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Main Information on Fraport and Market

Fraport at a Glance
Fraport 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"
1997–2010 Focus on international activities: Acquisition of Hanover, Frankfurt-Hahn, Delhi, Antalya, Lima, Vienna & Burgas, Xi'an, Saint Petersburg; Management contracts with Riyadh & Jeddah, Cairo, Dakar
2008–2009 Portfolio optimization: Sale of ICTS Europe and Frankfurt-Hahn
2009  Construction start of the new runway Northwest

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Fraport 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
- 133.6 million passengers at all airports of Fraport Group in 2009
  - 73.7 million passengers at majority holdings
  - 59.9 million passengers at minority holdings/
    airports with management contracts
  - The Fraport Group employs 19,247 people, thereof 17,290 at Frankfurt Airport
- Fraport generated revenue of € 2.0 bn., EBITDA of €553 million in 2009

*) As of December 31, 2009 (employees on temporary leave and trainees not included)
Fraport at a Glance
Group Traffic Figures FY 2009

<table>
<thead>
<tr>
<th>in '09</th>
<th>Fraport</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>50,933</td>
<td>-4.7</td>
<td>1,888</td>
<td>-10.6</td>
<td>463</td>
<td>-4.7</td>
</tr>
<tr>
<td>Antalya</td>
<td>61.00%</td>
<td>11,013</td>
<td>5.2</td>
<td>n. a.</td>
<td>n. a.</td>
<td>79</td>
<td>3.6</td>
</tr>
<tr>
<td>Lima</td>
<td>70.01%</td>
<td>8,787</td>
<td>6.1</td>
<td>232</td>
<td>-2.8</td>
<td>105</td>
<td>6.3</td>
</tr>
<tr>
<td>Burgas</td>
<td>60.00%</td>
<td>1,705</td>
<td>-12.0</td>
<td>3</td>
<td>85.0</td>
<td>16</td>
<td>-7.8</td>
</tr>
<tr>
<td>Varna</td>
<td>60.00%</td>
<td>1,229</td>
<td>-15.6</td>
<td>&lt; 1</td>
<td>-17.5</td>
<td>13</td>
<td>-15.2</td>
</tr>
<tr>
<td>Delhi</td>
<td>10.00%</td>
<td>25,251</td>
<td>8.6</td>
<td>473</td>
<td>8.4</td>
<td>245</td>
<td>3.0</td>
</tr>
<tr>
<td>Xi’an</td>
<td>24.50%</td>
<td>15,286</td>
<td>25.3</td>
<td>128</td>
<td>8.7</td>
<td>144</td>
<td>21.1</td>
</tr>
<tr>
<td>Hanover</td>
<td>30.00%</td>
<td>4,970</td>
<td>-11.8</td>
<td>11</td>
<td>-34.5</td>
<td>78</td>
<td>-10.4</td>
</tr>
<tr>
<td>Cairo</td>
<td>14,379</td>
<td>0.1</td>
<td>286</td>
<td>2.8</td>
<td>142</td>
<td>3.7</td>
<td></td>
</tr>
<tr>
<td>Group total</td>
<td>133,554</td>
<td>2.1</td>
<td>3,022</td>
<td>-5.6</td>
<td>1,284</td>
<td>0.8</td>
<td></td>
</tr>
</tbody>
</table>

1) Equity Share: 56%, Voting rights: 51%. Proportional consolidation; increase of equity share from 34% to 50% in January 2009
2) Share buyback until September 2009. 1.4 ml. pax included. 2009 adjusted

Source: Fraport

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Fraport at a Glance
Portfolio

- Aviation
  - Dr. Stefan Schulte (CEO)
    - Rumpen and terminal operations
    - Expansion
    - Security
    - Cost-related user fees
  - Revenue: €883.7 ml.
  - EBITDA: €155.8 ml.
  - EBIT: €40.1 ml.
  - Employees: 6,129

- Retail & Real Estate
  - NewPort Mall (CEO)
    - Retail management
    - Property management
    - Car parking
  - Revenue: €363.9 ml.
  - EBITDA: €278.9 ml.
  - EBIT: €221.7 ml.
  - Employees: 604

- Ground Handling
  - Peter Stübner (COO)
    - Ramp services
    - Passenger services
    - Baggage handling
    - Cargo services
  - Revenue: €220.8 ml.
  - EBITDA: €15.7 ml.
  - EBIT: €38.5 ml.
  - Employees: 8,382

- External Activities & Services
  - Dr. Matthias Böckstiegel (CFO)
    - Global investments and management
    - Facility management
    - Information and telecommunication
  - Revenue: €305.2 ml.
  - EBITDA: €141.5 ml.
  - EBIT: €67.1 ml.
  - Employees: 4,102

1) Figures after spin-off of affected consolidation effects
2) As of December 31, 2009 (employees on temporary leave and trainees not included)
3) Executive Director Labor Relations
Fraport at a Glance
Financial Performance¹

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (€ mil.)</th>
<th>EBITDA (€ mil.)</th>
<th>Net Profit before minorities (€ mil.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002</td>
<td>€ 1.035</td>
<td>€ 0.256</td>
<td>€ -0.185</td>
</tr>
<tr>
<td>2003</td>
<td>€ 1.343</td>
<td>€ 0.256</td>
<td>€ -0.185</td>
</tr>
<tr>
<td>2004</td>
<td>€ 1.988</td>
<td>€ 0.464</td>
<td>€ -0.185</td>
</tr>
<tr>
<td>2005</td>
<td>€ 2.089</td>
<td>€ 0.542</td>
<td>€ -0.185</td>
</tr>
<tr>
<td>2006</td>
<td>€ 2.143</td>
<td>€ 0.578</td>
<td>€ -0.185</td>
</tr>
<tr>
<td>2007</td>
<td>€ 2.329</td>
<td>€ 0.680</td>
<td>€ -0.185</td>
</tr>
<tr>
<td>2008</td>
<td>€ 2.101</td>
<td>€ 0.606</td>
<td>€ -0.185</td>
</tr>
<tr>
<td>2009</td>
<td>€ 1.972</td>
<td>€ 0.552</td>
<td>€ -0.185</td>
</tr>
</tbody>
</table>

¹ Figures including one-off, and non-recurring effects, major effects included:
2002: Write-down EBITDA effect €-0.245 mil., net profit effect €-0.376 mil.
2003: Sale of CTRL investment on April 1, revenue effect of €-0.245 mil., negative tax effect €0.07 mil.
2004: Purchase net profit effect from €-0.18 ml. + €0.02 ml. = €0.016 ml.
2005: Net profit effect from €0.376 ml. + €0.07 ml. = €0.44 ml.
2006: Net profit effect from €0.44 ml. + €0.07 ml. = €0.51 ml.
2007: Net profit effect from €0.51 ml. + €0.07 ml. = €0.58 ml.
2008: Net profit effect from €0.58 ml. + €0.07 ml. = €0.65 ml.
2009: Net profit effect from €0.65 ml. + €0.07 ml. = €0.72 ml.

