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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

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 18,910* 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)
Slide 7

Fraport at a Glance/FRA at a Glance
Fraport Activities Worldwide

Slide 8

Fraport at a Glance/FRA at a Glance
Portfolio¹

<table>
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<tr>
<th>Fraport</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
<th>Net Income</th>
<th>EPS</th>
<th>Employees¹</th>
<th>Employees²</th>
</tr>
</thead>
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<tr>
<td>Aviation</td>
<td>€ 2,101.6 mil.</td>
<td>€ 600.7 mil.</td>
<td>€ 360.7 mil.</td>
<td>€ 180.2 mil.</td>
<td>€ 1.89</td>
<td>20,196</td>
<td></td>
</tr>
<tr>
<td>Retail &amp; Properties</td>
<td>€ 433.5 mil.</td>
<td>€ 367.9 mil.</td>
<td>€ 285.9 mil.</td>
<td>2,749</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ground Handling</td>
<td>€ 642.7 mil.</td>
<td>€ 52.9 mil.</td>
<td>€ 19.0 mil.</td>
<td>8,333</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>External Activities</td>
<td>€ 327.0 mil.</td>
<td>€ 55.9 mil.</td>
<td>€ 22.2 mil.</td>
<td>2,475</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

¹) Figures after special items/adjustments
²) As of December 31, 2008 (employees on temporary leave and trainees not included)
Fraport at a Glance / FRA at a Glance
Financial Performance

€ mil.


Revenue \[
\begin{align*}
2000: & \quad 1,536.2 \\
2001: & \quad 1,580.6 \\
2002: & \quad 1,834.3 \\
2003: & \quad 1,981.7 \\
2004: & \quad 2,089.8 \\
2005: & \quad 2,143.9 \\
2006: & \quad 2,329.0 \\
2007: & \quad 2,101.6 \\
\end{align*}
\]

EBITDA

2000: \( 520.8 \)
2001: \( 525.0 \)
2002: \( 255.3 \)
2003: \( 456.2 \)
2004: \( 509.6 \)
2005: \( 542.5 \)
2006: \( 578.4 \)
2007: \( 600.5 \)
2008: \( 600.7 \)

Net Profit before minorities

2000: \( 129.9 \)
2001: \( 101.6 \)
2002: \( 126.3 \)
2003: \( 115.4 \)
2004: \( 137.6 \)
2005: \( 161.5 \)
2006: \( 228.9 \)
2007: \( 213.7 \)
2008: \( 189.3 \)

* Figures after special items and tax effects/consolidation effects

** Special effects: exceptional write-down for Marita reduced EBITDA by € 241.7 mil. and net profit by € 227.1 mil.

Visual Fact Book Full Year 2008

---

Fraport at a Glance / FRA at a Glance
Traffic Figures of the Fraport Group

Passengers in mil.

2004 2005 2006 2007 2008

Frankfurt \( 51.1 \) \( 66.7 \) \( 68.1 \) \( 75.9 \) \( 78.1 \)
Majorities (incl. FRA) \( 10.3 \) \( 11.3 \) \( 11.7 \) \( 12.6 \) \( 14.4 \)
Minorities \( 1.1 \) \( 1.3 \) \( 1.8 \) \( 2.6 \)
Management Contracts \( 29.1 \) \( 53.5 \) \( 40.8 \)
Total \( 117.3 \) \( 133.3 \)

* Riyadh and Jeddah not included

** Visual Fact Book Full Year 2008
Fraport at a Glance/FRA at a Glance
Group Traffic Figures FY 2008

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<tr>
<th></th>
<th>Fraport Share</th>
<th>Passengers</th>
<th>Change in %</th>
<th>Cargo</th>
<th>Change in %</th>
<th>Movements</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frankfurt</td>
<td>100.00%</td>
<td>53,467</td>
<td>-1.3</td>
<td>2,111</td>
<td>-2.7</td>
<td>486</td>
<td>-1.4</td>
</tr>
<tr>
<td>Antalya</td>
<td>51.00%</td>
<td>9,071</td>
<td>8.5</td>
<td>n. a.</td>
<td>n. a.</td>
<td>67</td>
<td>15.3</td>
</tr>
<tr>
<td>Lima</td>
<td>70.01%</td>
<td>8,289</td>
<td>10.4</td>
<td>239</td>
<td>6.1</td>
<td>99</td>
<td>6.3</td>
</tr>
<tr>
<td>Frankfurt-Hahn</td>
<td>65.00%</td>
<td>3,939</td>
<td>-1.9</td>
<td>124</td>
<td>10.9</td>
<td>41</td>
<td>-1.0</td>
</tr>
<tr>
<td>Burgas</td>
<td>60.00%</td>
<td>1,937</td>
<td>-0.6</td>
<td>1</td>
<td>-28.6</td>
<td>17</td>
<td>5.2</td>
</tr>
<tr>
<td>Varna</td>
<td>60.00%</td>
<td>1,450</td>
<td>-2.9</td>
<td>n. a.</td>
<td>n. a.</td>
<td>15</td>
<td>1.1</td>
</tr>
<tr>
<td>Delhi</td>
<td>10.00%</td>
<td>23,247</td>
<td>-0.4</td>
<td>437</td>
<td>1.1</td>
<td>236</td>
<td>5.4</td>
</tr>
<tr>
<td>Xi’an</td>
<td>24.50%</td>
<td>11,922</td>
<td>4.8</td>
<td>118</td>
<td>5.3</td>
<td>121</td>
<td>2.7</td>
</tr>
<tr>
<td>Hanover</td>
<td>30.00%</td>
<td>5,638</td>
<td>-0.1</td>
<td>17</td>
<td>6.7</td>
<td>87</td>
<td>-1.8</td>
</tr>
<tr>
<td>Cairo</td>
<td>20.00%</td>
<td>14,360</td>
<td>14.2</td>
<td>279</td>
<td>1.2</td>
<td>137</td>
<td>12.7</td>
</tr>
<tr>
<td>Group total</td>
<td>133,320</td>
<td>3,326</td>
<td>-0.5</td>
<td>1,307</td>
<td>3.0</td>
<td></td>
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</tbody>
</table>

1) Terminal 1 + Domestic-Terminal Basis 2001 adjusted
2) Management contract

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

Passenger Share of German Airports 2008

- 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

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FRA at a Glance

Biggest Catchment Area of All European Hubs

Population of surrounding catchment areas in mil.

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

* Source: SVP Deutschiad AG. Consulting & Research, 2005
**Corporate Strategy**

**Strategic Goals**

- **Value Creation**
- **Performance**
- **Sustainability**

**The three Pillars of Fraport's Strategy**

- **Consolidation at FRA**
- **Growth & Expansion at FRA**
- **External growth**

---

**Corporate Strategy**

**Strategic Goals**

**Value creation**

We strive consistently to increase our company's value in all fields of business. We achieve above-average returns in our segments, ranking among the industry's best in each of them.

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

**Performance**

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

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

**Sustainability**

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

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

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

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

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

Market Data/Air Traffic
Market Data/Air Traffic
Dynamic Growth in Air Traffic Due to Globalization

- 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

Conclusion for next decade

Air traffic is expected to grow stronger than the GDP
~ 5% per year

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Market Data/Air Traffic
Air Traffic Grows Stronger Than World Economy

Until 2027
world air traffic will more than double

4.2% p.a.
Boeing
Airbus
3.2% p.a.
World Economy
Global Steel Industry
2.0% p.a.
Rail Market

Expected air traffic growth

Expected growth of world economy and selected industries


Visual Fact Book Full Year 2008
Market Data/Air Traffic
Focus on Intercontinental Routes in Europe

Air traffic growth 2008–2027

Global average 4.2% p.a.

