	-1.8	25.	Luxembourg	788	-8.0
11.	Dubai	1,825	9.4	26.	Guangzhou	686	-1.3
12.	Miami	1,807	-6.0	27.	Kuala Lumpur	661	1.4
13.	Los Angeles	1,630	-11.8	28.	Dallas-Ft Worth	660	-8.7
14.	Amsterdam	1,602	-3.0	29.	Atlanta	655	-9.0
15.	Taipei	1,493	-7.0	30.	Brussels	616	-17.6

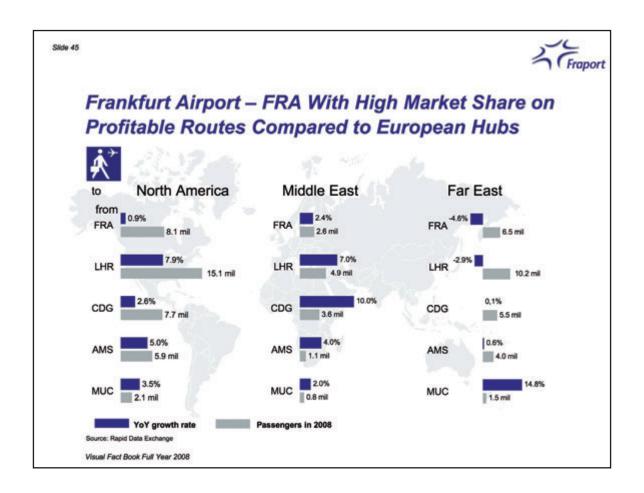
\*) Preliminary ACI figures for 2008



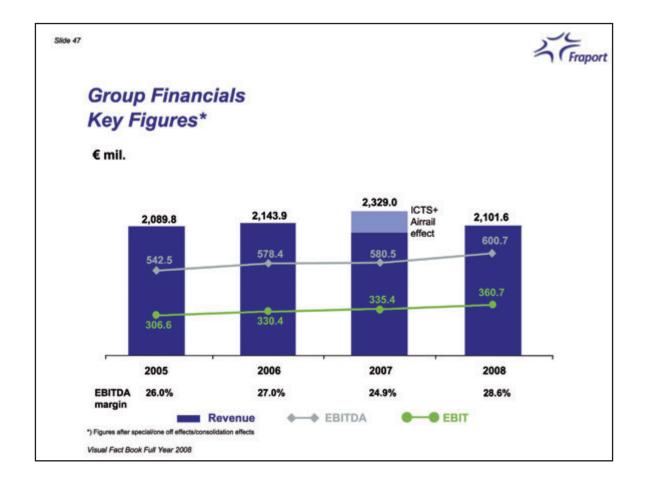


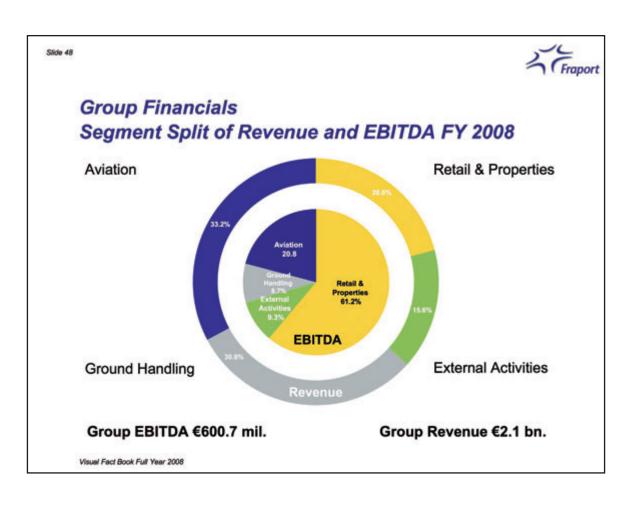


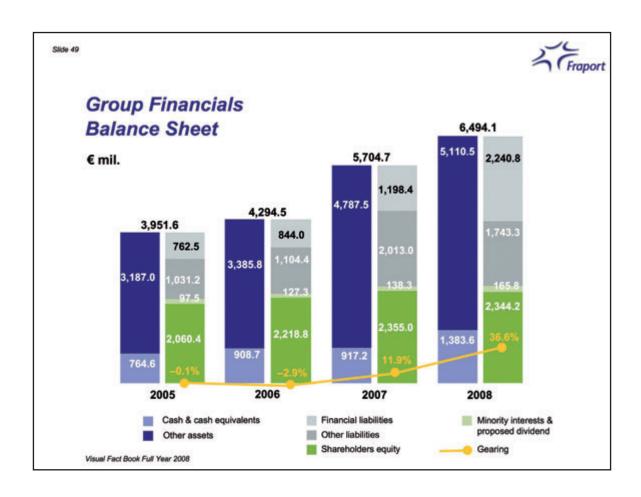
Slide 44 Frankfurt Airport - FRA Originating Passenger Split Share of Originating\* Passengers · Large catchment area due to huge at FRA 2008 population around FRA as well as 2% excellent autobahn and high-speed train connection FRA's catchment area encompasses important German agglomerations: Rhine-Ruhr, Rhine-Main, Rhine-Neckar, Stuttgart, where population grows above average and most German industry is situated 57% 51% 28% of the passengers traveling to the airport from a distance of more than 100 km (growth of 9 percentage points since 1998) 1998 2008 **■51–100** km ■101-200 km 201-300 km =>300 km \*) Originating passengers starting by car, bus, train, taxi, etc Visual Fact Book Full Year 2008

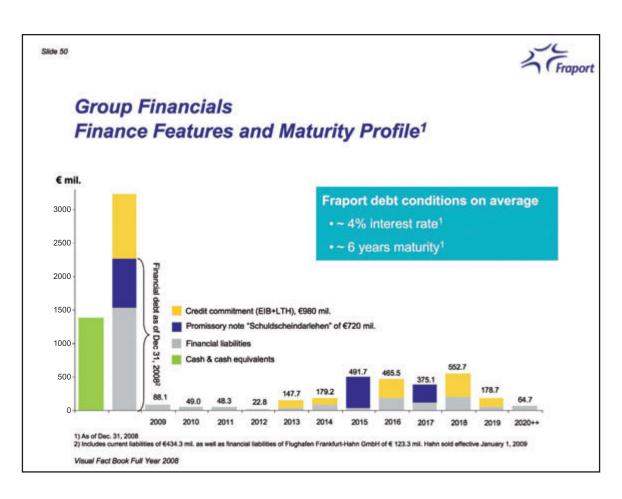


# **Group Financials**











# Group Financials Fraport Value Management

€ mil.	Fra Gro	port oup	Avi	ation		Retail & Properties							External Activities*	
	2007	2008	2007	2008	2007	2008	2007	2008	2007	2008				
EBIT	335.4	360.7	44.8	58.0	244.6	285.9	12.6	19.0	40.6	-17.2				
Fraport assets	3,073.8	3,411.9	1,005.9	1,148.5	1,250.1	1,346.3	391.2	446.4	466.9	582.0				
Costs of capital before tax	307.4	341.2	100.6	114.8	125.0	134.6	39.1	44.6	46.7	58.2				
Fraport value Added before tax	28.0	19.5	-55.8	-56.8	119.6	151.3	-26.5	-25.6	-6.1	-75.4				
ROFRA	10.9%	10.6%	4.5%	5.1%	19.6%	21.2%	3.2%	4.3%	8.7%	-3.0%				

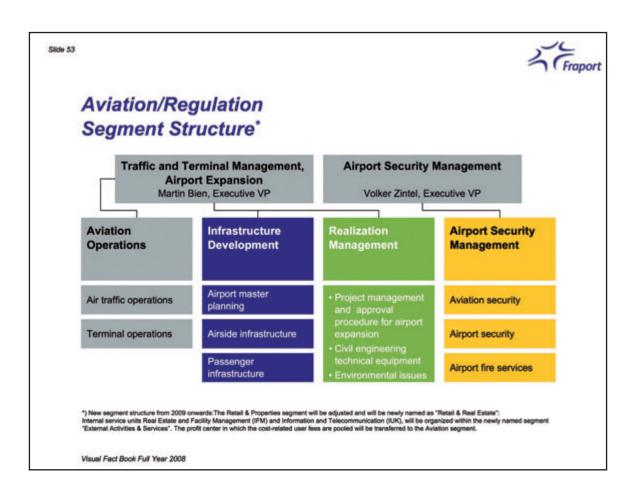
ROFRA EBIT

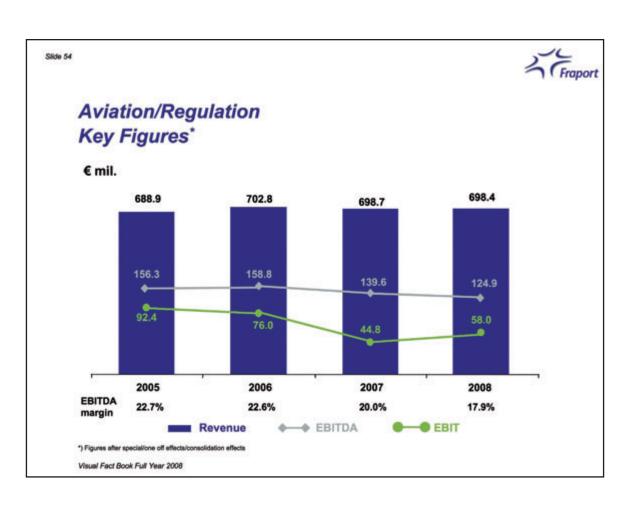
(Return on Fraport assets) Fraport assets

Visual Fact Book Full Year 2008

# Aviation/Regulation

<sup>\*)</sup> External Activities: EBIT and Fraport assets are adjusted for investments accounted for using the equity method and financial investments with regard to not-integrated participations.