Main Information on Fraport and Market

Corporate Strategy
Corporate Strategy

Strategic Goals
- Value Creation
- Performance
- Sustainability

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 growth and strengthen our competitive position
- Expanding and modernizing terminals and retail areas
- Upgrading the real estate location 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

Corporate Strategy

Agenda 2015

Use of Growth Potentials

- Strengthen Profitability
- Customer Satisfaction
- Secure Sustainability

Manage Capex
Corporate Strategy/Agenda 2015

Key Projects and Activities

**Strengthen Profitability**
- Traffic growth due to new runway for landings
- Increase of airport charges
- Increase in airport retail areas and revenue
- Further development of the external business
- Creation of competitive structures in ground services
- Program to increase efficiency and create lean corporate structures
  (Fitness@Fraport2011)

**Customer Satisfaction**
- Implementation of a strategic new service program for FRA
- Service action program: expeditious and easy traveling, attractive entertainment and shopping experiences, pleasant atmosphere

**Secure Sustainability**
- Optimizing the energy efficiency of buildings
- Expanding the use of electric vehicles
- Use of alternative energy sources at the airport (geothermal energy, photovoltaics)
- Group-wide rollout of our well-tested values management and whistle-blower systems (e.g., Bulgaria)

---

**Corporate Strategy/Agenda 2015**

**Use of Growth Potentials**

**External Activities**
- Public Private Partnership signed with Saint Petersburg
- Shareholding in Antalya increased
- Loss-making Hahn sold

**Retail**
- New marketplace in Terminal 2:
  - Expansion of existing retail space in Terminal 2 by more than 1,000 sqm
- Pier A-Plus in Terminal 1 (12,000 sqm, opening 2012)

**Expansion/FRA North**
- Construction of Runway Northwest started
- Capex financing 100% secured – despite credit crunch
Main Information on Fraport and Market

Future Air Traffic Development

Future Air Traffic Development
Air Traffic Grows Stronger Than World Economy

Until 2028, world air traffic will more than double.

Expected air traffic growth

Expected growth of world economy and selected industries

Sources: (1) IATA, Economic Briefing: The Impact of recession on air traffic volumes, December 2008; Data Base: RPKs; (2) Boeing, Boeing Current Market Outlook, 2008-2028; Data Base: RPMs; (3) Airbus, Airbus Global Market Forecast, 2008-2028; Data Base: RPM; (4) National Sources; J.D. Power, Fraport CASIR 2009-2024; (5) Deutsche Bank, Dr. Uwe Parritz, 08/2008, Data Base: Global Crude Steel Output – Forecast 2008-2020.
Future Air Traffic Development
Focus on Intercontinental Routes in Europe

Air traffic growth 2008-2027*

Source: ACI Global Traffic Forecast 2008-2027
* CAGR of passengers

Main Information on Fraport and Market

Key Players in Airport Business
Key Players in Airport Business

5 Key Players in Airport Business Worldwide

Passenger volume of airport groups (proportionate calculation)
Number of passengers in 2009 (2008), status of shareholdings as of January 2010

Key Players in Airport Business

Slot Capacity of European Hub Airports

<table>
<thead>
<tr>
<th>Airport</th>
<th>Existing runways</th>
<th>Slot capacity</th>
<th>Planned runways</th>
<th>Target Capacity</th>
</tr>
</thead>
<tbody>
<tr>
<td>London-Heathrow</td>
<td>2, independently usable</td>
<td>90 movh</td>
<td>1, possibly by 2020</td>
<td>120 movh</td>
</tr>
<tr>
<td>Paris-Charles de Gaulle</td>
<td>4, independently usable</td>
<td>114 movh</td>
<td>0</td>
<td>120 movh</td>
</tr>
<tr>
<td>Frankfurt</td>
<td>3, not independently usable</td>
<td>83 movh</td>
<td>1, by 2011</td>
<td>126 movh</td>
</tr>
<tr>
<td>Madrid</td>
<td>4, independently usable</td>
<td>90 movh</td>
<td>0</td>
<td>120 movh</td>
</tr>
<tr>
<td>Amsterdam</td>
<td>6, not independently usable</td>
<td>110 movh</td>
<td>1</td>
<td>125 movh</td>
</tr>
<tr>
<td>Munich</td>
<td>2, independently usable</td>
<td>90 movh</td>
<td>1, possibly by 2013</td>
<td>120 movh</td>
</tr>
<tr>
<td>Vienna</td>
<td>2, not independently usable</td>
<td>72 movh</td>
<td>1</td>
<td>95 movh</td>
</tr>
<tr>
<td>Zurich</td>
<td>3, not independently usable</td>
<td>66 movh</td>
<td>0*</td>
<td>n.a.</td>
</tr>
</tbody>
</table>

*) Optimization of existing runways
Key Players in Airport Business
Traffic focusing on Mega Hubs in Europe

Only three Airbus A380 bases in Europe

<table>
<thead>
<tr>
<th>Airline</th>
<th>A380 Orders (Options)</th>
<th>Airport</th>
<th>Airport PAX (m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>British Airways</td>
<td>12 (+7)</td>
<td>LHR</td>
<td>66.0</td>
</tr>
<tr>
<td>Virgin Atlantic</td>
<td>6 (+6)</td>
<td>LHR</td>
<td>66.0</td>
</tr>
<tr>
<td>Air France</td>
<td>121 (+2)</td>
<td>CDG</td>
<td>57.9</td>
</tr>
<tr>
<td>Lufthansa</td>
<td>153 (+5)</td>
<td>FRA</td>
<td>50.9</td>
</tr>
</tbody>
</table>

1) Two aircraft already in service
2) Four to enter into service in 2010
3) Reference parameter: Intercontinental seats as Europe

Intercontinental traffic in Europe

Three strong alliances dominate 57% of market

Source: OAG MAX December 2009

Key Players in Airport Business
Major New and Recent Airport Projects

Source: Mondiinger Airport Information. May 2009, original version in $, foreign currency translation could lead to different data, $ exchange rate 1.35 as of March 2010. * Fraport data, 2007-2010
Main Information on Fraport and Market

Frankfurt Airport – Features of FRA

Frankfurt Airport – Features of FRA
Market Attractiveness of FRA

- Biggest Passenger Airport in Germany
- 50.9 mil. PAX in 2008
- 119 airlines fly to 300 destinations in 110 countries*
- Star Alliance accounts for 74% of passengers at FRA