*) Source: CAGR of Passengers by ACI Global Traffic Forecast 2008-2017

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

Market Data/
Segment & Competition
### Market Data/Segment & Competition

**Aviation: Slot Capacity of European Hub Airports**

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<th>Airport</th>
<th>Existing runways</th>
<th>Slot capacity</th>
<th>Planned runways</th>
<th>Target Capacity</th>
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</thead>
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<tr>
<td>London-Heathrow</td>
<td>2 not independently usable</td>
<td>70 mov/h</td>
<td>1 possibly by 2020</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Paris-Ch. d. Gaulle</td>
<td>4 not independently usable</td>
<td>110 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Frankfurt</td>
<td>3 not independently usable</td>
<td>83 mov/h</td>
<td>1 by 2011</td>
<td>128 mov/h</td>
</tr>
<tr>
<td>Madrid</td>
<td>4 independently usable</td>
<td>90 mov/h</td>
<td>0</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Amsterdam</td>
<td>6 not independently usable</td>
<td>108 mov/h</td>
<td>1</td>
<td>126 mov/h</td>
</tr>
<tr>
<td>Munich</td>
<td>2 independently usable</td>
<td>90 mov/h</td>
<td>1 possibly by 2011</td>
<td>120 mov/h</td>
</tr>
<tr>
<td>Vienna</td>
<td>2 not independently usable</td>
<td>72 mov/h</td>
<td>1</td>
<td>95 mov/h</td>
</tr>
<tr>
<td>Zurich</td>
<td>3 not independently usable</td>
<td>66 mov/h</td>
<td>0*</td>
<td>n.a.</td>
</tr>
</tbody>
</table>

*j* Optimization of existing runways

### Market Data/Segment & Competition

**Aviation: Passengers per Passenger Flight**

![Graph showing passenger flight data for various airports with a peer average of 107.5 PAX/Movement.](image)

*) Passenger flights, considering only passenger flights – cargo flights and non-commercial flights not included.

Source: Fraport, company information.
Market Data/Segment & Competition
Aviation: Traffic Focussing on Mega Hubs in Europe

Only three Airbus A380 bases in Europe

A380s in Europe

<table>
<thead>
<tr>
<th>Airline</th>
<th>A380</th>
<th>Airport</th>
<th>PAX Airport</th>
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<tbody>
<tr>
<td>British Airways</td>
<td>12 (+)</td>
<td>LHR</td>
<td>67.1</td>
</tr>
<tr>
<td>Virgin Atlantic</td>
<td>6</td>
<td>LHR</td>
<td>67.1</td>
</tr>
<tr>
<td>Air France</td>
<td>12 (+2)</td>
<td>CDG</td>
<td>60.9</td>
</tr>
<tr>
<td>Lufthansa</td>
<td>15 (+5)</td>
<td>FRA</td>
<td>53.5</td>
</tr>
</tbody>
</table>

1) Number of orders + number of options; Source: Fraport, airlines
2) ADI Rapid Data Exchange, 13/08/2008, commercial pax

Intercontinental traffic in Europe 2008

Sky Team
Air France
KLM
etc
Major Hub: CDG

Star Alliance
Lufthansa
United Airlines
etc
Major Hub: FRA

One World
British Airways
American Airlines
etc
Major Hub: LHR

Three strong alliances dominate
78% of market

Source: Narberger Airport Information, May 2008, original version in $, foreign currency translation could lead to different data, 3/4 exchange rate 1.56

Market Data/Segment & Competition
Expansion: Major New and Recent Airport Projects

Selected European Projects > €1.0 bn

- Dublin
  - €1.9 bn
- AMI
  - €2.3 bn
- AMS
  - €1.7 bn
- SYF
  - €1.7 bn
- LHR
  - €6.8 bn
- STN
  - €1.7 bn
- FRA
  - €7.0 bn
- CDG
  - €1.9 bn
- MAD
  - €1.1 bn
- AIX
  - €1.2 bn
- RCH
  - €1.9 bn
- FCO
  - €1.9 bn
- Rome
  - €1.7 bn
- Malaga
  - €1.8 bn
- Lisbon
  - €4.0 bn
- New Airport
  - €6.0 bn
- Lublin
  - €1.5 bn
- Lublin
  - €1.5 bn
- Moscow SVO
  - €1.9 bn

Source: Narberger Airport Information, May 2008, original version in $, foreign currency translation could lead to different data, 3/4 exchange rate 1.56

Fraport data, 2007–2010
Market Data/Segment & Competition

Ground Handling: Fraport One of the Leading Handlers

Revenue of top-selling ground handlers in mil. € in 2007

<table>
<thead>
<tr>
<th>Ground Handler</th>
<th>At number of station</th>
<th>In number of countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Swissport</td>
<td>187</td>
<td>43</td>
</tr>
<tr>
<td>Servisair</td>
<td>138</td>
<td>27</td>
</tr>
<tr>
<td>Fraport</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>WFS</td>
<td>120</td>
<td>17</td>
</tr>
<tr>
<td>Menzies Aviation Group</td>
<td>120</td>
<td>28</td>
</tr>
<tr>
<td>Aviapartner</td>
<td>37</td>
<td>5</td>
</tr>
<tr>
<td>Aviance UK</td>
<td>16</td>
<td>2</td>
</tr>
<tr>
<td>SATS</td>
<td>30</td>
<td>6</td>
</tr>
</tbody>
</table>

Source: company data, Fraport

---

Market Data/Segment & Competition

External Activities: 5 Key Players in Airport Business

Passenger volume of airport groups (proportionate calculation)
Number of passengers in 2007, status of shareholdings as of December 2006

Source: Fraport and company data, management and consulting contracts not included
Market Data/Sendment & Competition
Ext. Act.: Major Privatizations and Secondaries 2009

1) Part of BAA
2) Corporation providing airport services
3) Government-owned airport operator

Visual Fact Book Full Year 2008
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

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

Vacancy rate extremely low at FRA

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

Heterogeneous property market benefits Frankfurt Airport

2. Source: Jones Lang LaSalle
**Market Data/Know how**

**Ground Handling: Heterogeneous Markets**

<table>
<thead>
<tr>
<th>Region</th>
<th>Description</th>
</tr>
</thead>
</table>
| **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

**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
Traffic Split and Growth 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