Aviation/Regulation Segment Revenue Split 2008 € mil. Passenger Passenger charges charges related to the number of passengers as well as their origin and destination 113.3 351.7 Landing Landing and take-off charges and take-Segment related to MTOW, number of passengers Revenue: (take-off only), weight of freight/mail, charges noise and emission 698.4 Aircraft parking charges 36.2 related to time and position Security charges 37.3 related to the number of departing Revenue from security services passengers, freight/mail tonnage (arrival (ministry of the interior) and departure) 132.6 Revenue from security services (ministry of interior) Security charges (airlines, etc.) costs of passenger security controls are Aircraft parking charges charged to federal ministry of interior Others

Slide 56



# Aviation/Regulation Components of Regulated Airport Charges

# Landing and take-off charges

Visual Fact Book Full Year 2008

- Weight-related, charges based on MTOW
- Passenger (only take-off)/ freight/mailrelated charges (variable charges)
- Noise-related charges
- Emission-related charges

approx. 1,600 €\*

#### Passenger charges

Passenger-related charges (only takeoff)

- Depending on destination (EU, Non-EU continental, or intercontinental)
- Discount for transfer passengers
- Defined Cap

#### approx. 4,050 €\*

### Security charges

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

#### approx. 350 €\*

#### Aircraft parking charges

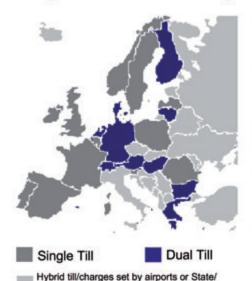
- All charges related to aircraft stand size and length of time parked (on block vs. off block)
- Surcharges for pier stands
- Rental contracts can be signed under defined conditions

approx. 400 €\*

<sup>\*</sup>Example airport charges for one take-off of B 747-400, calculation based on average MTOW and a seat load factor of 75%; transfer rate of 50%, 3 t freight, parking time 5 hours, total airport charges: approx. 6,400 € Visual Fact Book Full Year 2008



# Aviation/Regulation Single and Dual Till/Regulation in EU



individual regulation or not regulated

Source: ACI, Fraport Company Data Visual Fact Book Full Year 2008

- Dual till: Airport operator is not subsidizing aviation business with other parts of the business
- Features of asset base of aviation business: runway, apron, etc. (100%) + terminal (aviation part)

#### Regulation at Frankfurt Airport

- Calculation basis for charges: operating costs + costs of capital
- Regulator for Airport Charges: State of Hesse (Ministry of Economics & Transport)
- General procedure:
  - Discussion with airlines
  - · Proposal to regulator
  - · Approval by regulator
  - Public announcement by regulator

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# Aviation/Regulation Consultation Process – All Airlines Involved

Airport Charges Review Board headed by HMWVL<sup>1</sup> permanently discusses charges – Board Members: Fraport, BARIG<sup>2</sup>, BDF<sup>3</sup>, DLH. The airlines are informed about intended changes to the Airport Charges Regulation in form of an information letter

Consultation dialogue with airlines / airline organizations

Fraport applies to regulator for approval of charges

Regulator invites comments from airlines/airline organizations

Fraport replies to regulator on airline comments

Official notification of Fraport by regulator

Publication of airport charges in "Notices to Airmen"

- Charges are consulted once a year in August/ September
- In-depth information given to the regulator
- Hessisches Ministerium für Wirtschaft, Verkehr und Landesentwicklung (Hessian Ministry of Economics, Transport and Regional Development)
- Board of Airline Representatives in Germany
   Bundesverband der Deutschen Fluggesellschaften (German Airlines Association)

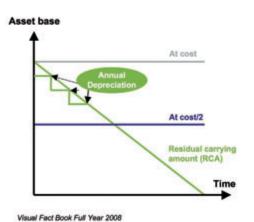
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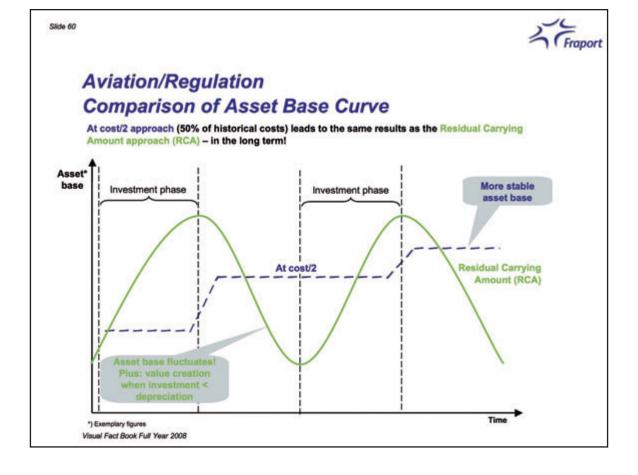


# Aviation/Regulation Three Approaches for Regulated Asset Base (RAB)

#### Elements of RAB

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







#### Aviation/Regulation Comparison of the 3 Different Approaches for RAB

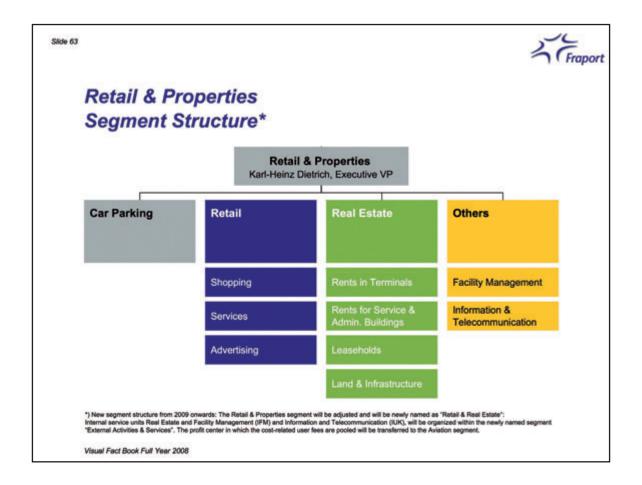
	+	-
Residual Carrying Amount (RCA)	Very common approach, easy to understand	Value generation, if: depreciation > new investments Cyclic investments lead temporarily to this situation
At cost	Over proportional allocation of costs	Unrealistic & inappropriate to market consideration
At cost/2	Balance of heavy investment cycles     Fair value generation (no depreciation)	

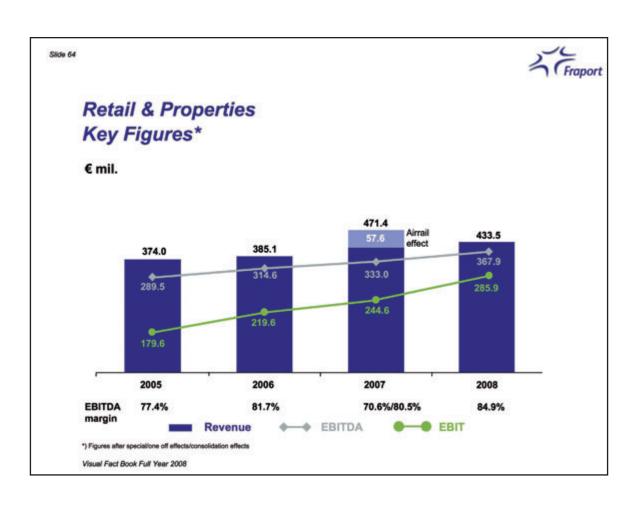
Approach to calculate asset base for regulation at Frankfurt Airport