- One of the leading cargo hub airports in Europe
- 1.9 mil. metric tons of freight and mail in 2009
- 30 cargo airlines flying to 78 destinations in 40 countries*
- Leading cargo hub – enhances airline yields via belly freight

- Europe’s largest catchment area
- 38 million people or about 50% of the German population live within a 200km radius from FRA
- 174 ICE long-distance trains per day
- ~5 mil. transfer PAX per year using the long-distance trains to and from FRA
- 223 regional trains per day

- Frankfurt Airport – top of the hubs
- Shortest minimum connecting among major hubs in Europe
- Highest connectivity in Europe with more than 250 destinations
- Competitive fee level compared to other European hubs
- Superior Ground Handling quality
- Capacity increase by more than 50% by 2011 with inauguration of new runway
Frankfurt Airport – Features of FRA
Pax Development Since 1980: CAGR +3.7%

- Monthly development
- Gliding 12-months average
- Linear trend
- CAGR 1980-2005: 3.7%
- CAGR 2006-2008: 4.0%
- Gulf war
- 2nd oil crisis
- September-11
- War on Iraq / SARS
- Chernobyl

Source: Fraport

Frankfurt Airport – Features of FRA
Pax Development by Regions (CAGR)

<table>
<thead>
<tr>
<th>Region</th>
<th>CAGR (2000-2009)</th>
<th>Source: Fraport</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>-0.5% (-0.5%)</td>
<td></td>
</tr>
<tr>
<td>Far East</td>
<td>+1.7% (3.6%)</td>
<td></td>
</tr>
<tr>
<td>Middle East</td>
<td>+7.3% (8.9%)</td>
<td></td>
</tr>
<tr>
<td>North America</td>
<td>+0.9% (1.8%)</td>
<td></td>
</tr>
<tr>
<td>China</td>
<td>+4.6% (7.0%)</td>
<td></td>
</tr>
<tr>
<td>Latin America</td>
<td>-0.5% (-2.2%)</td>
<td></td>
</tr>
<tr>
<td>India</td>
<td>+8.0% (10.6%)</td>
<td></td>
</tr>
</tbody>
</table>
Frankfurt Airport – Features of FRA
Freight Development by Regions (CAGR)

Tons (000)

Europe: -0.2% (-0.5%)*  
Far East: +4.1% (7.8%)*  
Middle East: +4.6% (5.3%)*  
Asia: +9.2% (12.7%)*  
India: +4.0% (7.4%)*  
Latin America: +1.8% (3.0%)*

* CAGR 2006-2008 (CAGR 2000-2005), Source: Fraport

Frankfurt Airport – Features of FRA
Traffic Split and Growth 2009

North America:  
W-Europe: 40% -5%  
Domestic: 12% -6%  
E-Europe: 7% -6%  
Continental: 59% -6%  
Far East:  
Middle East:  
Africa:  
Latin America:  
Intercontinental:  
Traffic Share in Frankfurt (Passengers) 12M 09  
Change 12M 09 vs. 12M 08

Source: Fraport
Frankfurt Airport – Features of FRA
Growth due to efficient Use of existing Infrastructure

Source: Fraport

---

Frankfurt Airport – Features of FRA
Passengers per Passenger Flights*

*Passenger flights: considering only passenger flights – cargo flights and non-commercial flights not included
Source: Fraport, company information
Frankfurt Airport – Features of FRA
Intercontinental Traffic is Concentrated in Frankfurt

- Frankfurt is No. 1 airport in Europe in terms of catchment area and intermodality
- Frankfurt is No. 1 airport in Germany, No. 3 in Europe and No. 9 worldwide
- 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: 23.8% (25.5%)*
  - Munich: 6.0% (6.1%)*
  - Düsseldorf: 4.8% (3.9%)*
  - Hamburg: 1.7% (2.9%)*

Frankfurt Airport is No. 1 Star Alliance hub in Europe

Rankings related to PAX, wide body share related to PAX and Cargo
* ) 2008 figures

---

Frankfurt Airport – Features of FRA
Biggest Catchment Area of All European Hubs

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

* Source: IVW Deutschland AG, Consulting & Research, 2005

---
Frankfurt Airport – Features of FRA

Originating Passenger Split

- 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
- 26% of the passengers traveling to the airport from a distance of more than 100 km (growth of 6 percentage points since 1998)

Frankfurt Airport – Features of FRA

FRA has the highest Transfer Rate in Europe

- With 52%, Frankfurt is the airport with the highest rate of transferring passengers in Europe
- About ¾ of all transferring PAX come from or go to an intercontinental destination, 65% are intercont.-cont. PAX and 9% intercont.-intercont.
- Intercont traffic has direct impact on fees (higher MTOW) and retail revenue (better spending behaviour)
- This effect is likely to increase with start of operations of the A380
Frankfurt Airport – Features of FRA
FRA offers the most Destinations in Europe

Highest Monthly Number of Destinations in 2009
Average Number of Destinations of all Months in 2009
Lowest Monthly Number of Destinations in 2009

Source: Sabre ADP
**Frankfurt Airport – Features of FRA With High Market Share on Profitable Routes Compared to European Hubs**

<table>
<thead>
<tr>
<th>North America</th>
<th>Latin America</th>
<th>Europe</th>
<th>Africa</th>
<th>Asia</th>
</tr>
</thead>
<tbody>
<tr>
<td>LHR 14.8</td>
<td>CDG 3.0</td>
<td></td>
<td></td>
<td>LHR 15.3</td>
</tr>
<tr>
<td>FRA -2.6</td>
<td>AMS -5.5</td>
<td></td>
<td></td>
<td>FRA -2.7</td>
</tr>
<tr>
<td>CDG -5.3</td>
<td>FRA 1.6</td>
<td></td>
<td></td>
<td>CDG 1.4</td>
</tr>
<tr>
<td>AMS -3.5</td>
<td>LHR 0.7</td>
<td></td>
<td></td>
<td>AMS -3.6</td>
</tr>
<tr>
<td>MUC 2.0</td>
<td>MUC 0.2</td>
<td></td>
<td></td>
<td>MUC 2.4</td>
</tr>
<tr>
<td>ZRH 1.6</td>
<td>ZRH 0.2</td>
<td></td>
<td></td>
<td>ZRH 2.2</td>
</tr>
</tbody>
</table>

**Sources:** Rapid Data Exchange

---

**Frankfurt Airport – Features of FRA Selected Schedule Changes in 2009**

**New Airlines**

- PIA
- Nychtelis
- VLM
- airBaltic
- China Southern

**New Destinations**

- Anwerp
- Poznan
- Istanbul Sabiha Göken
- Lahore
- Muscat
- Kabul
- Abuja
- Port Harcourt
- Libreville
- Nassau