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

*) Preliminary AC figures for 2008

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

<table>
<thead>
<tr>
<th>Rank</th>
<th>City</th>
<th>Cargo 2008* metric t 000</th>
<th>Change %</th>
<th>Rank</th>
<th>City</th>
<th>Cargo 2008* metric t 000</th>
<th>Change %</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Memphis</td>
<td>3,696</td>
<td>-3.8</td>
<td>16</td>
<td>London-Heathrow</td>
<td>1,486</td>
<td>6.5</td>
</tr>
<tr>
<td>2</td>
<td>Hong Kong</td>
<td>3,657</td>
<td>-3.1</td>
<td>17</td>
<td>New York JFK</td>
<td>1,446</td>
<td>-10.0</td>
</tr>
<tr>
<td>3</td>
<td>Shanghai</td>
<td>2,999</td>
<td>3.6</td>
<td>18</td>
<td>Chicago</td>
<td>1,325</td>
<td>-13.5</td>
</tr>
<tr>
<td>4</td>
<td>Seoul</td>
<td>2,424</td>
<td>-5.2</td>
<td>19</td>
<td>Beijing</td>
<td>1,303</td>
<td>9.3</td>
</tr>
<tr>
<td>5</td>
<td>Anchorage</td>
<td>2,361</td>
<td>-15.0</td>
<td>20</td>
<td>Bangkok</td>
<td>1,173</td>
<td>-3.8</td>
</tr>
<tr>
<td>6</td>
<td>Paris-Ch. d. Gaule</td>
<td>2,280</td>
<td>-0.6</td>
<td>21</td>
<td>Indianapolis</td>
<td>1,028</td>
<td>-3.7</td>
</tr>
<tr>
<td>7</td>
<td>Frankfurt</td>
<td>2,111</td>
<td>-2.7</td>
<td>22</td>
<td>Newark</td>
<td>889</td>
<td>-7.8</td>
</tr>
<tr>
<td>8</td>
<td>Tokyo</td>
<td>2,099</td>
<td>-6.9</td>
<td>23</td>
<td>Tokyo</td>
<td>849</td>
<td>-0.3</td>
</tr>
<tr>
<td>9</td>
<td>Louisville</td>
<td>1,974</td>
<td>-5.0</td>
<td>24</td>
<td>Osaka</td>
<td>845</td>
<td>-0.1</td>
</tr>
<tr>
<td>10</td>
<td>Singapore</td>
<td>1,884</td>
<td>-1.8</td>
<td>25</td>
<td>Luxembourg</td>
<td>788</td>
<td>-8.0</td>
</tr>
<tr>
<td>11</td>
<td>Dubai</td>
<td>1,825</td>
<td>9.4</td>
<td>26</td>
<td>Guangzhou</td>
<td>686</td>
<td>-1.3</td>
</tr>
<tr>
<td>12</td>
<td>Miami</td>
<td>1,807</td>
<td>-6.0</td>
<td>27</td>
<td>Kuala Lumpur</td>
<td>861</td>
<td>1.4</td>
</tr>
<tr>
<td>13</td>
<td>Los Angeles</td>
<td>1,830</td>
<td>-11.6</td>
<td>28</td>
<td>Dallas-Ft Worth</td>
<td>880</td>
<td>-8.7</td>
</tr>
<tr>
<td>14</td>
<td>Amsterdam</td>
<td>1,802</td>
<td>-3.0</td>
<td>29</td>
<td>Atalanta</td>
<td>855</td>
<td>-9.0</td>
</tr>
<tr>
<td>15</td>
<td>Taipei</td>
<td>1,493</td>
<td>-7.0</td>
<td>30</td>
<td>Brussels</td>
<td>616</td>
<td>-17.6</td>
</tr>
</tbody>
</table>

*) Preliminary AC figures for 2008
Frankfurt Airport – FRA
119 Airlines Fly to 304 Destinations in 106 Countries

Summer Timetable 2008: weekly services/destinations from Frankfurt Airport

As of March 19, 2008  Source: Fraport

Frankfurt Airport – FRA
FRA Offers the Most Destinations in Europe

Highest Monthly Number of Destinations in 2008
Average Number of Destinations of all Months in 2008
Lowest Monthly Number of Destinations in 2005

Visual Fact Book Full Year 2008
Frankfurt Airport – FRA
Growth Due to Efficient Use of Existing Infrastructure

![Bar chart showing growth due to efficient use of existing infrastructure.](slide43.png)

*) Wide body share excluding BoE (flights for US military supply)
Source: Fraport 2009

Visual Fact Book Full Year 2008

---

Frankfurt Airport – FRA
Originating Passenger Split

<table>
<thead>
<tr>
<th>Share of Originating* Passengers at FRA 2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>1%</td>
</tr>
<tr>
<td>4%</td>
</tr>
<tr>
<td>1%</td>
</tr>
<tr>
<td>2%</td>
</tr>
</tbody>
</table>

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

- Large catchment area due to huge population around FRA as well as 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
- 28% of the passengers traveling to the airport from a distance of more than 100 km (growth of 9 percentage points since 1998)

Visual Fact Book Full Year 2008
Frankfurt Airport – FRA With High Market Share on Profitable Routes Compared to European Hubs

North America
- FRA: 0.9% (8.1 mil)
- LHR: 7.0% (15.1 mil)
- CDG: 2.6% (7.7 mil)
- AMS: 5.0% (5.9 mil)
- MUC: 3.5% (2.1 mil)

Middle East
- FRA: 4.0% (25 mil)
- LHR: 7.0% (4.9 mil)
- CDG: 10.0% (3.6 mil)
- AMS: 4.0% (1.1 mil)
- MUC: 2.0% (0.8 mil)

Far East
- FRA: -0.6% (6.5 mil)
- LHR: -2.9% (10.2 mil)
- CDG: 0.1% (5.5 mil)
- AMS: 0.6% (4.0 mil)
- MUC: 14.8% (1.5 mil)

Source: Rapid Data Exchange

Group Financials
**Group Financials**

**Key Figures**

€ mil.

- **2005**: EBITDA margin 26.0%
  - Revenue
  - EBITDA
  - EBIT

- **2006**: EBITDA margin 27.0%
  - Revenue
  - EBITDA
  - EBIT

- **2007**: EBITDA margin 24.9%
  - Revenue
  - EBITDA
  - EBIT

- **2008**: EBITDA margin 28.8%
  - Revenue
  - EBITDA
  - EBIT

*Figures after speciation of effects/consolidation effects*

---

**Group Financials**

**Segment Split of Revenue and EBITDA FY 2008**

- Aviation: 20.6%
- Retail & Properties: 20.6%
- Ground Handling: 14.0%
- External Activities: 14.0%
- EBITDA: 61.2%
- Revenue: 100.0%

**Group EBITDA €600.7 mil.**

**Group Revenue €2.1 bn.**
### Group Financials
#### Fraport Value Management

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>Fraport Group</th>
<th>Aviation</th>
<th>Retail &amp; Properties</th>
<th>Ground Handling</th>
<th>External Activities*</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBIT</td>
<td>335.4</td>
<td>360.7</td>
<td>44.8</td>
<td>58.0</td>
<td>244.6</td>
</tr>
<tr>
<td>Fraport assets</td>
<td>3,073.8</td>
<td>3,411.9</td>
<td>1,005.9</td>
<td>1,148.5</td>
<td>1,259.1</td>
</tr>
<tr>
<td>Costs of capital before tax</td>
<td>307.4</td>
<td>341.2</td>
<td>100.6</td>
<td>114.8</td>
<td>125.0</td>
</tr>
<tr>
<td>Fraport value Added before tax</td>
<td>28.0</td>
<td>19.5</td>
<td>-55.8</td>
<td>-56.8</td>
<td>119.6</td>
</tr>
<tr>
<td>ROFRA</td>
<td>10.9%</td>
<td>10.6%</td>
<td>4.5%</td>
<td>5.1%</td>
<td>19.8%</td>
</tr>
</tbody>
</table>

\[ \text{ROFRA} = \frac{\text{EBIT}}{\text{Fraport assets}} \]

*) External Activities, EBIT and Fraport assets are adjusted for investments accounted for using the equity method and financial investments with regard to non-integrated participations.