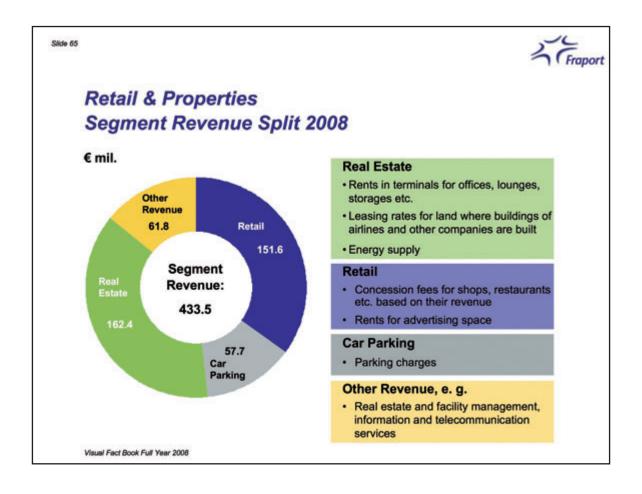
At cost/2

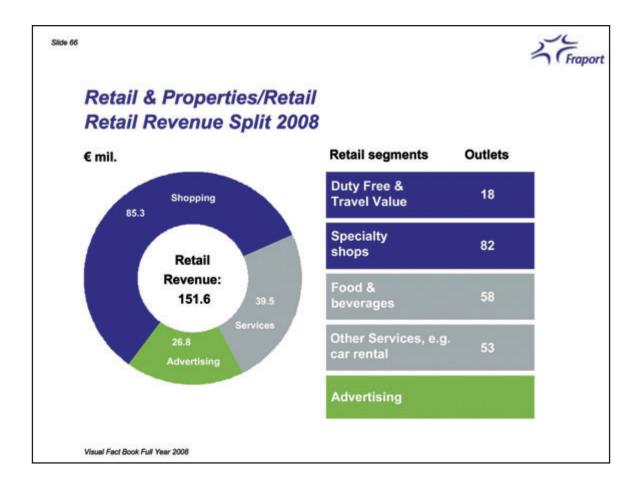
Visual Fact Book Full Year 2008

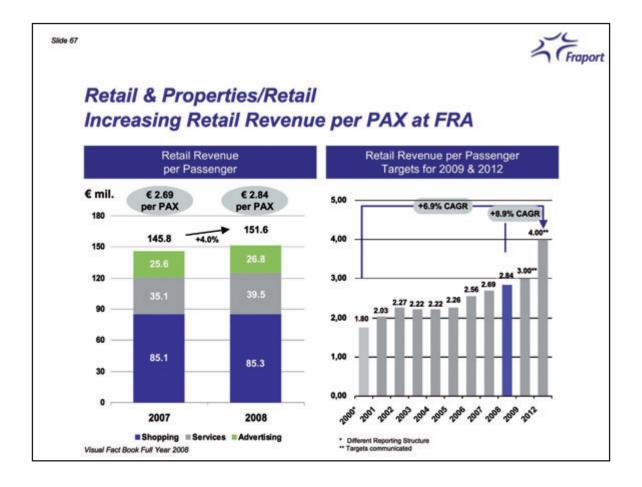
# Retail & Properties

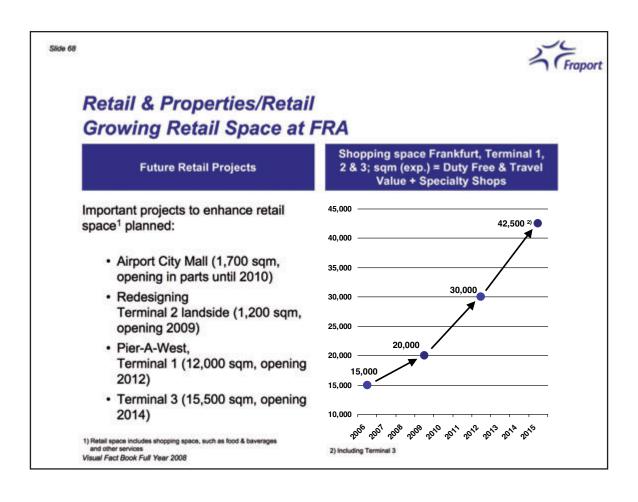




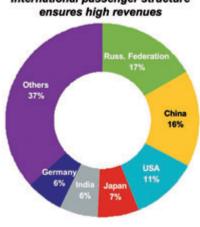












The passenger structure at Frankfurt Airport is unique with regard to the share of international passengers:

- 51% of all passengers are non-EU passengers with high spending power
- The heterogeneous passenger mix curbs negative effects from regional economic developments

\* Revenues of all duty free shops at Frankfurt Airport

Visual Fact Book Full Year 2008

Retail & Properties/Retail
New Terminal Layout: A-West Pier

New Pier A West

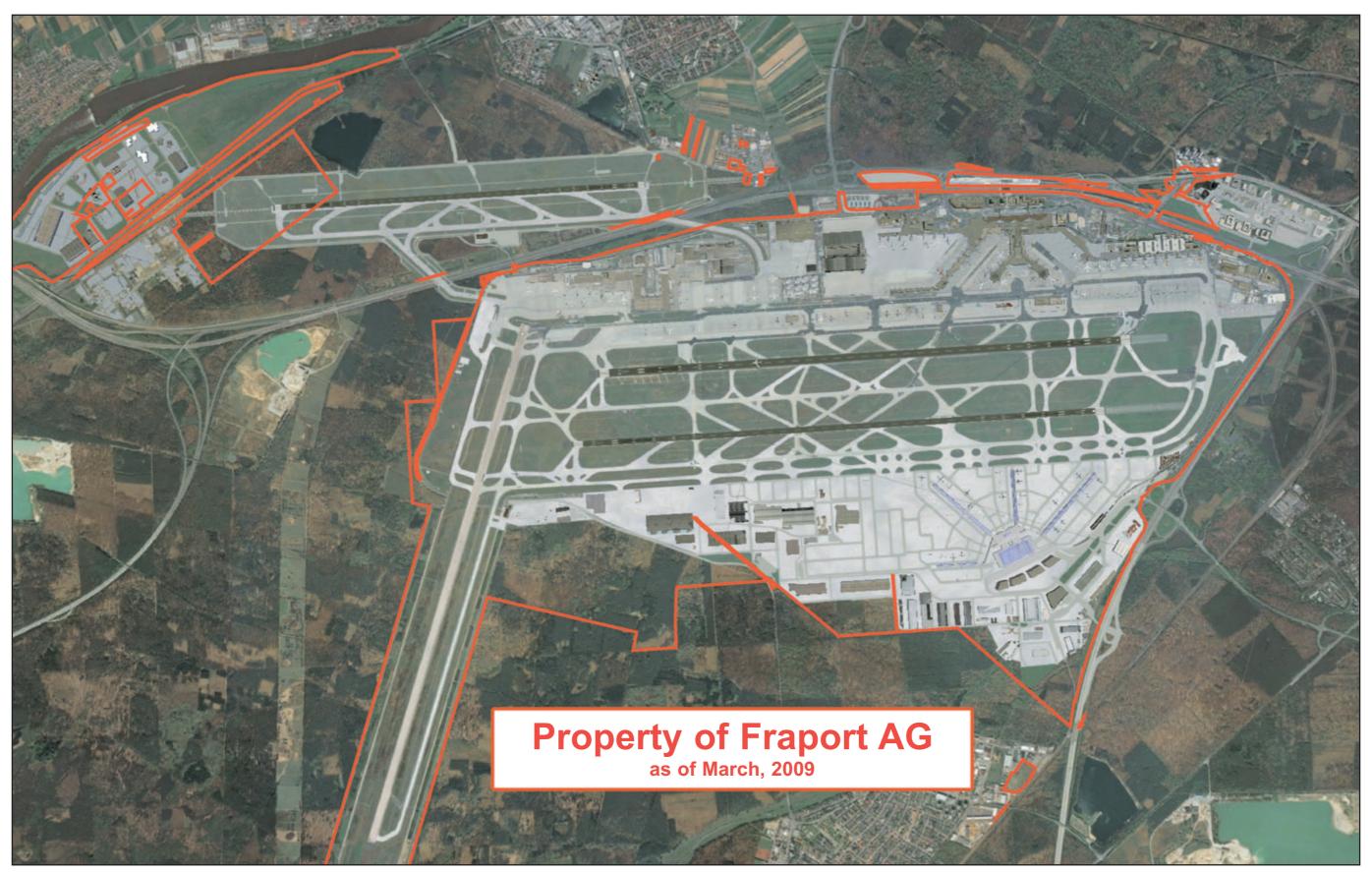
New Shopping Center

- For up to 6 million passengers
- 12,000 sqm new retail space
- New marketplaces with extensive retail offerings
- Focus on the Lufthansa A380
- 7 new widebody gates, 4 A380

Visual Fiert Book Full Year 2008

Visual Fact Book Full Year 2008

## Map of Frankfurt Airport/Property of Fraport AG incl. Terminal 3 and Northwest Runway (planned)



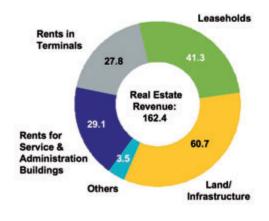
## Retail & Properties/Real Estate

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## Retail & Properties/Real Estate Revenue Split 2008

### € mil.



#### Land/Infrastructure

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

#### Leaseholds

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

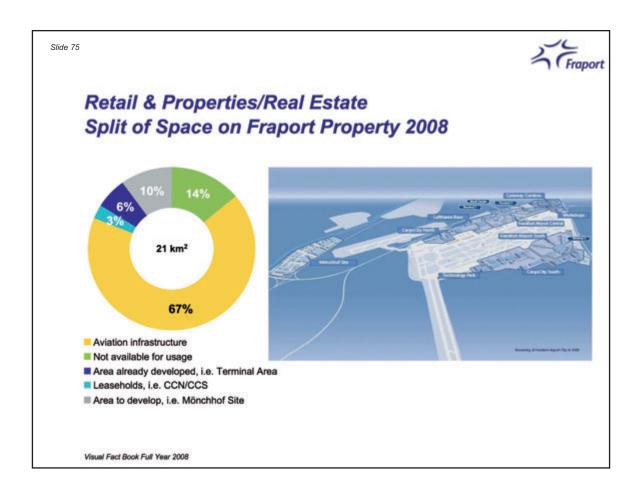
#### Rents for Service & Admin. Buildings

 Office buildings, maintenance and apron buildings

#### **Rents in Terminals**

Offices, lounges, storage mainly rented to airlines







## Retail & Properties/Real Estate Rentable Areas 2008

Property	Sqm <sup>1</sup>	Office space <sup>2</sup>	Storage	Others	Average rents/ sqm/month <sup>5</sup>
Rents in Terminals	228,500	103,0003	56,500	69,000	€30
Rents in Service & Admin. Buildings	543,000	151,500 <sup>3</sup>	208,500	183,000	€15
DLH Base <sup>6</sup>	473,200	75,000	165,000	233,2004	

- 1) Gross floor space
  2) Office space incl. lounges
  3) Allocation of two buildings changed
  4) Incl. parking areas approx. 166,000 sqm
  5) Plus service charges and additional rents
  6) Estimated figures for DLH Base

Visual Fact Book Full Year 2008

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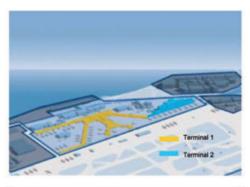


## Retail & Properties/Real Estate Integrated Part of the Group's Growth Strategy

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



# Retail & Properties/Real Estate Terminal Area



### 49.05 ha of total gross floor space

#### Mixed utilization

- · Offices/Lounges
- Storage
- Operations

Visual Fact Book Full Year 2008

#### Size and Features 2008

#### Locations:

- · Terminals: 228,500 sqm gross floor space
- Service & administration buildings: 262,000 sqm gross floor space

#### Utilization:

- 176,000 sqm offices/lounges
- 119,500 sqm storage
- · 50,500 sqm operations
- · 144,500 sqm other utilization

#### Ownership

· 100% Fraport

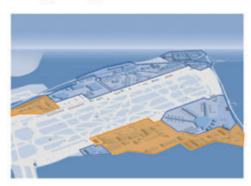
#### Clients

- Lufthansa
- Other airlines
- Fraport
- · Government agencies

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



## 149 ha existing area land plus 27 ha for further development

#### Logistics utilization

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

Visual Fect Book Full Year 2008

#### Size and Features 2008

- 149 ha
- A further 27 ha gross land for building of space will be developed in the CCS
- 11,600 employees