**Airlines not Operating any more at FRA**

- Fitrean Airlines
- Carpatair

**Source:** Fraport
### Frankfurt Airport – Features of FRA

#### Top 30 Pax Airports in the World

<table>
<thead>
<tr>
<th>Passengers 2009*</th>
<th>Change</th>
<th>Passengers 2009*</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Atlanta</td>
<td>68.0</td>
<td>–2.3</td>
<td>16. Bangkok</td>
</tr>
<tr>
<td>2. London-Heathrow</td>
<td>66.0</td>
<td>–1.5</td>
<td>17. Las Vegas</td>
</tr>
<tr>
<td>3. Beijing</td>
<td>65.3</td>
<td>16.8</td>
<td>18. Houston</td>
</tr>
<tr>
<td>4. Chicago</td>
<td>64.4</td>
<td>–8.8</td>
<td>19. Phoenix</td>
</tr>
<tr>
<td>5. Tokyo-Haneda</td>
<td>61.9</td>
<td>–7.2</td>
<td>20. San Francisco</td>
</tr>
<tr>
<td>7. Los Angeles</td>
<td>56.5</td>
<td>–5.5</td>
<td>22. Guangzhou</td>
</tr>
<tr>
<td>8. Dallas-Ft Worth</td>
<td>56.0</td>
<td>–1.9</td>
<td>23. Jakarta</td>
</tr>
<tr>
<td>9. Frankfurt</td>
<td>50.9</td>
<td>–4.7</td>
<td>24. Charlotte</td>
</tr>
<tr>
<td>10. Denver</td>
<td>50.2</td>
<td>–2.1</td>
<td>25. Miami</td>
</tr>
<tr>
<td>11. Madrid</td>
<td>48.2</td>
<td>–5.1</td>
<td>26. Orlando</td>
</tr>
<tr>
<td>12. New York JFK</td>
<td>45.9</td>
<td>–3.9</td>
<td>27. Rom</td>
</tr>
<tr>
<td>13. Hong Kong</td>
<td>45.6</td>
<td>–4.8</td>
<td>28. Sydney</td>
</tr>
<tr>
<td>14. Amsterdam</td>
<td>43.6</td>
<td>–8.1</td>
<td>29. Newark</td>
</tr>
<tr>
<td>15. Dubai</td>
<td>40.9</td>
<td>9.2</td>
<td>30. München</td>
</tr>
</tbody>
</table>

*Preliminary ACI figures for 2009; local passengers enplaned and deplaned, passengers in transit counted once.

### Frankfurt Airport – Features of FRA

#### Top 30 Cargo Airports in the World

<table>
<thead>
<tr>
<th>Cargo 2009*</th>
<th>metric t</th>
<th>Change</th>
<th>Cargo 2009*</th>
<th>metric t</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>000</td>
<td>%</td>
<td></td>
<td>000</td>
<td>%</td>
</tr>
<tr>
<td>1. Memphis</td>
<td>3,697</td>
<td>0.4</td>
<td>16. London-Heathrow</td>
<td>1,350</td>
<td>–9.2</td>
</tr>
<tr>
<td>2. Hong Kong</td>
<td>3,385</td>
<td>–7.5</td>
<td>17. Amsterdam</td>
<td>1,315</td>
<td>–17.9</td>
</tr>
<tr>
<td>3. Shanghai</td>
<td>2,539</td>
<td>–2.3</td>
<td>18. Chicago</td>
<td>1,150</td>
<td>–14.1</td>
</tr>
<tr>
<td>5. Anchorage</td>
<td>1,900</td>
<td>–14.9</td>
<td>20. Bangkok</td>
<td>1,046</td>
<td>–10.9</td>
</tr>
<tr>
<td>7. Dubai</td>
<td>1,928</td>
<td>5.6</td>
<td>22. Indianapolis</td>
<td>901</td>
<td>–9.0</td>
</tr>
<tr>
<td>12. Miami</td>
<td>1,557</td>
<td>–13.8</td>
<td>27. Shenzhen</td>
<td>606</td>
<td>1.3</td>
</tr>
<tr>
<td>15. Taipei</td>
<td>1,358</td>
<td>–9.0</td>
<td>30. Mumbai</td>
<td>568</td>
<td>1.6</td>
</tr>
</tbody>
</table>

*Preliminary ACI figures for 2009, loaded and unloaded freight and mail*
Main Information on Fraport and Market

Expansion at FRA

Expansion at FRA
FRA Traffic Split Forecast for 2020

North America 13.8%
W-Europe 29.6%
Domestic 9.6%
E-Europe 18.2%

Far East 15.2%
Middle East 4.5%

Latin America 4.3%
Africa 4.7%

Intercontinental 42.5%

Traffic Share in Frankfurt (Passengers)
Source: Interscan, Air traffic forecast 2020 for Frankfurt, 12/05/2006
Expansion at FRA
Constrained Movement Capacities

Based on Frankfurt Airport's 2010 Summer Timetable

Declared capacity
Av. slot coordinated

Source: Fraport

Expansion at FRA
Slot Demand Exceeds Capacity

Based on Frankfurt Airport's 2010 Summer Timetable

Declared capacity
Av. slot demand

Source: Fraport
Expansion at FRA
Process for NW-Runway and Terminal 3

- **Planning**
  - 1997: Start of discussions
  - 1998-2000: Mediation
  - June 2000: Basic political decision for airport expansion
  - September 2000: Fraport Board approval

- **Approval**
  - June 2002: Regional planning procedure finalized
  - 2003: Submission of zoning application
  - Dec 18th, 2007: Zoning decision

- **Approval/Construction**
  - Jan 2008: Judgment by the court on start of construction work
  - Spring 2009: Start of runway construction/ clearing of forest
  - Aug 2009: Decision by the court in the main proceedings

- **Operation**
  - 2011: Opening of the new runway

Terminal 3: Construction and opening of individual phases according to arising demand:
- From 2016 onwards first phase
- From 2018 onwards second phase

---

**Expansion at FRA**
**Capex Range 2007-2015: ~ € 7bn**

- **Infrastructure**
- **New Runway**
- **Existing Terminals**
- **Existing Runway System**
- **Agron**
- **People Transport System**

---

1) E.g. including new C-Pier, A-Pier, CD-Pier, Hall C, Sept. protection, etc.
2) E.g. technical equipment, IT
Expansion at FRA
Passenger Scenario at FRA

- Crisis effect
- Small growth
- -3% CAGR
- 1-3% CAGR
- Significant growth
- Growth above global GDP