### Aviation/Regulation
Aviation/Regulation Segment Structure

Traffic and Terminal Management, Airport Expansion
Martin Bien, Executive VP

Airport Security Management
Volker Zintel, Executive VP

Aviation Operations
Infrastructure Development
Realization Management
Airport Security Management

Air traffic operations
Airside infrastructure
Passenger infrastructure
Airport master planning

- Project management and approval procedure for airport expansion
- Civil engineering technical equipment
- Environmental issues

- Aviation security
- Airport security
- Airport fire services

*) New segment structure from 2009 onwards. The Retail & Properties segment will be adjusted and will be newly named as "Retail & Real Estate". Internal services units Real Estate and Facility Management (FM) and Information and Telecommunication (IT) will be organized within the newly named segment "External Activities & Services". The profit center in which the respective fees are settled will be transferred to the Aviation segment.

Aviation/Regulation Key Figures

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>688.9</td>
<td>156.3</td>
<td>22.7</td>
</tr>
<tr>
<td>2006</td>
<td>702.8</td>
<td>156.3</td>
<td>22.6</td>
</tr>
<tr>
<td>2007</td>
<td>698.7</td>
<td>139.6</td>
<td>20.0</td>
</tr>
<tr>
<td>2008</td>
<td>698.4</td>
<td>124.9</td>
<td>17.9</td>
</tr>
</tbody>
</table>

*) Figures after speculation of effects/nonconsolidation effects

Visual Fact Book Full Year 2008
**Aviation/Regulation**

**Segment Revenue Split 2008**

- **Segment Revenue:** €698.4

**Passenger charges**
- Related to the number of passengers as well as their origin and destination
- €351.7

**Landing and take-off charges**
- Related to MTOW, number of passengers (take-off only), weight of freight/mail, noise and emission
- €113.3

**Aircraft parking charges**
- Related to time and position
- €35.2

**Security charges**
- Related to the number of departing passengers, freight/mail tonnage (arrival and departure)
- €37.3

**Revenue from security services (Ministry of the Interior)**
- Costs of passenger security controls are charged to federal ministry of interior
- €132.6

**Others**
- €27.3

**Security charges (airlines, etc.)**

---

**Aviation/Regulation**

**Components of Regulated Airport Charges**

**Landing and take-off charges**
- Weight-related, charges based on MTOW
- Passenger (only take-off)/freight/mail-related charges (variable charges)
- Noise-related charges
- Emission-related charges
- approx. €1,600

**Passenger charges**
- Passenger-related charges (only take-off)
- 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)
- Also, surcharges for pier stands
- Rental contracts can be signed under defined conditions
- approx. €400

---

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

- 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

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

Aviation/Regulation
Consultation Process – All Airlines Involved

- Airport Charges Review Board headed by HMWVL\(^1\) permanently discusses charges – Board Members: Fraport, BARIG\(^2\), BDF\(^3\), 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

1) Hessisches Ministerium für Wirtschaft, Verkehr und Landesentwicklung (Hessian Ministry of Economics, Transport and Regional Development)
2) Board of Airline Representatives in Germany
3) Bundesverband der Deutschen Fluggesellschaften (German Airlines Association)
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 Asset Base Curve

At cost/2 approach (50% of historical costs) leads to the same results as the Residual Carrying Amount approach (RCA) – in the long term.

More stable asset base

Asset base fluctuates!
Plus: value creation when investment < depreciation
### Aviation/Regulation

**Comparison of the 3 Different Approaches for RAB**

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

Approach to calculate asset base for regulation at Frankfurt Airport: At cost/2

---

**Retail & Properties**
Retail & Properties
Segment Structure*

Vehicle Parking
Retail
Real Estate
Others

- Shopping
- Services
- Advertising
- Rents in Terminals
- Rents for Service & Admin. Buildings
- Leaseholds
- Land & Infrastructure
- Facility Management
- Information & Telecommunication

*) New segment structure from 2009 onwards: The Retail & Properties segment will be adjusted and will be newly named as “Retail & Real Estate”. Internal service units Real Estate and Facility Management (IFM) and Information and Telecommunication (IKT) will be organized within the newly named segment “External Activities & Services”. The profit center in which the cost-related user fees are posted will be transferred to the Aviation segment.

Retail & Properties
Key Figures*

€ mil.

2005
2006
2007
2008

EBITDA
margin
77.4%
81.7%
70.6%/80.5%
64.9%

Revenue
EBITDA
EBIT

Airrail effect

*) Figures after elimination of effects/consolidation effects
**Retail & Properties**  
**Segment Revenue Split 2008**

- **Segment Revenue:** 433.5
- **Retail:** 151.6
- **Other Revenue:** 61.8
- **Real Estate:** 162.4
- **Car Parking:** 57.7

**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**
- Concession fees for shops, restaurants etc. based on their revenue
- Rents for advertising space

**Car Parking**
- Parking charges

**Other Revenue, e.g.**
- Real estate and facility management, information and telecommunication services

---

**Retail & Properties/Retail**  
**Retail Revenue Split 2008**

- **Retail Revenue:** 151.6
- **Shopping:** 85.3
- **Services:** 39.5
- **Advertising:** 26.8

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

Increasing Retail Revenue per PAX at FRA

Retail Revenue per Passenger

€ mil. 2007 2008

Shopping  Services  Advertising

€ 2.69 per PAX  € 2.84 per PAX

145.8  151.6

26.6  26.8

35.1  39.5

85.1  85.3

Retail Revenue per Passenger Targets for 2009 & 2012

4.0  5.0

+4.0% CAGR  +8.9% CAGR

2005  2006  2007  2008  2009  2010  2011  2012

1.8  2.03  2.17  2.22  2.22  2.26  2.68  3.00**

* Different Reporting Structure
** Targets communicated

Retail & Properties/Retail

Growing Retail Space at FRA

Future Retail Projects

Important projects to enhance retail space¹ planned:

- Airport City Mall (1,700 sqm, opening in parts until 2010)
- Redesigning Terminal 2 landside (1,200 sqm, opening 2009)
- Pier-A-West, Terminal 1 (12,000 sqm, opening 2012)
- Terminal 3 (15,500 sqm, opening 2014)

Shopping space Frankfurt, Terminal 1, 2 & 3; sqm (exp.) = Duty Free & Travel Value + Specialty Shops

45,000  42,500 ²

40,000  30,000

35,000  20,000

30,000  15,000

25,000  10,000

20,000  5,000

15,000  0

10,000

¹ Retail space includes shopping space, such as food & beverages and other services
² Including Terminal 3

Visual Fact Book Full Year 2008
**Retail & Properties/Retail**

**Duty Free Revenues at Point of Sale 2008**

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

---

**Retail & Properties/Retail**

**New Terminal Layout: A-West Pier**

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

Property of Fraport AG
as of March, 2009
Retail & Properties/Real Estate

Retail & Properties/Real Estate
Revenue Split 2008

€ mil.