#### Ownership

100% Fraport

#### Clients

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



# Retail & Properties/Real Estate Home Base of Deutsche Lufthansa (DLH)



#### 96.5 ha of land area

- · Partly rented
- · Partly under ground lease developed

#### Mixed utilization

- Offices
- · Operational area

Visual Fact Book Full Year 2008

#### Size and Features 2008

 96.5 ha, partly rented and partly under ground lease developed

#### Ownership

- Fraport owns the entire ground within the airport parameter fence including the buildings, which are rented to DLH. This includes service and administration buildings, hangars, repair shops, storage space and aircraft parking space
- DLH only owns ground outside the parameter fence north of the airport ring road – 11.3 ha of land area.
   Lufthansa's training center and corporate headquarters are located in this area

## Lufthansa Maintenance facilities in the South – 25 ha land area

The ground is owned by Fraport and rented to DLH; DLH owns the buildings

- · A 380 maintenance base
- Lufthansa Technic Maintenance International base

#### Clients

· DLH

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## Retail & Properties/Real Estate Mönchhof Site



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

- · Logistics and distributions centers
- · Large-scale commercial uses
- Airport-related operations
- · Offices, hotels and restaurants

") As of March 2009

Visual Fact Book Full Year 2008

#### Size and Features 2008

- 1,100,000 sqm of gross building land to sell and develop
- In 2008 development plans for 840,000 sqm were approved; 11 sales contracts\*, first building projects underway
- In 2009 plans for an additional 260,000 sqm are in the pipeline; laying of the foundation stone for Multiparc

#### Ownership

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

#### Clients

- · Logicreal with leaser "Dress for less"
- · Zoth
- Weichinger
- · DoKaSch (maintenance for airfreigth containers),
- · Ontour/Ontour II (forwarder)
- · Würth AG for training facility
- DHL/Harder Partner
- Multiparc/Multiparc II (Logistic and technology)
- Via Mat



### Retail & Properties/Real Estate Airrail Center Frankfurt





#### 140,000 sqm of net floor space

#### Mixed utilization

- Offices
- · Retail & restaurant area
- Hotels
- Parking

Visual Fact Book Full Year 2008

#### Size and Features 2008\*

- 200,000 sqm of gross floor space
- · Nine-story complex
- · 660 meters long and 65 meters wide
- Start of construction 2007
- · Completion in 2009

#### Ownership

· AIRRAIL CENTER FRANKFURT Verwaltungsgesellschaft mbH und Co. Vermietungs KG Joint project of IVG AG, represented by IVG Development GmbH, and Fraport AG

- · Contract with Hilton International for 34,500 sqm of space (582 rooms)
  - · high-class hotel (249 rooms)
  - mid-market Hilton Garden Inn (334 rooms)
- Contract with KPMG for 36,000 sqm of office space
- · Further clients: Metropolitan Medical Center, plug-and-work Business and Conference Center and many retail & gastronomy clients
- After construction in 2009

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## Retail & Properties/Real Estate Gateway Gardens



### Mixed utilization

- Offices
- Hotels
- · Congress center, Trade center

350,000 sqm of gross building land;

resp. 700,000 sqm gross floor space

Research and Science

#### Size and Features 2008

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

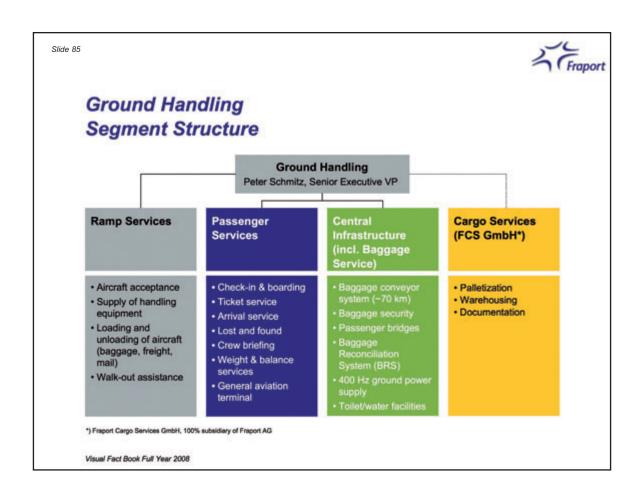
#### Ownership

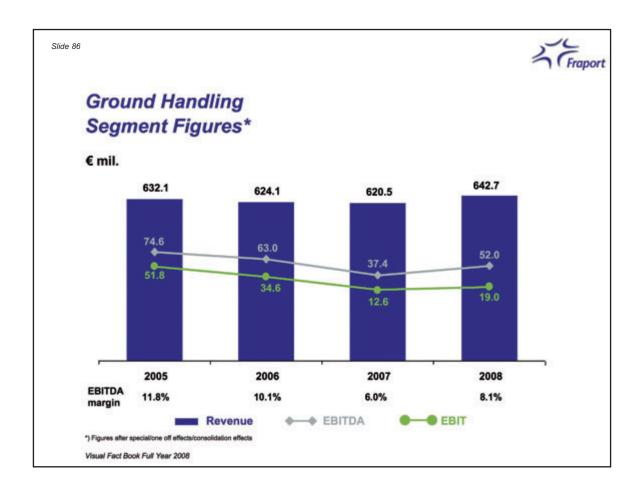
· Grundstücksgesellschaft Gateway Gardens GmbH; Fraport AG holds 25% shares of the development company

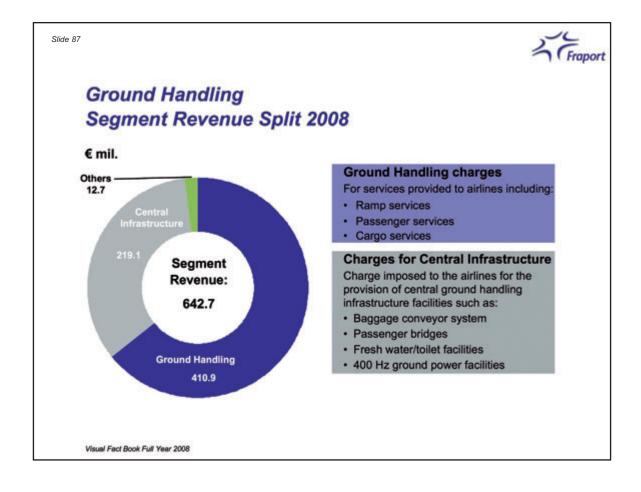
#### Clients

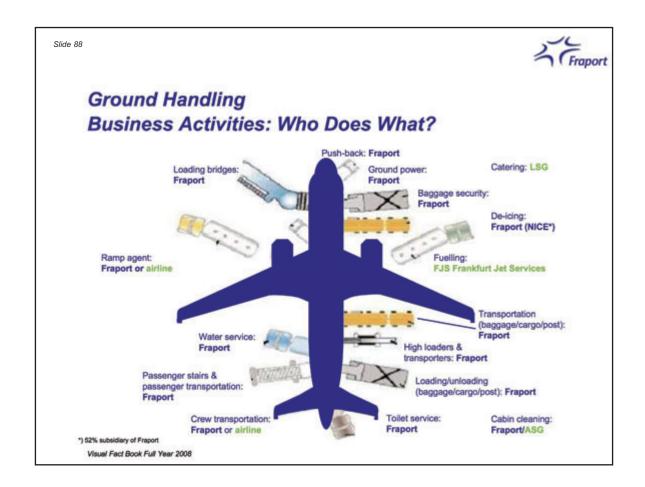
- · LSG Sky Chefs use 55,000 sqm for Europe's most modern catering services
- · Rezidor Hotel Group starts construction of a Park Inn Hotel
- · Partnership between the State of Hesse, the City of Frankfurt, four universities and business representatives to construct a research an education institution for logistics and mobility

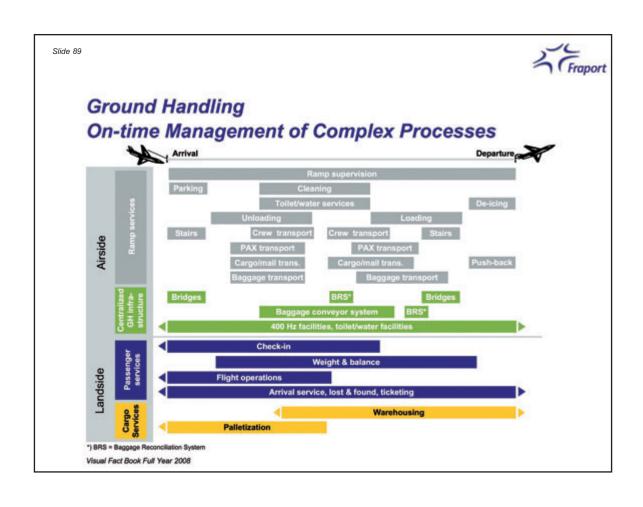
## **Ground Handling**











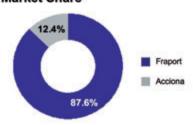


## Ground Handling Core Business Area: Ramp Services 2008

#### Ramp Services

- Regulated market: one third-party handler, Acciona
- Main customers of Fraport:
   Lufthansa and Star Alliance partners
- 203,438 aircraft handled in 2008
- ~ 24.9 mil. tons MTOW

#### Market Share\*



\*) Base: MTOW 2008 Source: Fraport Visual Fact Book Full Year 2008

#### **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

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# Ground Handling Core Business Area: Passenger Services 2008

### Passenger Services

Market Share<sup>1</sup>

- Open market: third-party handlers (e.g., Swissport, Acciona) and selfhandling (e.g., Lufthansa)
- 19,692 aircraft handled in 2008

### Activities:

- Station representation
- · Check-in & boarding
- Ticket service
- Baggage tracing (lost&found)
- Arrival service
- Training
- · Crew briefing
- Weight & balance services
- · General aviation terminal
- ⇒ Fraport handles approximately 23% of the "free market" (excluding DLH self handling)