Expansion at FRA
Five Challenges for Existing Terminals

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

Number of passengers will increase significantly before the completion of the first construction phase of the new Terminal 3*

Separation of arriving passengers ("unofficial" from non-Schengen) and departing ("clean") passengers required

Germany has the strictest fire protection regulations in the world; terminal buildings from 1972 require substantial modification

A380 requires boarding on two levels via 3 passenger bridges and lounge capacity for up to 600 passengers

Retail business generates high margins compared to other European hubs. Frankfurt Airport has a shortage of retail space, especially on airside

* Construction and opening of individual phases according to arising demand: from 2016 first phase, from 2018 second phase
Expansion at FRA
Main Projects Deal With Five Challenges

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

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

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

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

- Terminal 2
  - Main drivers:
  - A 380
  - Retail space

Group Financials & Segments
**Group Financials**

**Key Figures***

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>2,143.9</td>
<td>27.0%</td>
</tr>
<tr>
<td>2007</td>
<td>2,329.0</td>
<td>24.9%</td>
</tr>
<tr>
<td>2008</td>
<td>2,101.6</td>
<td>28.6%</td>
</tr>
<tr>
<td>2009</td>
<td>1,972.6</td>
<td>28.0%</td>
</tr>
</tbody>
</table>

*) Figures including specialisation effects/consolidation effects

---

**Group Financials**

**Segment Split of Revenue and EBITDA FY 2009**

- Aviation: 31.5%
- Retail & Real Estate: 21.0%
- External Activities & Services: 20.6%
- Ground Handling: 2.8%
- Total: 100%

**EBITDA**

Group EBITDA € 552.9 mil.

**Revenue**

Group Revenue € 1.97 bn.
**Slide 55** Visual Fact Book Full Year 2009

**Group Financials**

Maturity Profile & Cash Position as of Dec. 31, 2009

- Fraport debt conditions on average
  - ~ 4% interest rate
  - ~ 8.7 years maturity

![Graph showing maturity profile and cash position](image)

**Slide 56** Visual Fact Book Full Year 2009

**Group Financials**

Fraport Value Management

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>Fraport Group</th>
<th>Aviation</th>
<th>Retail &amp; Real Estate</th>
<th>Ground Handling</th>
<th>External Activities &amp; Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITA</td>
<td>2004.4</td>
<td>359.2</td>
<td>49.1</td>
<td>92.5</td>
<td>221.7</td>
</tr>
<tr>
<td>Fraport assets</td>
<td>3,703.6</td>
<td>3,419.1</td>
<td>1,218.1</td>
<td>1,151.1</td>
<td>1,258.3</td>
</tr>
<tr>
<td>Costs of capital before tax</td>
<td>352.0</td>
<td>341.9</td>
<td>115.7</td>
<td>115.1</td>
<td>123.5</td>
</tr>
<tr>
<td>Fraport value Added before tax</td>
<td>-61.6</td>
<td>17.2</td>
<td>-75.6</td>
<td>-20.6</td>
<td>192.2</td>
</tr>
<tr>
<td>ROFRA</td>
<td>7.3%</td>
<td>10.5%</td>
<td>3.3%</td>
<td>8.0%</td>
<td>17.6%</td>
</tr>
</tbody>
</table>

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

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

Aviation

Aviation Segment Structure

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

Airport Security Management
Claudia Uhe, Executive VP

Aviation Operations
Air traffic operations
Terminal operations
Corporate Safety and Security

Infrastructure Development
Airport master planning
Airportside infrastructure
Passenger infrastructure

Realization Management
Project management and approval procedure for airport expansion

Civil engineering technical equipment

Environmental Issues

Airport Security Management
Aviation security
Airport security operations

*) New segment structure from 2009 onwards: The Retail & Properties segment has been adjusted and renamed as “Retail & Real Estate”. The internet service unit T_loader and Information and Telecommunication have been assigned to the new segment “Digital Activities & Services”. The profit center in which the e-commerce unit was placed has been transferred to the Aviation segment.
### Aviation Key Figures

**€ mil.**

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA margin</th>
<th>Revenue</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>22.6%</td>
<td>702.8</td>
<td></td>
</tr>
<tr>
<td>2007</td>
<td>20.9%</td>
<td>698.7</td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td>22.7%</td>
<td>711.8</td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>16.9%</td>
<td>683.7</td>
<td></td>
</tr>
</tbody>
</table>

*Due to change in IAS accounting and new segment structure from 2008 onwards, figures for 2008 adjusted.*

*Figures for 2007 ± 2006 refer to old segment and accounting structure.*

### Aviation Segment Revenue Split 2009

**€ mil.**

- **Segment Revenue:** 683.7

- **Passenger charges** related to the number of departing and destination and transfer/transit passengers: 341.2
- **Landing and take-off charges** related to MTOW, number of departing passengers, freight/mail tonnage (arrival and departure), noise and emission: 114.0
- **Aircraft parking charges** related to time and position: 54.8
- **Security charges** related to the number of departing passengers, freight/mail tonnage (arrival and departure): 37.1
- **Revenue from security services (Federal Ministry of the Interior)**: 117.2

*E.g., critical costs, additional security measures and passenger segregation, insurance, etc.*
Aviation
Components of Regulated Airport Charges

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

Landing and take-off charges

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

Passenger charges

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

Security charges

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

Aircraft parking charges

- Approx. €1,650*
- Approx. €4,190*
- Approx. €350*
- Approx. €400*

*Example: airport charges 2009 for one take-off of 8447-4000, calculation based on average MTOW and a weight factor of 75%, transfer rate of 50%, 51 freight, parking time 6 hours, total airport charges: approx. 65,000

---

Aviation
Single and Dual Tariff/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
  - Optionally long term agreement with airlines
  - Proposal to regulator
  - Approval by regulator
  - Public announcement by regulator

Source: AOC, Fraport Company Data
Aviation
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
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
Group Financials & Segments

Retail & Real Estate

Retail & Real Estate
Segment Structure*

![Segment Structure Diagram]

*New segment structure from 2009 onwards: The Retail & Properties segment has been adjusted and renamed as "Retail & Real Estate". The internal service units Facility Management and Information and Telecommunication have been assigned to the new segment "External Activities & Services". The profit center in which the cost-related user fees are posted has been transferred to the Aviation segment.
Retail & Real Estate Key Figures
€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>314.6</td>
<td>71.6</td>
<td></td>
</tr>
<tr>
<td>2007</td>
<td>333.0</td>
<td>87.8</td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td>289.2</td>
<td>71.7</td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>279.9</td>
<td>67.1</td>
<td></td>
</tr>
</tbody>
</table>

* Due to change in IAS accounting and new segment structure from 2009 onwards, figures for 2008 adjusted. Figures for 2007 + 2006 refer to old segment and accounting structure.