- Rents in Terminals 27.8
- Leaseholds 41.3
- Rents for Service & Administration Buildings 29.1
- Others 1.5
- Land/Infrastructure 60.7

Real Estate Revenue: 162.4

- **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
Areas included in Frankfurt Airport City

Retail & Properties/Real Estate
Split of Space on Fraport Property 2008

- Aviation Infrastructure
- Not available for usage
- Area already developed, i.e. Terminal Area
- Leaseholds, i.e. CCN/CCS
- Area to develop, i.e. Mönchhof Site
**Retail & Properties/Real Estate**

**Rentable Areas 2008**

<table>
<thead>
<tr>
<th>Property</th>
<th>Sqm(^1)</th>
<th>Office space(^2)</th>
<th>Storage</th>
<th>Others</th>
<th>Average rents/ sqm/month(^3)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rents in Terminals</td>
<td>228,500</td>
<td>103,000(^3)</td>
<td>56,500</td>
<td>89,000</td>
<td>€30</td>
</tr>
<tr>
<td>Rents in Service &amp; Admin. Buildings</td>
<td>543,000</td>
<td>151,500(^3)</td>
<td>208,500</td>
<td>183,000</td>
<td>€15</td>
</tr>
<tr>
<td>DLH Base(^5)</td>
<td>473,200</td>
<td>75,000</td>
<td>165,000</td>
<td>233,200(^4)</td>
<td></td>
</tr>
</tbody>
</table>

1) Gross floor space
2) Office space incl. lounges
3) Allocation of two buildings changed
4) Inc. parking areas approx. 105,000 sqm
5) Plus service charges and additional rents
6) Estimated figures for DLH Base

---

**Retail & Properties/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>Leverage our 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 our hub competence to strengthen our business relationships with key clients</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>Win airport management and service contracts</td>
</tr>
<tr>
<td>→ Asset management</td>
<td>→ Site development</td>
<td>→ Portfolio management</td>
</tr>
</tbody>
</table>
Retail & Properties/Real Estate
Terminal Area

Size and Features 2008
Locations:
- Terminals: 228,300 sqm gross floor space
- Service & administration buildings: 262,000 sqm gross floor space

Utilization:
- 176,000 sqm offices/lounges
- 119,500 sqm storage
- 56,500 sqm operations
- 144,500 sqm other utilization

Ownership:
- 100% Fraport

Clients:
- Lufthansa
- Other airlines
- Fraport
- Government agencies

49.05 ha of total gross floor space
Mixed utilization
- Offices/Lounges
- Storage
- Operations

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

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

149 ha existing area land plus 27 ha for further development
Logistics utilization
- Tailor-made facilities for major logistics companies
- Express services, forwarders
Retail & Properties/Real Estate

Home Base of Deutsche Lufthansa (DLH)

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 – 26 ha land area
- The ground is owned by Fraport and rented to DLH; DLH owns the buildings
  - A 380 maintenance base
  - Lufthansa Technik Maintenance International base

Clients
- DLH

Mixed utilization
- Offices
- Operational area

96.5 ha of land area
- Partly rented
- Partly under ground lease developed

---

Retail & Properties/Real Estate

Mönchhof Site

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
- Logcereal with leaser "Dress for less"
- Zoth
- Weichinger
- DoKaSch (maintenance for airfreight containers),
- Ontour/Ontour II (forwarder)
- Wurth AG for training facility
- DHL/Harder Partner
- MultiParc/MultiParc II (logistic and technology)
- Via Met

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
Retail & Properties/Real Estate
Airrail Center Frankfurt

Size and Features 2008*
- 200,000 sqm of gross floor space
- Nine-story complex
- 650 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

Clients
- Contract with Hilton International for 34,500 sqm of space (582 rooms)
  - high-class hotel (240 rooms)
- mid-market Hilton Garden Inn (334 rooms)
- Contract with KPMG for 39,000 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

140,000 sqm of net floor space
Mixed utilization
- Offices
- Retail & restaurant area
- Hotels
- Parking

Retail & Properties/Real Estate
Gateway Gardens

Size and Features 2008
- 350,000 sqm of gross building land
- Direct autobahn connections (A3, A5)
- Direct access to Frankfurt Airport's operational area
- Regional link via own “Gateway Gardens S-Bahn station” (planned) and bus lines
- Fully developed with binding land-use plan

Ownership
- Grundstücksgeellschaft Gateway Gardens GmbH: Fraport AG holds 25% shares of the development company

Clients
- LSG Sky Chefs use 50,000 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 and education institution for logistics and mobility

350,000 sqm of gross building land; resp. 700,000 sqm gross floor space
Mixed utilization
- Offices
- Hotels
- Congress center, Trade center
- Research and Science
Ground Handling

Ground Handling Structure

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

Passenger Services
- Check-in & boarding
- Ticket service
- Arrival service
- Lost and found
- Crew briefing
- Weight & balance services
- General aviation terminal

Central Infrastructure (incl. Baggage Service)
- Baggage conveyor system (~70 km)
- Baggage security
- Passenger bridges
- Baggage Reconciliation System (BRS)
- 400 Hz ground power supply
- Toilet/water facilities

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

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

Business Activities: Who Does What?

- Loading bridges: Fraport
- Push-back: Fraport
- Ground power: Fraport
- Baggage security: Fraport
- Catering: LSG
- De-icing: Fraport (NICE*)
- Fueling: FJS Frankfurt Jet Services
- Transportation (baggage/cargo/post): Fraport
- High loaders & transporters: Fraport
- Loading/unloading (baggage/cargo/post): Fraport
- Toilet service: Fraport
- Cabin cleaning: Fraport/ASG
- Ramp agent: Fraport or airline
- Passenger stairs & passenger transportation: Fraport
- Crew transportation: Fraport or airline
- Water service: Fraport

*62% subsidiary of Fraport

Visual Fact Book Full Year 2008

Ground Handling

On-time Management of Complex Processes

Arrival
- Ramp supervision
- Parking
- Cleaning
- Toiletwater services
- Unloading
- Loading
- Stairs
- Crew transport
- Crew transport
- PAX transport
- Baggage transport
- Baggage transport
- Baggage conveyor system
- BRS
- Bridges
- 400 rtw facilities, toiletwater facilities

Landside
- Check-in
- Flight operations
- Arrival service, lost & found, ticketing
- Palletization
- Warehousing

Centralized GI MTS solution

On-top

Departure
- De-icing
- Push-back

Visual Fact Book Full Year 2008
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

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*

12.4%
97.6%

Fraport
Acciona

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

Ground Handling
Core Business Area: Passenger Services 2008

Passenger Services
- Open market: third-party handlers (e.g., Swissport, Acciona) and self-handling (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

Market Share¹

18.6%
9.5%
12.9%
17.0%
59.0%

Fraport
Lufthansa self handling
Lufthansa 3rd party handling
Others¹

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

⇒ Fraport handles approximately 23% of the „free market“ (excluding DLH self handling)

Visual Fact Book Full Year 2008
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

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

Market Share

Source: Fraport

Ground Handling
Baggage Performance: Best Practice in FRA

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

Baggage facilities and conveyor system:
- More than 70 km long, the Frankfurt Airport’s baggage conveyor system is one of the world’s largest facilities of its kind
- Capacity: approx. 16,000 items per hour
- Record: 103,778 baggage items a day
- System reliability rate: 99.96%
- 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

* 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 self-handlers (e.g., Lufthansa)
- Fraport Cargo Services (FCS), wholly owned subsidiary (100%)
- 358,357 metric tons of cargo handled in 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

<table>
<thead>
<tr>
<th>Airport</th>
<th>FRA</th>
<th>AMS</th>
<th>LHR</th>
<th>CDG</th>
</tr>
</thead>
<tbody>
<tr>
<td>Time</td>
<td>35</td>
<td>40</td>
<td>45</td>
<td>60</td>
</tr>
<tr>
<td>Time</td>
<td>45</td>
<td>50</td>
<td>120</td>
<td>150</td>
</tr>
</tbody>
</table>