Others<sup>2</sup> DLH self h

1) Base: Passengers 2008; Source: Fraport 2) Several handlers with up to 2% market share each

Fraport

handling Lufthansa 3rd party

handling



## Ground Handling Core Business Area: Central Infrastructure 2008

#### **Central Infrastructure**

- Sole provider
- Provision of infrastructure, incl.
   Baggage conveyor system (73 km)
- Baggage performance in 2008:
  1.2% misconnected baggage
- ~ 28.7 mil. pieces of baggage (2008)

#### **Market Share**

Visual Fact Book Full Year 2008



#### **Activities and Features:**

- 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

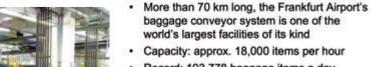
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# Ground Handling Baggage Performance: Best Practice in FRA

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

#### Baggage facilities and conveyor system:



- Record: 103,778 baggage items a day
- · System reliability rate: 99.65%
- Guaranteed transfer time: 45 minutes
- Transport speed: 2.5 m/sec; max. speed 5 m/sec
- Only 1.2 misconnected baggage per 1,000 items\* in FRA – top performance of our Fraport Ground Services



<sup>\*)</sup> Related to all checked and transferred baggage



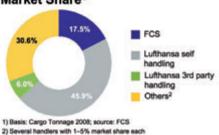
## Ground Handling Core Business Area: Cargo Services 2008

#### Cargo Services

- Open market: third-party handlers (e.g., LUG, Aviapartner) and selfhandlers (e.g., Lufthansa)
- Fraport Cargo Services (FCS), wholly owned subsidiary (100%)
- 358,357 metric tons of cargo handled in 2008

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

Visual Fect Book Full Year 2008



#### **Activities:**

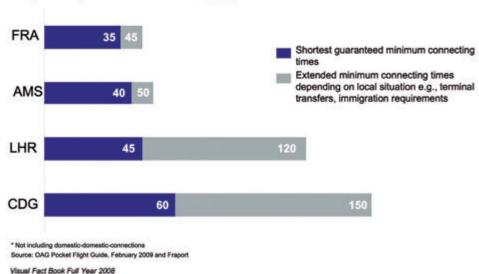
- Handling and documentation of import, export and transfer freight
- · Handling of special freight
- Commissioning and deconsolidation services
- Bonded warehouse
- · Truck dispatching
- · Last-minute and express services
  - ⇒ FCS handles approximately 32% of the "free market" (excluding Lufthansa self handling)

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# Ground Handling – Short Connecting Times – Crucial Competitive Advantage for Mega Hubs

Guaranteed Minimum Connecting Time\* in min. for passengers and checked baggage





## Ground Handling – Our Excellent Connectivity Results from Good Cooperation



#### Exemplary system partnership

Joint approach of Fraport's Ground Handling division and key customer Lufthansa, optimizing handling services and productivity



### Logistics masterpiece behind the scenes

Optimized communication and logistics channels improve baggage and passenger flows as well as aircraft processes, thus maximizing connectivity



### Close cooperation of logistic partners

Integrated controlling of all operative processes in FRA's Hub Control Center – 24 hours for up to 1,000 flights per day

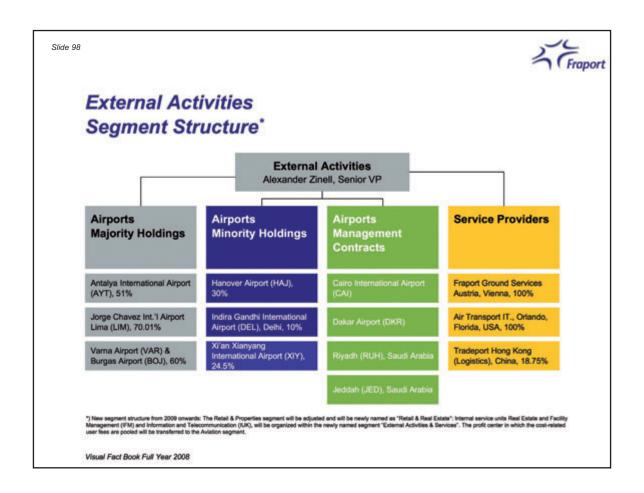


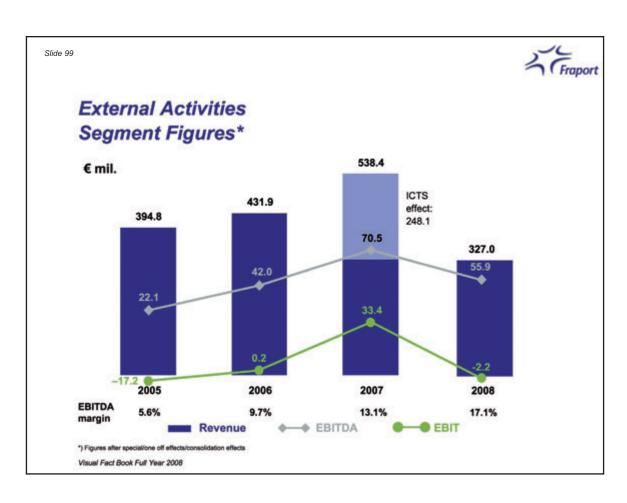
Winners of the German Logistics Award 2008

for "Integrated Passenger and Baggage Logistics at the Frankfurt Aviation Hub" for this joint project of Fraport and Lufthansa

Source: Fraport, www.bvl.de Visual Fact Book Full Year 2008

## **External Activities**

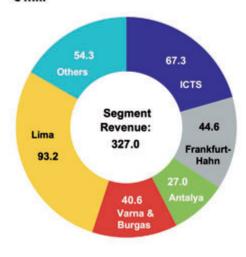






# External Activities Segment Revenue Split 2008

€ mil."



- Consolidated figures: ICTS included until April 1,2008; Antalya consolidated by 34% (Terminal 1 + Domestic Terminal)
- Visual Fact Book Full Year 2008

- · ICTS deconsolidated as of April 1, 2008
- Frankfurt-Hahn sold effective January 1, 2009
- Only 34%-Consolidation in Antalya in 2008; 50% as of January 5, 2009; concession will include the 2nd international Terminal by Sept 2009
- Fraport share since May 30, 2008: 70.01%
- Other revenues are generated by majority held subsidiaries/management contracts, such as:
  - · Ground Service Austria
  - · Air Transport IT, Orlando, USA
  - · Air IT Systems, Hanover
  - · Fraport Saudi Arabia, Riyadh
  - Medical Airport Services, Kelsterbach

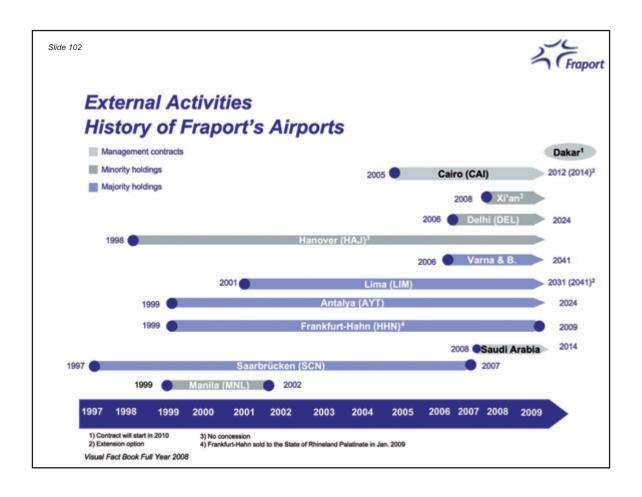
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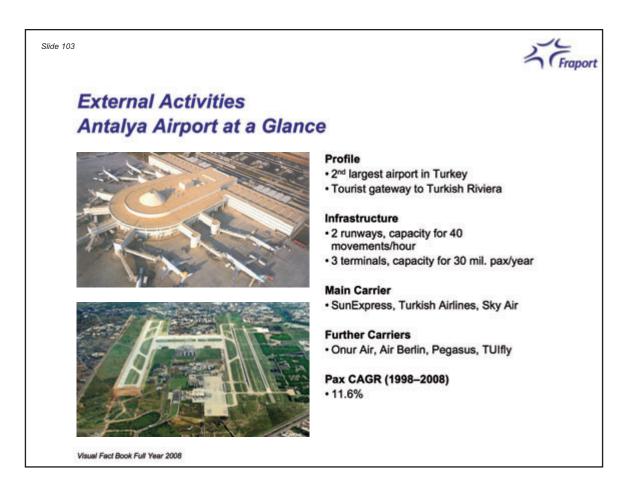


# External Activities Fraport Manages a Variety of Airports

7 (Frapor

Hubs	Regional Airports	Tourist Airports	Management Contracts
Frankfurt Main	Xi'an Airport	Antalya Airport	Cairo Airport
Share: 100%	Share: 24.5%	Share: 51.0%¹	Duration: 6Y
53.5 mil. PAX	11.9 mil. PAX	9.1 mil. PAX	14.4 mil. PAX
Lima Airport	Hanover Airport	Burgas Airport	Riyadh
Share: 70.01%	Share: 30.0%	Share: 60.0%	Duration: 6Y
8.3 mil. PAX	5.6 mil. PAX	1.9 mil. PAX	11.4 <sup>2</sup> mil. PAX
New Delhi Airport		Varna Airport	Jeddah
Share: 10.0%		Share: 60.0%	Duration: 6Y
23.2 mil. PAX		1.5 mil. PAX	17.6 <sup>2</sup> mil. PAX
of January 2009 dividend rights increase of figures, 2008 figures not available at all Fact Book Full Year 2008	from 34% to 50% time of publication		Dakar Airport Duration: 25Y Start in 2010