Retail & Real Estate Segment Revenue Split 2009
€ mil.

- **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**
  - Rents in terminals for shops, restaurants etc. based on their revenue
  - Rents for advertising space

- **Car Parking**
  - Parking charges

Segment Revenue: 362.9
Map of Frankfurt Airport/Property of Fraport AG incl. Terminal 3 (planned) and Northwest Runway

Property of Fraport AG
as of December 31, 2009
Retail & Real Estate
Retail Revenue Split 2009

€ mil.

- Advertising 24.7
- Services 37.8
- Shopping 82.0

Retail Revenue: 145.5*

Retail segments
- Duty Free & Travel Value: 24
- Specialty shops: 105
- Food & beverages: 65
- Other Services, e.g. car rental: 52
- Advertising

* Revenue according to still comparable segment structure, difference due to IT services

---

Retail & Real Estate
High Purchasing Power at FRA

Purchasing power in catchment area of FRA above average

Different kind of customers:

- Employees
  - Approx. 70,000 employees working at FRA
  - In 2020 approx. 100,000 employees
- Passengers with high purchasing power
  - 50.9 mil. PAX in 2009, 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

Source: MB-Research, 2006

Map of Purchasing Power Distribution in € per capita in 2009:
- Various color-coded areas indicating purchasing power ranges
- FRA marked with a circle and crosshair

---

Visual Fact Book Full Year 2009
Retail & Real Estate
Increasing Retail Revenue per Pax at FRA

Retail Revenue per Passenger
€ mil.
-€ 2.04
per PAX
+ € 2.86
per PAX
2008
2009

151.6
145.5**

160
140
120
100
80
60
40
20
0

** Revenue assuming to old/comparable segment structure, difference due to IT services

Retail Revenue per Passenger
Longterm Development

+5.28% CAGR

2.86
2.64
2.56
2.22
2.22
2.37
2.63
1.80

2000 2001 2002 2003 2004 2005 2006 2007 2008 2009

Retail & Real Estate
High Spending Power of International Passengers 2009*

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

*Spending power compared to total average Duty Free spendings of passengers (based on destination country)
Retail & Real Estate
Growing Retail Space at FRA

Sqm (exp.)

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Retail space*</th>
<th>Duty Free &amp; Travel Value &amp; Specialty Shops</th>
<th>Shopping space Frankfurt, Terminal 1 &amp; 2</th>
<th>Food &amp; Beverage space Frankfurt, Terminal 1 &amp; 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>11,000</td>
<td></td>
<td>12,000</td>
<td>20,000</td>
</tr>
<tr>
<td>2012</td>
<td>30,000</td>
<td></td>
<td>42,000</td>
<td>31,000</td>
</tr>
<tr>
<td>2018</td>
<td>55,000</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*) Retail space includes shopping space, such as food & beverages and other services.

Retail & Real Estate
Retail Projects at Frankfurt Airport

Landside
- Terminal 1
  - Airport City Mall, level G, area A and B, opening in parts until 2010
  - Arrival Levels A and C, level 1, redesign of arrival areas and opening of new concepts in 2010
  - Expansion Hall C, level 2, opening in 2010

Latest openings
- Shopping Plaza, Terminal 2, level 3, open since 2008

Airside
- Terminal 1
  - Piers A-Plus, level 2 and 3, opening of the new pier and additional retail space in 2012
  - Redesign Concourse B, level 2 and 3, opening in 2011

Latest openings
- Airside market places, Terminal 2, level 2 and 3, open since 2008
Retail & Real Estate
New Terminal Layout: A-Plus Pier

- For up to 6 million additional passengers
- 12,000 sqm new retail space, thereof approx. 10,000 sqm shopping space and 2,000 sqm F & B
- New market places with extensive retail offerings
- Focus on the Lufthansa A380
- 7 new widebody gates, 4 A380

Group Financials & Segments

Retail & Real Estate
Retail & Real Estate

Real Estate: High Demand at Frankfurt Airport

- Strong focus of real estate investments in Europe on prime locations
- Recovery at Frankfurt’s real estate market expected in 2011
- Prime rents at Frankfurt dropped only slightly
- Demand for prime office space at Frankfurt • despite crisis
- Frankfurt’s attractiveness as a business location is essentially due to its above-average transportation infrastructure
- High demand for space located close to the passenger terminals

Heterogeneous property market benefits Frankfurt Airport

1) Source: Fraport, Die Welt, February 4, 2010
2) Source: Jones Lang LaSalle
3) Press Release H&K Frankfurt, January 26, 2009
4) Innenbahn Zeitschrift, January 28, 2010

Retail & Real Estate

Revenue Split 2009

€ mil.

- Land/Infrastructure
  - Energy supply (supply+infrastructure)
- Leaseholds
  - Fraport-owned land leased to Lufthansa (most part of DLH base)
  - Heritable leases in CargoCity South to logistics companies
- Rents for Service & Admin. Buildings
  - Office buildings, maintenance and apron buildings
- Rents in Terminals
  - Offices, lounges, storage mainly rented to airlines

* Real Estate revenue 2008 adjusted due to new segment structure:
  2008 reported: 162.4 mil. €
  2008 adjusted: 156.4 mil. €
Retail & Real Estate
Areas included in Frankfurt Airport City

Retail & Real Estate
Split of Space on Fraport Property 2009

- Aviation infrastructure
- Not available for usage
- Area already developed, e.g. Terminal Area
- Leaseholds, e.g. CCN/CSS
- Area to develop, e.g. Mönchhof Site
### Retail & Real Estate
#### Rentable Areas 2009¹

<table>
<thead>
<tr>
<th>Property</th>
<th>Sqm²</th>
<th>Office space²</th>
<th>Storage</th>
<th>Others</th>
<th>Average rents/sqm/month³</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rents in Terminals</td>
<td>238,500</td>
<td>132,600</td>
<td>58,000</td>
<td>78,000</td>
<td>€30</td>
</tr>
<tr>
<td>Rents in Service &amp; Admin. Buildings</td>
<td>548,500</td>
<td>154,000</td>
<td>209,000</td>
<td>185,500</td>
<td>€16</td>
</tr>
<tr>
<td>DLH Base⁴</td>
<td>473,000</td>
<td>75,000</td>
<td>165,000</td>
<td>233,000⁵</td>
<td></td>
</tr>
</tbody>
</table>