*Not including domestic-domestic connections*


Visual Fact Book Full Year 2008
Ground Handling – Our Excellent Connectivity
Results from Good Cooperation

Exemplary system partnership
Joint approach of Fraport’s Ground Handling division and
key customer Lufthanse, 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 btw.de
Visual Fact Book Full Year 2008

External Activities
External Activities
Segment Structure*

External Activities
Alexander Zinnell, Senior VP

Airports
Majority Holdings
- Anayla International Airport (AYT), 51%
- Jorge Chavez Int’l Airport Lima (LIM), 70.01%
- Vama Airport (VAR) & Bakuia Airport (BOI), 80%

Airports
Minority Holdings
- Hanoever Airport (HAJ), 30%
- Indira Gandhi International Airport (DEL), Delhi, 10%

Airports
Management Contracts
- Cairo International Airport (CAI)
- Daltar Airport (DKR)

Service Providers
- Fraport Ground Services Austria, Vienna, 100%
- Ar Transport IT, Orlando, Florida, USA, 100%
- Tradeport Hong Kong (Logistics), China, 18.76%

*New segment structure from 2009 onwards. The Retail & Properties segment will be abolished and will be replaced by the "Retail & Real Estate". Internal service units Real Estate and Facility Management (FM) and Information and Telecommunication (ITC) will be organized within the newly named segment "External Activities & Services". The profit center in which the cost-relevant units are pooled will be transformed to the Airlines segment.

Visual Fact Book Full Year 2008

External Activities
Segment Figures*

€ mil.

-2005
- 22.1
-17.2
-394.8

5.6%

-2006
- 42.0
- 0.2
-431.9

9.7%

-2007
- 33.4
- 70.5
-538.4

13.1%

-2008
- 22.4
- 55.9
- 327.0

17.1%

ICTS effect: 240.1

*Figures after adjustment of effects/consolidation effects

Visual Fact Book Full Year 2008
External Activities
Segment Revenue Split 2008

- **ICTS** deconsolidated as of April 1, 2008
- Frankfurt-Hahn sold effective January 1, 2009
- Only 34%-Consolidation in Antalya in 2006; 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

*Consolidated figures, ICTS included until April 1, 2008, Antalya consolidated by 34% (Terminal 1 + Domestic Terminal)

Visual Fact Book Full Year 2008

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External Activities
Fraport Manages a Variety of Airports

<table>
<thead>
<tr>
<th>Hubs</th>
<th>Regional Airports</th>
<th>Tourist Airports</th>
<th>Management Contracts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frankfurt Main</td>
<td>Xi’an Airport</td>
<td>Antalya Airport</td>
<td>Cairo Airport</td>
</tr>
<tr>
<td>Share: 100%</td>
<td>Share: 24.5%</td>
<td>Share: 51.0%</td>
<td>Duration: 6Y</td>
</tr>
<tr>
<td>53.5 mil. PAX</td>
<td>11.9 mil. PAX</td>
<td>9.1 mil. PAX</td>
<td>14.4 mil. PAX</td>
</tr>
<tr>
<td>Lima Airport</td>
<td>Hanover Airport</td>
<td>Burgas Airport</td>
<td>Riyadh</td>
</tr>
<tr>
<td>Share: 70.01%</td>
<td>Share: 30.0%</td>
<td>Share: 60.0%</td>
<td>Duration: 6Y</td>
</tr>
<tr>
<td>8.3 mil. PAX</td>
<td>5.6 mil. PAX</td>
<td>1.9 mil. PAX</td>
<td>11.4 mil. PAX</td>
</tr>
<tr>
<td>New Delhi Airport</td>
<td>Varna Airport</td>
<td>Jeddah</td>
<td>Dakar Airport</td>
</tr>
<tr>
<td>Share: 10.0%</td>
<td>Share: 60.0%</td>
<td>Duration: 6Y</td>
<td>Duration: 25Y</td>
</tr>
<tr>
<td>23.2 mil. PAX</td>
<td>1.5 mil. PAX</td>
<td>Start in 2010</td>
<td></td>
</tr>
</tbody>
</table>

*As of January 2008 dividend rights increase from 34% to 50%
2: 2007 figures, 2008 figures not available at time of publication

Visual Fact Book Full Year 2008
External Activities

History of Fraport’s Airports

- Management contracts
- Minority holdings
- Majority holdings

- Cairo (CAI) 2005
- Dakar 2012 (2014)
- Xiamen 2008
- Delhi (DEL) 2006
- 2024
- Hanover (HAJ) 2001
- Lima (LIM) 2006
- Yama & B. 2006
- Antalya (AYT) 2004
- 2021 (2041)
- Frankfurt-Hahn (HHN) 1999
- 2009
- Saarbrücken (SCHR) 2008
- Saudi Arabia 2007
- 2008

1) Contract will start in 2010
2) Extension option
3) No concession
4) Frankfurt-Hahn sold to the State of Rhineland-Palatinate in Jan. 2009

External Activities

Antalya Airport at a Glance

Profile
- 2nd largest airport in Turkey
- Tourist gateway to Turkish Riviera

Infrastructure
- 2 runways, capacity for 40 movements/hour
- 3 terminals, capacity for 30 mil. pax/year

Main Carrier
- SunExpress, Turkish Airlines, Sky Air

Further Carriers
- Onur Air, Air Berlin, Pegasus, TUIfly

- 11.9%
External Activities
Antalya Airport Financials

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>2007</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>6.5/17.84</td>
<td>9.1/18.94</td>
</tr>
<tr>
<td>Movements in %</td>
<td>40.91</td>
<td>66.6</td>
</tr>
<tr>
<td>Revenue²</td>
<td>64.8</td>
<td>79.3</td>
</tr>
<tr>
<td>EBITDA²</td>
<td>26.1</td>
<td>57.9</td>
</tr>
<tr>
<td>EBIT²</td>
<td>1.7</td>
<td>22.3</td>
</tr>
<tr>
<td>EBITDA margin²</td>
<td>40.3%</td>
<td>73.0%</td>
</tr>
<tr>
<td>Employees</td>
<td>315</td>
<td>619</td>
</tr>
<tr>
<td>Fraport share</td>
<td>100%³</td>
<td>51/34%³</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full³</td>
<td>34%</td>
</tr>
</tbody>
</table>

1) UH1 Sep 13th 2007 only 71, from Sep 14th 2007 incl. domestic terminal
2) Figures before consolidation
3) Change in consolidation: till Sept 13. 2007 only Terminal 1 and 100% consolidation, thereafter domestic terminal included but only 24% consolidation
4) Total pax for Antalya Airport

Fraport share: 51.00%
- 51% voting rights
- 50% dividend rights
- Dividend rights increased by 18% to 50% in Jan 2008
Other shareholders:
- IC İctes İnşaat Sanayi ve Ticaret A.Ş. (48.09%)
- Fraport IC İctes Havalimanı İşletme Arnonim 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

External Activities
Lima Airport at a Glance

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

Infrastructure
- 1 runway, capacity for about 160,000 movements/year
- 1 terminal, capacity for 10 mil. pax/year