## **External Activities** Antalya Airport Financials

€ mil.	2007	2008
Passengers in mil.	6.5 <sup>1</sup> /17.8 <sup>4</sup>	9.1/18.94
Movements in 1000	40.9 <sup>1</sup>	66.6
Revenue <sup>2</sup>	64.8	79.3
EBITDA <sup>2</sup>	26.1	57.9
EBIT <sup>2</sup>	1.7	22.3
EBITDA margin <sup>2</sup>	40.3%	73.0%
Employees	315	619
Fraport share	100%3	51/34%
Consolidation	full <sup>3</sup>	34%

- 1) Until Sep 13th 2007 only T1, from Sep. 14th 2007 incl. domestic terminal
- 2) Figures before consolidation
  3) Change in consolidation: III Sept. 13, 2007 only Terminal 1 and 100% consolidation, thereafter domestic terminal included but only 34% consolidation.
- 4) Total pax for Antalya Airport

Visual Fact Book Full Year 2008

#### Fraport share: 51.00%

- 51% voting rights
- · 50% dividend rights
- · Dividend rights increased by 16% to 50% in Jan. 2009

#### Other shareholders:

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

#### Fraport history

- · Fraport has held a majority interest (100%) in Terminal 1 (BOT) since '99
- · New concession contract since Sep. 2007
- · Since Sep. 2007 Fraport is operating T 1 + Domestic Terminal with its partners
- Sep, 2009-2024 Fraport will operate all 3 terminals together with Turkish IC Holding

#### Regulation

· Fixed passenger fee

#### Capex (Obligation)

 EPC contract € 99 mil. for modernization & expansion of airport

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## External Activities Lima Airport at a Glance



Visual Fact Book Full Year 2008

#### **Profile**

- · Largest airport in Peru
- · Mini Hub for LAN and Taca

#### Infrastructure

- 1 runway, capacity for about 180,000 movements/year
- · 1 terminal, capacity for 10 mil. pax/year

#### **Main Carrier**

· LAN

#### **Further Carriers**

· Taca, AA, Continental, Air Canada, Gol, TAM, Aero Condor

#### Pax CAGR (1998-2008)

• 6.8%



# External Activities Lima Airport Financials

€ mil.	2007	2008
Passengers in mil.	7.5	8.3
Movements <sup>in 1000</sup>	92.9	98.7
Revenue <sup>1</sup>	88.5	93.2
EBITDA <sup>1</sup>	23.2	24.3
EBIT <sup>1</sup>	16.3	18.2
EBITDA margin	26.2%	26.1%
Employees	414	468
Fraport share	100% <sup>2</sup>	70.01%3
Consolidation	full <sup>2</sup>	full

- 1) Figures before consolidation
- Fraport held 100% from Aug 2007 until May 2008; previously only 42.75%
- 3) Fraport holds 70.01% since May 30, 2008

Visual Fact Book Full Year 2008

#### Fraport share: 70.01% Other shareholders:

- · International Finance Corporation (IFC) (19.99%)
- FONDO DE INVERSION EN INFRASTRUCTURA, SERVICIOS PUBLICOS Y RECURSOS NATURALES (Apoyo) (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

#### Regulation

 Until the end of 2008 fixed tariffs according to concession agreement, since 2009 single till

#### Capex (Obligation)

- Fix until 2008: USD 256 mil.
- Variable 2009-30: 2<sup>nd</sup> terminal and runway

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# External Activities Varna and Burgas at a Glance



Visual Fact Book Full Year 2008

#### Profile

· Tourist gateway to the Black Sea

#### Infrastructure Varna

- 1 runway, capacity for 130 movements/day
- · 2 terminals, capacity for 17,000 pax/day

### Infrastructure Burgas

- 1 runway, capacity for 170 movements/day
- · 2 terminals, capacity for 24,000 pax/day

#### **Main Carrier**

· Bulgaria Air Charter

#### **Further Carriers**

· Bulgaria Air, Air Via, Balkan Holidays Air

#### Pax CAGR (1998-2008)

• 13.2%



# External Activities Varna and Burgas Financials

Airports of Twin Star	2007	2008
Revenue in € mit.	41.3	40.6
EBITDA in € mit.	12.9	13.9
EBIT in € mit.	10.1	10.0
EBITDA margin	31.2%	34.2%
Employees	1,604	1,218
Fraport share	60%	60%
Consolidation	full*	full
Varna		
Passengers in mil.	1.5	1.5
Movements in 1000	15.0	15.1
Burgas		
Passengers in mil.	1.9	1.9
Movements in 1000	16.1	17.0
Isual Fact Book Full Year 2008		

F	rapo	rt sh	are:	60.00%	
0	ther	shar	reho	Iders:	
	BM	Star	Ltd.	(40.009	61

#### Fraport history

- In Sep 2006 Fraport has been awarded the concession for modernizing, expanding and operating both airports
- · BOT concession contract for 35 years
- · Local partner with 40% stake: BM Star

#### Regulation

· Dual till

#### Capex (Obligation)

- . € 54 mil. until 2010: 2 new terminals
- · Further investments subject to traffic growth

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# External Activities Minority: Hanover Airport





Visual Fect Book Full Year 2008

Fraport share: 30.00% Other shareholders:

- City of Hanover (35.00%)
- · State of Lower Saxony (35.00%)

#### Profile

- · 24 hour operation
- 3<sup>rd</sup> highest runway capacity in Germany
- · Homebase of TUIfly

#### Infrastructure

- · 2 runways, capacity for 60 movements/hour
- · 3 terminals, capacity for 10 mil. pax/year

#### Main Carrier

· TUlfly, Air Berlin

#### **Further Carriers**

Aeroflot, Lufthansa, Turkish Airlines

#### Pax CAGR (1998-2008)

• 1.6%

#### Pax Total 2008

• 5.6 mil.

<sup>\*)</sup> Full consolidation since November 2006



## External Activities Minority: Delhi, India





Visual Fact Book Full Year 2008

#### Fraport share: 10.00%

#### Other shareholders:

- · GMR Infrastructure Ltd. (31.10%)
- · Airports Authority of India (26.00%)
- GMR Energy Ltd. (10.00%)
- Malaysia Airports (Mauritius) Private Ltd. (10.00%)
- GVL Investments Private Ltd. (9.00%)
- · India Development Fund (3.90%)

#### Profile

- 2<sup>nd</sup> largest airport in India
- · One of the longest runways in Asia

#### Infrastructure

- 3 runways
- 3 runways
   6 terminals, capacity for 37 mil. pax/year

#### Main Carrier

· Air India, Jet Airways, IndiGo

#### **Further Carriers**

Jet Lite, Emirates, Lufthansa

#### Pax CAGR (1998-2008)

• 11.8%

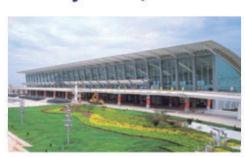
#### Pax Total 2008

• 24 mil.

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## External Activities Minority: Xi'an, China





Visual Fact Book Full Year 2008

Fraport share: 24.5% Fraport Asia Ltd.

#### Other shareholders:

- 50.9% West Airport Group Company
- 24.5% China National Aviation Corporation Airport Investment Limited
- 0.1% CWAG Aviation Logistics (Xi'an) Co. Ltd.

#### Profile

- 9th biggest airport in China
- Center of the Chinese aerospace and aviation industry
- · Known for its world-famous Terracotta Army

#### Infrastructure

- 1 runway
- · 2 terminals, capacity for 11 mil. pax/year

#### **Main Carrier**

· Air China, China Eastern, China Southern

#### Pax CAGR (1998-2008)

• 14.7%

#### Pax Total 2008

• 11.9 mil.



## External Activities Management Contracts

### Cairo, Egypt



On the way of becoming the hub of MENA (Middle East North Africa)

#### Infrastructure

- 3 runways, capacity for 45 movements/hour
- 3 terminals, capacity for 21 mil. pax/year

#### Main Carrier

Egypt Air

Further Carriers
- LH, Emirates, KLM, Air

#### Pax CAGR (1998-2008)

#### Pax Total 2008

• 14.4 mil.

#### Dakar, Senegal



The new airport will be build by the end of 2010

#### Infrastructure

- 1 runway
   1 terminal, capacity for 3 mil. pax/year

#### Riyadh & Jeddah, Saudi Arabia



#### Riyadh

Profile Capital airport

Infrastructure Riyadh

## 2 runways 4 terminals

Main Carrier
- Saudi Arabian Airlines

Air India, Pakistan International Airlines

#### Pax CAGR (1998-2007)\*

### · 11.4 mil.



Profile Pilgrim airport, Red Sea

#### Infrastructure Jeddah

- 3 runways 3 terminals

Main Carrier
- Saudi Arabian Airlines

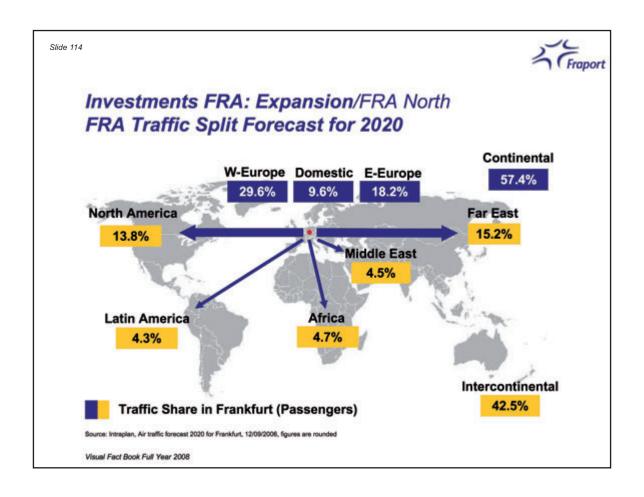
Further Carriers
- Egypt Air, Arabia, Air India, Austrian Airlines, LH