¹ Includes both space that is rented to external tenants and generates external rent revenue as well as space that is rented internally
² Gross floor space
³ Office space incl. lounges
⁴ Incl. 3,400 parking lots with approx. 180,000 sqm
⁵ Plus service charges and auxiliary charges
⁶ Estimated figures for DLH base

---

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

<table>
<thead>
<tr>
<th>Further development of the integrated business model</th>
<th>Growth at Frankfurt Airport</th>
<th>External growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>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 customers</td>
<td>Expand and modernize retail space</td>
<td>Acquire and operate airports and terminals</td>
</tr>
<tr>
<td>Optimize productivity and efficiency</td>
<td>Accelerate property development/expansion of the Airport City</td>
<td>Win airport management and service contracts</td>
</tr>
</tbody>
</table>

- Asset management
- Site development
- Portfolio management
Retail & Real Estate
Central Area

Size and Features 2009
- ~48% of gross floor space at Terminals
- ~52% of gross floor space Service & administration buildings

Utilization split:
- ~36% offices/lounges
- ~20% storage
- ~10% operations
- ~30% other utilization

Ownership
- 100% Fraport

Clients
- DLH
- Other airlines
- Fraport
- Government agencies

500,000 sqm of total gross floor space
Mixed utilization
- Offices /Lounges
- Storage
- Operations

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

Size and Features 2009
- 1,450,000 sqm
- A further 270,000 sqm gross land for building of space will be developed in the CCS
- 11,500 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
  - WFS
  - DB Schenker
  - Lufthansa Cargo

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

Logistics utilization
- Tailor-made facilities for major logistics companies
- Express services, forwarders
Retail & Real Estate
Home Base of Deutsche Lufthansa (DLH)

Size and Features 2009
• 800,000 sqm in the North
• 250,000 sqm in the South

Ownership in the North – 800,000 sqm
• Fraport owns the entire ground within the airport
  parameter fence including the buildings, which are
  rented to DLH. This includes service and administration
  buildings, hangars, repair shops, storage space and
  aircraft parking space
• DLH owns ground outside the parameter fence
  • 113,000 sqm north of the airporting road:
    Lufthansa’s training center and corporate
    headquarters
  • 55,000 sqm at Gateway Gardens: Lufthansa Sky
    Chefs operations

Ownership at Lufthansa Maintenance facilities in the
South – 250,000 sqm land area
The ground is owned by Fraport and rented to
Lufthansa; Lufthansa owns the buildings
• A 560 maintenance base
• Lufthansa Technic Maintenance International base

Clients
• DLH

1,050,000 sqm of land area
• Partly rented
• Partly under ground lease developed

Mixed utilization
• Offices
• Operational area

Retail & Real Estate
Mönchhof Site

Size and Features 2009
• 1,100,000 sqm of gross building land to sell and
devlop
• In 2008 development plans for 840,000 sqm were
approved; 11 sales contracts (~130,000 sqm), first
building projects underway
• In 2010 development plans for an additional
260,000 sqm are in the pipeline

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

Clients/Sales Contracts of ~135,000 sqm:
• Logistics with leaser “Dress for less”
• Zoth
• Weichinger
• DoKaSch (maintenance for airfreight containers),
• Omtour / Omtour II (forwarder)
• Wägeh AG for training facility
• DHL / Harter Partner
• Multi Park / Multi Park II (Logistic and technology)
• Via Mat
Retail & Real Estate
Airrail Center Frankfurt

Size and Features 2009*
- 200,000 sqm of gross floor space
- Nine-story complex
- 960 meters long and 65 meters wide
- Start of construction 2007
- Completion in 2010

Ownership
- AIRRAIL CENTER FRANKFURT Verwaltungsgesellschaft mbH und Co. Vermietungs KG Joint project of IVG AG and Fraport AG

Clients
- Contract with Hilton International for 34,500 sqm of space (582 rooms)
- High-class hotel (248 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 retail & gastronomy clients
- After construction in 2010

Mixed utilization
- Offices
- Retail & restaurant area
- Hotels
- Parking

Retail & Real Estate
Gateway Gardens

Size and Features 2009
- 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 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
- Radisson 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

Mixed utilization
- Offices
- Hotels & Gastronomy
- Congress center, Trade center
- Research and Science

350,000 sqm of gross building land; resp. 700,000 sqm gross floor space
Group Financials & Segments

Ground Handling

Ground Handling Structure

- Ground Handling
  - Michael Müller, Executive VP

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 (~72 km)
- Baggage security
- Passenger bridges
- Baggage Reconciliation System (BRS)
- 400 Hz ground power supply
- Towel/Water facilities

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

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

€ mil.

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>EBITDA margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>624.1</td>
<td>10.1%</td>
</tr>
<tr>
<td>2007</td>
<td>620.5</td>
<td>6.0%</td>
</tr>
<tr>
<td>2008</td>
<td>642.7</td>
<td>8.1%</td>
</tr>
<tr>
<td>2009</td>
<td>620.8</td>
<td>2.5%</td>
</tr>
</tbody>
</table>

1) Figures including special and consolidation effects
2) Due to change in IAS accounting and new segment structure from 2008 onwards.
4) Implementation Ground Handling of 620.6 mil. included.

---

**Ground Handling Segment Revenue Split 2009**

€ mil.

- **Central Infrastructure**: 217.4
- **Ground Handling**: 390.6
- **Segment Revenue**: 620.8
- **Others**: 12.8

**Ground Handling charges**

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

**Charges for Central Infrastructure**

Charge imposed to the airlines for the provision of central ground handling infrastructure facilities such as:
- Baggage conveyor system
- Passenger bridges
- Fresh water / toilet facilities
- 400 Hz ground power facilities
**Ground Handling**

**Heterogeneous Markets**

**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"


---

**Ground Handling – Fraport: One of the Leading Ground Handlers Worldwide**

<table>
<thead>
<tr>
<th>Revenue of top-selling ground handlers in 2008 in mil. €</th>
<th>At number of stations</th>
<th>In number of countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Swissport</td>
<td>1,202</td>
<td>179</td>
</tr>
<tr>
<td>Servisair</td>
<td>699</td>
<td>41</td>
</tr>
<tr>
<td>Fraport</td>
<td>643 (2009: 621)</td>
<td>148</td>
</tr>
<tr>
<td>WFS*</td>
<td>620</td>
<td>2</td>
</tr>
<tr>
<td>Menzies Aviation Group</td>
<td>538</td>
<td>120</td>
</tr>
<tr>
<td>Aviapartner</td>
<td>378</td>
<td>107</td>
</tr>
<tr>
<td>SATS</td>
<td>251</td>
<td>39</td>
</tr>
<tr>
<td>Aviance UK</td>
<td>195</td>
<td>27</td>
</tr>
</tbody>
</table>

*2007
Source: company data, Fraport, 2009
Ground Handling
Business Activities: Who Does What?