Main Carrier
- LAN

Further Carriers
- Taca, AA, Continental, Air Canada, Gol, TAM, Aero Condor

- 6.8%
### External Activities

#### Lima Airport Financials

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>2007</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in ml.</td>
<td>7.5</td>
<td>8.3</td>
</tr>
<tr>
<td>Movements* in 1000</td>
<td>92.9</td>
<td>98.7</td>
</tr>
<tr>
<td>Revenue¹</td>
<td>88.5</td>
<td>93.2</td>
</tr>
<tr>
<td>EBITDA¹</td>
<td>23.2</td>
<td>24.3</td>
</tr>
<tr>
<td>EBIT¹</td>
<td>16.3</td>
<td>18.2</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>26.2%</td>
<td>26.1%</td>
</tr>
<tr>
<td>Employees</td>
<td>414</td>
<td>468</td>
</tr>
<tr>
<td>Fraport share</td>
<td>100%²</td>
<td>70.01%³</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full²</td>
<td>full</td>
</tr>
</tbody>
</table>

Fraport share: 70.01%
Other shareholders:
- International Finance Corporation (IFC) (19.99%)
- FONDO DE INVERSION EN INFRAESTRUCTURA, 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):
- Fixed until 2008: USD 256 ml.
- Variable 2009-30: 2nd terminal and runway

---

### External Activities

#### Varna and Burgas at a Glance

**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

- 13.2%
### External Activities

#### Varna and Burgas Financials

<table>
<thead>
<tr>
<th>Airports of Twin Star</th>
<th>2007</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue in € mil.</td>
<td>41.3</td>
<td>40.6</td>
</tr>
<tr>
<td>EBITDA in € mil.</td>
<td>12.9</td>
<td>13.9</td>
</tr>
<tr>
<td>EBIT in € mil.</td>
<td>10.1</td>
<td>10.0</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>31.2%</td>
<td>34.2%</td>
</tr>
<tr>
<td>Employees</td>
<td>1,604</td>
<td>1,218</td>
</tr>
<tr>
<td>Fraport share</td>
<td>60%</td>
<td>60%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full*</td>
<td>full*</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Varna</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>1.5</td>
<td>1.5</td>
</tr>
<tr>
<td>Movements in ‘000</td>
<td>15.0</td>
<td>15.1</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Burgas</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in mil.</td>
<td>1.9</td>
<td>1.9</td>
</tr>
<tr>
<td>Movements in ‘000</td>
<td>16.1</td>
<td>17.0</td>
</tr>
</tbody>
</table>

Fraport share: 80.00%
Other shareholders:
- BM Star Ltd. (40.00%)

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 AIL

Capex (Obligation):
- € 54 mil. until 2010: 2 new terminals
- Further investments subject to traffic growth

---

### External Activities

#### Minority: Hanover Airport

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
- Homebase of TU Illy

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

Main Carrier:
- TU Illy, Air Berlin

Further Carriers:
- Aeroflot, Lufthansa, Turkish Airlines

- 16%

Pax Total 2008:
- 5.6 mil.
External Activities
Minority: Delhi, India

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
- 2nd largest airport in India
- One of the longest runways in Asia

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

Main Carrier
- Air India, Jet Airways, IndiGo

Further Carriers
- Jet Lite, Emirates, Lufthansa

- 11.8%

Pax Total 2008
- 24 mil.

External Activities
Minority: Xi’an, China

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 Logistcs (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

- 14.7%

Pax Total 2008
- 11.9 mil.
**External Activities**

**Management Contracts**

**Cairo, Egypt**
- **Profile**
  - 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/yr
- **Main Carrier**
  - Egypt Air
- **Further Carriers**
  - LH, Emirates, KLM, Air France
- **Pax CAGR (1998–2008)**
  - 7.3%
- **Pax Total 2008**
  - 14.4 mil.

**Dakar, Senegal**
- **Profile**
  - The new airport will be build by the end of 2010
- **Infrastructure**
  - 1 runway
  - 1 terminal, capacity for 3 mil. pax/yr

**Riyadh & Jeddah, Saudi Arabia**
- **Riyadh**
  - **Profile**
    - Capital airport
  - **Infrastructure Riyadh**
    - 2 runways
    - 4 terminals
  - **Main Carrier**
    - Saudi Arabian Airlines
  - **Further Carriers**
    - Air India, Pakistan International Airlines
  - **Pax CAGR (1998–2007)**
    - 4.3%
  - **Pax Total 2007**
    - 11.4 mil.
- **Jeddah**
  - **Profile**
    - Pilgrim airport, Red Sea
  - **Infrastructure Jeddah**
    - 3 runways
    - 3 terminals
  - **Main Carrier**
    - Saudi Arabian Airlines
  - **Further Carriers**
    - Egypt Air, Air India, Austrian Airlines, LH
  - **Pax CAGR (1998–2007)**
    - 4.3%
  - **Pax Total 2007**
    - 17.6 mil.

*2008 figures were not available at time of publication*
**Investments FRA: Expansion/FRA North**

**FRA Traffic Split Forecast for 2020**

- W-Europe: 29.6%
- Domestic: 9.6%
- E-Europe: 18.2%
- Continental: 57.4%
- North America: 13.8%
- Far East: 15.2%
- Middle East: 4.5%
- Africa: 4.7%
- Intercontinental: 42.5%

*Traffic Share in Frankfurt (Passengers)*

*Source: Infranet, Air traffic forecast 2020 for Frankfurt, 12/09/2006, figures are rounded*

---

**Investments FRA: Expansion/FRA North**

**Constrained Movement Capacities**

*Based on Frankfurt Airport's 2009 Summer Timetable*

*Declared capacity*

*Av. slot coordinated*

*Source: Fraport*

*Visual Fact Book Full Year 2008*
**Investments FRA: Expansion/FRA North**

**Slot Demand Exceeds Capacity**

Based on Frankfurt Airport's 2009 Summer Timetable

- Declared capacity
- Av. slot demand

Number of requested slots vs. Time of the day (local)

Source: Fraport

Visual Fact Book Full Year 2008

---

**Investments FRA: Expansion/FRA North**

**Capex Range 2007–2015: ~ €7bn**

- Infrastructure\(^2\)
- New Runway
- Existing Runway System
- Apron
- People Transport System
- Existing Terminals\(^1\)
- Terminal 3
- FRA North: ~ €3 bn
- Expansion: ~ €4 bn

\(^1\) e.g. including C-Pier, A-West, CD-Pier, Hall C, fire protection, etc.
\(^2\) e.g. technical equipment, IT

Visual Fact Book Full Year 2008
**Investments FRA: Expansion/FRA North**

**Finance Sources and Milestones in 2008**

- **Successful Placement of "Schuldscheindarlehen"**
  - Two tranches:
    - 7 years, 65 basis points above six-month EURIBOR
    - 9 years, 72 basis points above six-month EURIBOR

- **Credit Commitment of 2 Infrastructures Banks, EIB and LTH: €980 mil.**
  - Payments in 4 tranches
  - Margin significantly below average of market
  - Average maturity: ~ 8 years
  - Closing: Dec 19, 2008
  - First Tranche: January 15, 2009

**Process for NW-Runway and Terminal 3**

- **Planning**
  - 1997: Start of discussions
  - June 2000: Final political decision for airport expansion
  - September 2000: Fraport Board approval

- **Approval**
  - June 2002: Regional planning procedure finalized
  - April 2003: Scoping hearing
  - Jan/Feb 2005: Public hearing of documents in neighbouring communities

- **Approval/Construction**
  - 2005: Final statement course and results of hearing
  - 2007: Approval of zoning procedure
  - 2009: Start of runway construction/clearing of forest

- **Operation**
  - 2011: Opening of the new runway
  - 2013: First construction phase of the planned Terminal 3 completed
Investments FRA: Expansion/FRA North
Five Challenges for Existing Terminals

- **Passenger Capacity**: Number of passengers will increase dramatically before the completion of the first construction phase of the new Terminal 3 in 2013.
- **EU Security Regulation**: Separation of arriving passengers ("unclean" from non-Schengen) and departing ("clean") passengers required.
- **Strict Fire Protection Regulations**: Germany has the strictest fire protection regulations in the world, terminal buildings from 1972 require substantial modification.
- **New Aircraft Generation: A380**: A380 requires boarding on two levels via 3 passenger bridges and lounge capacity for up to 300 passengers.
- **High Demand for Retail Space**: Retail business generates high margins; compared to other European hubs, Frankfurt Airport has a shortage of retail space, especially on airside.