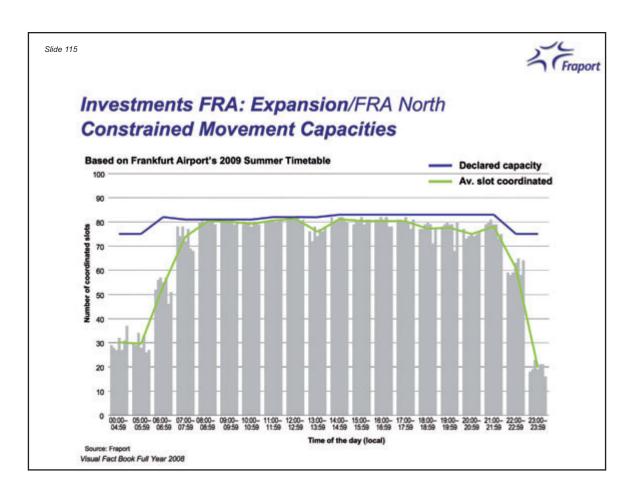
#### Pax CAGR (1998-2007)\*

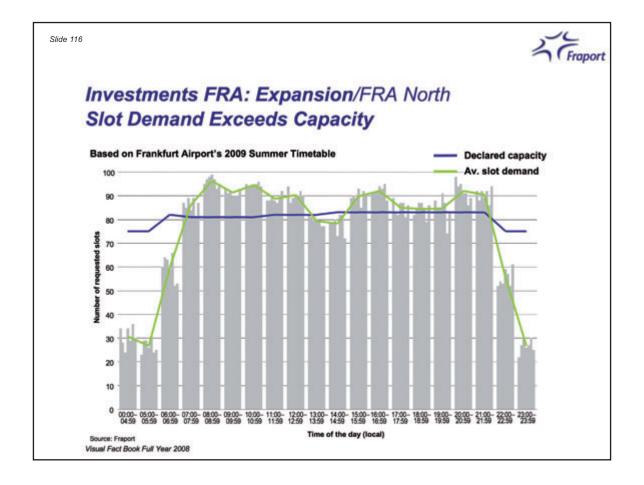
#### Pax Total 2007\*

\* 2008 figures were not available at time of publication Visual Fact Book Full Year 2008

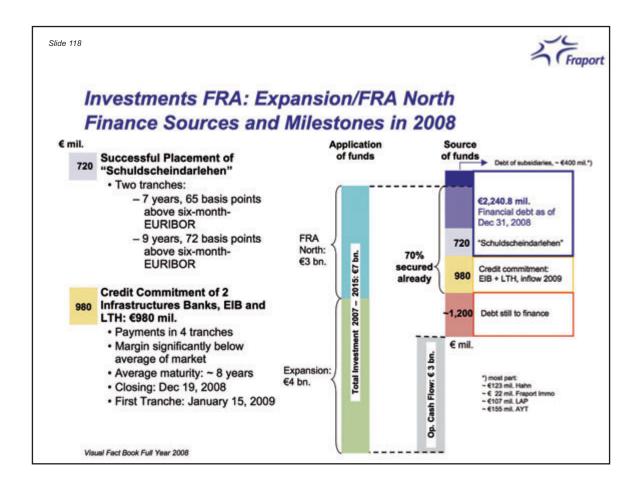
## Investments FRA: Expansion/FRA North

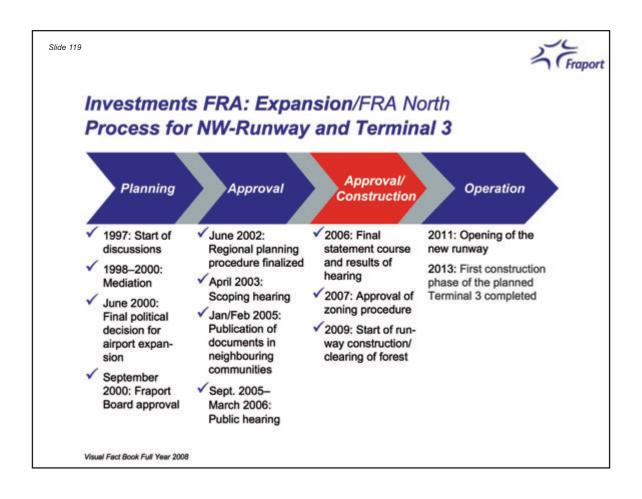


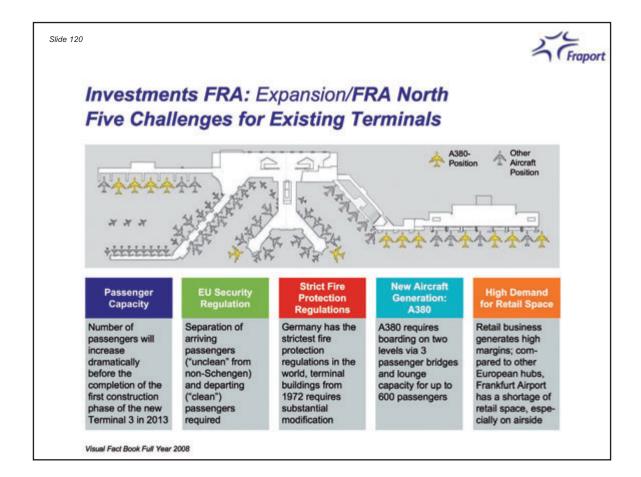


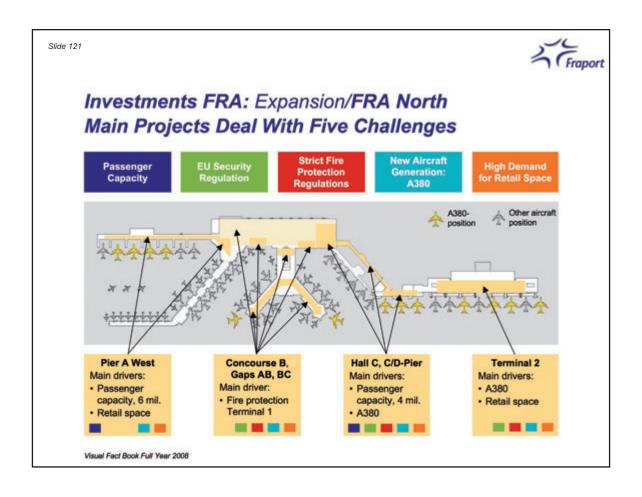












## Fraport Share

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# Fraport Share Share Data

ISIN: DE0005773303

Share symbol: FRA GR (Bloomberg)

FRAG.DE (Reuters)

Class of share: Ordinary bearer shares with a notional

par value of € 10.00 each

Capital stock (acc. to IFRS): €916.1 million

Calculated par value per share: €10.00

Number of floating shares1

on Dec. 31, 2008: 91,612,759

Listing: Frankfurt Stock Exchange – official trading

(Prime Standard)