---

**Investments FRA: Expansion/FRA North**
Main Projects Deal With Five Challenges

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

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

- **Hall G, C/D-Pier**
  - Main drivers: Passenger capacity, 4 mil.
  - A380

- **Terminal 2**
  - Main drivers: A380
  - Retail space
### Fraport Share

#### Share Data

<table>
<thead>
<tr>
<th>ISIN:</th>
<th>DE0005773303</th>
</tr>
</thead>
<tbody>
<tr>
<td>Share symbol:</td>
<td>FRA GR (Bloomberg)</td>
</tr>
<tr>
<td></td>
<td>FRAG.DE (Reuters)</td>
</tr>
<tr>
<td>Class of share:</td>
<td>Ordinary bearer shares with a notional par value of € 10.00 each</td>
</tr>
<tr>
<td>Capital stock (acc. to IFRS):</td>
<td>€316.1 million</td>
</tr>
<tr>
<td>Calculated par value per share:</td>
<td>€10.00</td>
</tr>
<tr>
<td>Number of floating shares(^1) on Dec. 31, 2008:</td>
<td>91,812,759</td>
</tr>
<tr>
<td>Listing:</td>
<td>Frankfurt Stock Exchange – official trading (Prime Standard)</td>
</tr>
<tr>
<td>IPO:</td>
<td>June 11, 2001</td>
</tr>
<tr>
<td>Placement price:</td>
<td>€35.00</td>
</tr>
</tbody>
</table>

\(^1\) Total number of shares on the balance sheet date minus treasury shares
Fraport Share
Listings and Sustainability Listings

Share Indices
• Dow Jones STOXX 600

• FTSE World Europe

• 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.

Sustainability Share Indices

FTSE4Good

Slide 125

Fraport Share
Shareholder Structure

Unknown 17.51%
Taube Hodson 31.57%
Arnhold and S. Bleichröder 3.58%
Artisan Partners 3.02%
Artisan Partners 3.87%
Deutsche Lufthansa 9.94%
Julius Bär 10.35%
State of Hesse 20.16%
City of Frankfurt

*) The relative ownership interest of the individual shareholders was adjusted to the current total number of shares existing as of March 31, 2009, and therefore may differ from the figures given at the time of reporting an excess/shortfall of the threshold or from the respective shareholders' own disclosures.
Source: State of Hesse, City of Frankfurt, Deutsche Lufthansa, Fraport

as of March, 2009
**Slide 126**

**Fraport Share**

**Geographical Split**

- **Total Geographical Split of Share**
  - USA: 26%
  - Germany: 12%
  - Rest of Europe: 3%
  - UK: 2%
  - Unknown: 7%

- **Geographical Split of Free Float**
  - Continental Europe: 26%
  - Rest (mainly Asia/Pacific): 3%
  - USA: 16%

*Source: Fraport, March 2009

**Slide 127**

**Fraport Share**

**Share Performance: EPS, Dividend, Payout Ratio**

- **Payout Ratio**

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend in €</th>
<th>EPS (basic) in €</th>
<th>Payout Ratio in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>0.40</td>
<td>1.23</td>
<td>35.6%</td>
</tr>
<tr>
<td>2002</td>
<td>-1.34</td>
<td>0.0%</td>
<td>-100%</td>
</tr>
<tr>
<td>2003</td>
<td>0.44</td>
<td>1.28</td>
<td>34.5%</td>
</tr>
<tr>
<td>2004</td>
<td>0.75</td>
<td>1.51</td>
<td>49.4%</td>
</tr>
<tr>
<td>2005</td>
<td>3.39</td>
<td>1.78</td>
<td>50.9%</td>
</tr>
<tr>
<td>2006</td>
<td>1.15</td>
<td>2.51</td>
<td>45.9%</td>
</tr>
<tr>
<td>2007</td>
<td>1.15</td>
<td>2.28</td>
<td>50.5%</td>
</tr>
<tr>
<td>2008</td>
<td>1.15</td>
<td>1.89</td>
<td>61.0%</td>
</tr>
</tbody>
</table>

*Special effects:
- write-off Manila

*Dividend proposed to Annual General Meeting

*Source: Visual Fact Book Full Year 2008*
## Fraport Share
### Key Figures Regarding the Fraport Share

<table>
<thead>
<tr>
<th></th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-end price</td>
<td>€</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Highest price</td>
<td>€</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lowest price</td>
<td>€</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Annual performance</td>
<td>%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Earnings per share (basic)</td>
<td>€</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dividend per share</td>
<td>€</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dividend yield at Dec. 31</td>
<td>%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Payout ratio</td>
<td>%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Price-earnings ratio</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average trading volume per day</td>
<td>number</td>
<td>102,563</td>
<td>106,898</td>
<td>209,163</td>
<td>262,132</td>
</tr>
<tr>
<td>Market capitalization at Dec. 31</td>
<td>€ million</td>
<td>2,941</td>
<td>4,080</td>
<td>4,036</td>
<td>4,032</td>
</tr>
<tr>
<td>Total number of shares at Dec. 31</td>
<td>million</td>
<td>90.6</td>
<td>91.2</td>
<td>91.5</td>
<td>91.6</td>
</tr>
<tr>
<td>Number of floating shares at Dec. 31</td>
<td>million</td>
<td>90.5</td>
<td>91.1</td>
<td>91.4</td>
<td>91.5</td>
</tr>
</tbody>
</table>

*Dividend proposed at Annual General Meeting*

---

## Fraport Share
### Stock Performance Since IPO

![Chart showing stock performance since IPO](chart.png)

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

---

*Visual Fact Book Full Year 2008*
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 Infrastrada S.p.A., the Mannesmann/Vodafone group's former Italian fixed-network subsidiary
- Area director of controlling at Mannesmann Arcor
- Deutsche Bank's group development department
- 1991: Finished his doctorate degree

Fraport Management
CFO: Dr. Matthias Zieschang

Fraport AG's CFO since April 2007
Responsible for:

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

IR
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.

O & D
Origin and Destination.

PAX, or pax
Abbreviation for passenger(s).

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

Glossary III

Retail & Properties
One of the Fraport Group’s business segments. The Retail & Properties segment encompasses the letting of shops and 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**
- May 2009: Tue., June 16, 2009
- June 2009: Fri., July 10, 2009
- August 2009: Thu., September 10, 2009
- September 2009: Tue., October 13, 2009
- November 2009: Thu., December 10, 2009

**The Most current IR Information**
For all information about our investor relations activities and to get in touch with us, please go to:

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