IPO: June 11, 2001

Placement price: €35.00

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

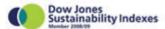


## Fraport Share Listings and Sustainability Listings

#### Share Indices

#### Dow Jones STOXX 600

#### **Sustainability Share Indices**



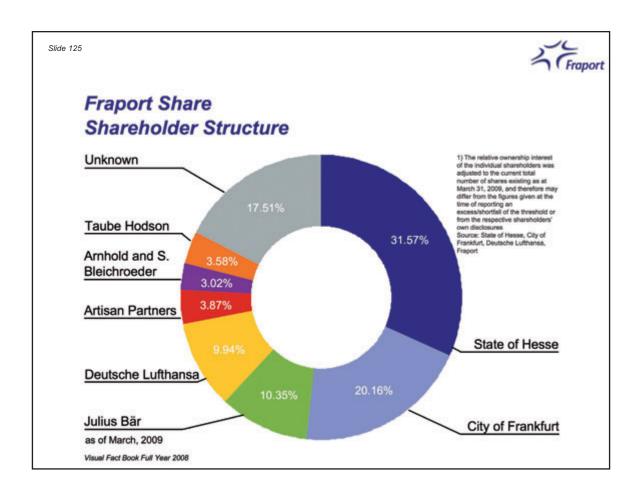
FTSE World Europe

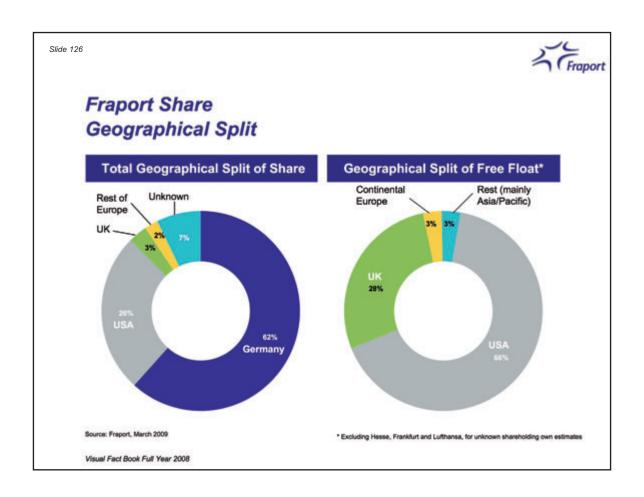


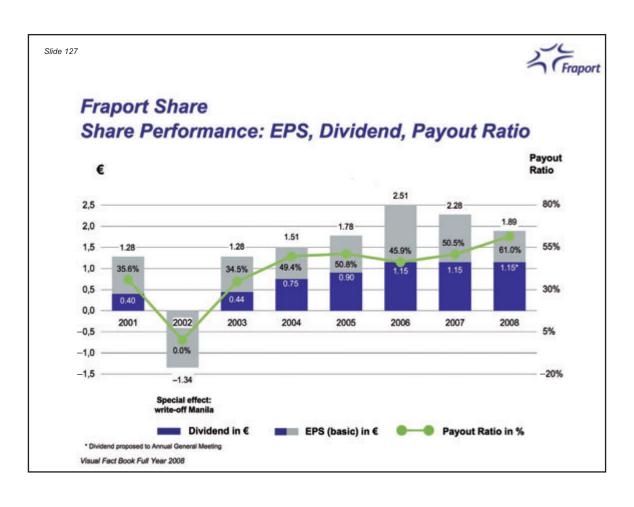
FTSE4Good

#### MDAX

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





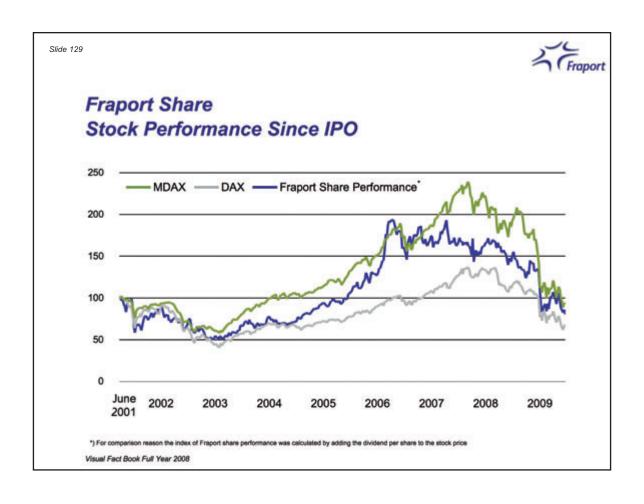




# Fraport Share Key Figures Regarding the Fraport Share

		2004	2005	2006	2007	2008
Year-end price	€	31.39	44.9	54.02	53.87	30.91
Highest price	€	31.39	44.9	66.77	64.65	54.34
Lowest price	€	22.20	29.59	44.9	45.53	23.67
Annual performance	%	40.3	45.4	22.3	1.9	-40.4
Earnings per share (basic)	€	1.51	1.78	2.51	2.28	1.89
Dividend per share	€	0.75	0.90	1.15	1.15	1.15*
Dividend yield at Dec. 31	%	2.4	2.0	2.1	2.1	3.7
Payout ratio	%	49.4	50.8	45.9	50.5	61.0
Price-earnings ratio		20.8	25.2	21.5	23.6	16.4
Average trading volume per day	number	102,563	106,898	209,183	262,132	296,704
Market capitalization at Dec. 31	€ million	2,841	4,089	4,936	4,932	2,835
Total number of shares at Dec. 31	million	90.6	91.2	91.5	91.6	91.7
Number of floating shares at Dec. 31	million	90.5	91.1	91.4	91.5	91.6

\* Dividend proposed to Annual General Meeting



## Fraport Management

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## Fraport Management CEO: Prof. Dr. Wilhelm Bender



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

Responsible for:

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

### Brief biography:

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



## Fraport Management Vice Chairman and COO: Dr. Stefan Schulte



## Fraport AG's Vice Chairman and COO since April 2007 Responsible for:

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

#### Brief biography:

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

Visual Fact Book Full Year 2008

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## Fraport Management CFO: Dr. Matthias Zieschang



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

Responsible for:

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

#### Brief biography:

- · 2001-2007: CFO of Deutsche Bahn Netz AG
- . 1999-2001: CFO of Scandlines AG (shipping line)
- 1997–1999: Head of project and investment financing at Deutsche Bahn AG
- 1994–1997: Head of financial strategy and planning at Deutsche Bahn AG
- 1990–1994: Specialist for capital market financing at BASF AG
- · Assistant lecturer at the Technical University of Darmstadt
- · Studied national economics and business administration



# Fraport Management Executive Director Labor Relations: Herbert Mai



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

Responsible for:

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

#### Brief biography:

- 1995–2001: National chairman of the ÖTV union (public service and transport workers union)
- 1982–1992: Regional chairman of ÖTV Hesse
- Wide range of responsibilities at ÖTV Hesse
- · Attended the Higher Technical College for Social Services
- Administrative inspector with the Düsseldorf administrative district board
- · Training in higher public administrative service

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## Glossary I

#### ACI

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

#### AEA

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

#### Aviation

One of the Fraport Group's business segments. The Aviation segment is responsible for air traffic and terminal management as well as airport and aviation security

#### BOT

Acronym for Build Operate Transfer

#### CAGR

Acronym for Compound Annual Growth Rate

#### CUTE

Common Use Terminal Equipment

#### DLH

Acronym for Deutsche Lufthansa

#### **EPS**

Acronym for Earnings per Share

#### EIB

Acronym for European Investment Bank

#### **External Activities**

One of the Fraport Group's business segments. The External Activities segment encompasses all holdings and activities not located at Frankfurt

#### FRA

Acronym for Frankfurt Airport



## Glossary II

#### **Ground Handling**

One of the Fraport Group's business segments. The Ground Handling segment encompasses the services required for servicing an aircraft on the ground

#### Hub

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

#### IATA

Acronym for International Air Transport Association, the international umbrella organization of the airlines; headquartered in Montreal

#### ICE

Acronym for Inter City Express, German high speed train

#### IF

Acronym for Investor Relations

#### ISIN

Acronym International Securities Identification Number is a 12-character alpha-numerical code that uniquely identifies a security, e.g. a share

#### MTOW

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

#### 0 & D

Origin and Destination

#### PAX, or pax

Abbreviation for passenger(s)

#### RAF

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

Visual Fact Book Full Year 2008

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## Glossary III

#### Retail & Properties

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

#### ROFRA

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

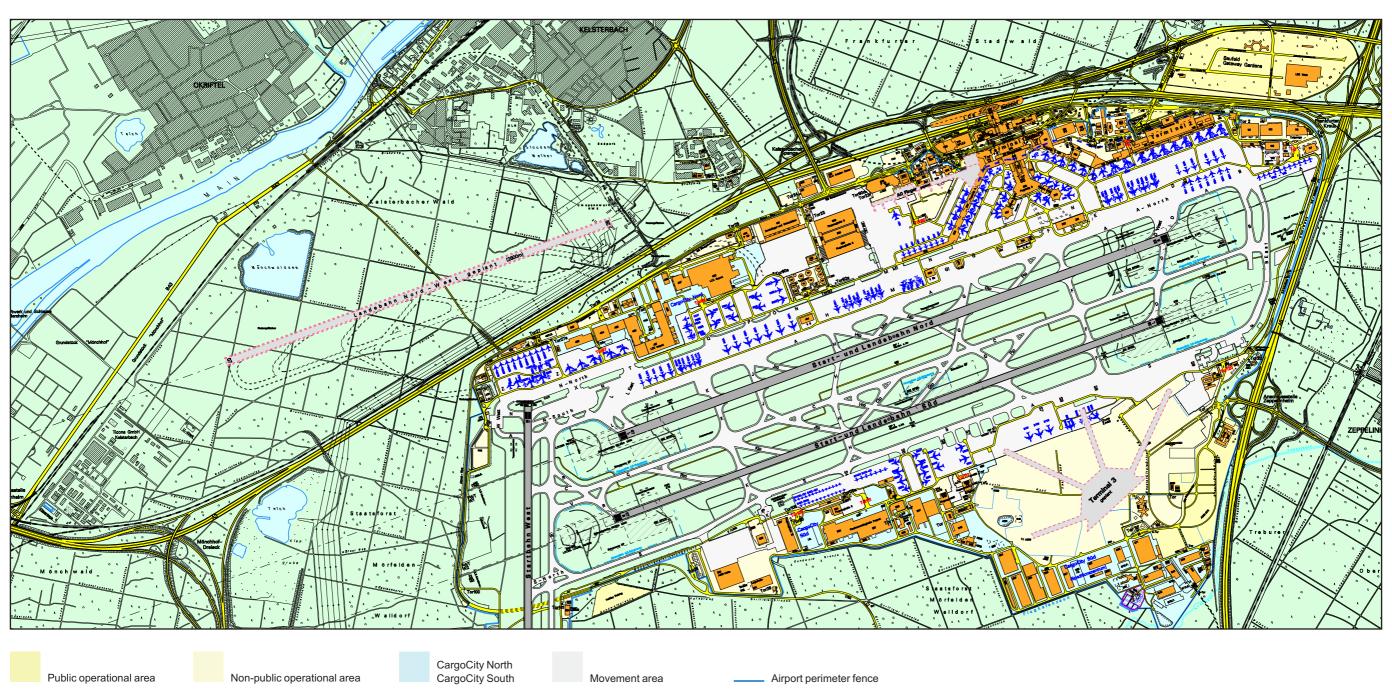
#### RPK

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

#### Star Alliance

The world's largest strategic alliance of airlines, which also includes Lufthansa German Airlines

## Map of Frankfurt Airport incl. Terminal 3 and Northwest Runway (planned), as of March 2009



Scale: approx. 1: 26,000



### Investor Relations IR Service – meet IR

#### Financial Calendar 2009

3-month interim report 2009 Tuesday, May 12
Annual General Meeting Wednesday, May 27
6-month interim report 2009 Thursday, August 6
9-month interim report 2009 Thursday, November 5

#### Traffic Calendar 2009

April 2009 Wed., May 13, 2009 May 2009 Tue., June 16, 2009 June 2009 Fri., July 10, 2009 July 2009 Wed., August 12, 2009 August 2009 Thu., September 10, 2009 September 2009 Tue., October 13, 2009 October 2009 Wed., November 11, 2009 November 2009 Thu., December 10, 2009 December 2009 Fri., January 15, 2010

Visual Fact Book Full Year 2008

#### The Most current IR Information

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

### www.meet-ir.com

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

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### Investor Relations IR Contact – meet IR

Fraport AG Frankfurt Airport Services Worldwide 60547 Frankfurt am Main

Phone +49 69 690-74842 Fax +49 69 690-74843

Email investor.relations@fraport.de



Stefan J. Rüter, Head of IR Phone +49 69 690-74840 s.rueter@fraport.de



Aysegül Bahar-Top, Manager IR Phone: +49 69 690-74844 a.bahar-top@fraport.de



Marc Poeschmann, Manager IR Phone: +49 69 690-74845 m.poeschmann@fraport.de

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