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

* 50% subsidiary of Fraport

Ground Handling
On-time Management of Complex Processes

- Check-in
- Weight & balance
- Flight operations
- Arrival service, lost & found, ticketing
- Baggage transport
- Baggage transport
- Baggage transport
- Baggage conveyor system
- Baggage conveyor system
- 400 Hz facilities, toilet/water facilities
- Bridges
- Bridges
- PAX transport
- PAX transport
- Passenger services
- NCS (Nachtcontainer System)
- Cargo service
- palletization
- Warehousing
- Cleaning
- Toilet/water services
- Parking
- Unloading
- Crew transport
- Loading
- De-icing
- Arrival
- Departure
Slide 98  Visual Fact Book Full Year 2009

Ground Handling
Core Business Area: Ramp Services 2009

Ramp Services
- Regulated market: one third-party handler, Acciona
- Main customers of Fraport: Lufthansa and Star Alliance partners
- ~195,000 aircraft handled in 2009
- ~23.8 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 of Ramp Services

*12.4%
87.6%

*) Basis: MTOW 2008  Source: Fraport

Slide 99  Visual Fact Book Full Year 2009

Ground Handling
Core Business Area: Passenger Services 2009

Passenger Services
- Open market: third-party handlers (e.g., Swissport, Acciona) and self-handling (e.g., Lufthansa)
- ~24,300 aircraft handled in 2009

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 35% of the „free market“ (excluding Lufthansa self handling)

Market Share

14.4% 14.0%
12.2%
59.4%

1) Basis: Passengers 2009; Source: Fraport  2) FFPs included  3) Several handlers with up to 2% market share each
**Ground Handling**

**Core Business Area: Central Infrastructure 2009**

**Central Infrastructure**
- Sole provider
- Provision of infrastructure, incl. Baggage conveyer system (73 km)
- Baggage performance in 2009: 0.96% misconnected baggage
- ~ 27.0 mil. pieces of baggage (2009)

**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**
- 100.0%
- 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. 18,000 items per hour
- Record: 100,857 baggage items a day
- System reliability rate: 99.83%
- Guaranteed transfer time: 45 minutes
- Transport speed: 2.5 m/sec; max. speed 5 m/sec
- Only 0.96 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 2009

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%)
- ~412,400 metric tons of cargo handled in 2009

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

Market Share
- FCS
- Lufthansa
- Lufthansa 3rd party
- Others

1) Basis: Cargo Tonnage 2009; source: FCS
2) Several handlers with 1-6% market share each

=> FCS handles approximately 39% of the “free market” (excluding Lufthansa self-handling)

---

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>49</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

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

Ground Handling Restructuring for Profitable Growth Decided in 2009

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

Sustainable savings from 2015

- Personnel cost savings in Ground Handling: ~ € 24 mil. p.a.
- Additional savings in non-personnel costs and internal cost allocation: ~ € 16 mil. p.a.
- Total savings ~ € 42 mil. p.a.
Group Financials & Segments

External Activities & Services

External Activities & Services Segment Structure

1) New segment structure from 2008 onwards. The Retail & Properties segment has been adjusted and renamed as “Retail & Real Estate”. The internal service units Facility Management and Information and Telecommunication have been assigned to the new segment “External Activities & Services”. The profit center in which the cost-related user fees are posted has been transformed to the Aviation segment.

2) Conversion contract signed in October 2009, final contracts due until end of April 2010.
**External Activities & Services Segment Figures**

![Graph showing external activities and services segment figures](image)

1) Figures including special and consolidation effects

2) Due to change in IAS accounting and new segment structure from 2008 onwards, figures for 2008 adjusted. Figures for 2007 to 2006 refer to old segment and accounting structure.

**External Activities & Services Segment Revenue Split 2009**

![Graph showing external activities and services segment revenue split](image)

- Frankfurt/Hahn sold effective January 1, 2009
- Only 34%-consolidation in Antalya in 2008, 50% as of January 5, 2009; concession includes the 2nd international Terminal since Sept 2009
- Other revenue generated mainly by IT/Facility Management and majority held subsidiaries/management contracts, such as
  - Air IT Systems, Hanover
  - Fraport Saudi Arabia, Riyadh
  - Ground Service Austria
  - Air Transport IT, Orlando, USA
  - Medical Airport Services, Kelsterbach
External Activities & Services
Fraport Manages a Variety of Airports

Hubs
- Frankfurt: 100% 59.3 mil. PAX
- Lima: 70.01% 8.8 mil. PAX
- Delhi: 10.0% 25.3 mil. PAX

Regional Airports
- Xi’an: 24.5% 15.3 mil. PAX
- Hanover: 30.0% 5.0 mil. PAX
- Pulkovo: 35.5% 6.8 mil. PAX

Tourist Airports
- Antalya: 91.0% 18.7 mil. PAX
- Burgas: 80.0% 1.7 mil. PAX
- Varna: 60.0% 1.2 mil. PAX

Management Contracts
- Cairo: Duration: 5Y 14.4 mil. PAX
- Riyadh: Duration: 5Y 10.8 mil. PAX
- Jeddah: Duration: 5Y 15.3 mil. PAX
- Dakar: Duration: 22Y 1.8 mil. PAX

1) As of January 2009 dividend rights increase from 34% to 50%, traffic figure for all terminals
2) 2009 figures: 2000 figures not available at time of publication
3) Concession Contract signed in October 2008, final contracts due until end of April 2010
4) Management phases

External Activities & Services
History of Fraport’s Airports

- Management contracts
- Minority holdings
- Majority holdings

1997
- Saarbrücken (SCN)
1999
- Marilla (MNL)
2002
- Varna & Burgas
2004
- Lima (LIM)
2006
- Antalya (AYT)
2008
- Frankfurt-Hahn (HHN)
2010
- Saudi Arabia

2005
- Cairo (CAI)
2006
- Xi’an
2008
- Delhi (DEL)
2012
- (2014)
2014
- (2016)

1) Management change will start in 2010
2) Extension option
3) Final contracts due until end of April 2010
4) Fraport-Hahn sold to the State of Rhineland-Palatinate in Jan. 2009
External Activities & Services
Antalya Airport at a Glance

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

Infrastructure
• 2 runways, capacity for 40+ movements/hour (3rd military runway as backup)
• 3 terminals, capacity for 30 mil. pax/year

Main Carrier
• SunExpress

Further Carriers
• Sky Airlines, Pegasus, Transaero

Pax CAGR (1999–2009)
• 14.3%

---

External Activities & Services
Antalya Airport Financials

<table>
<thead>
<tr>
<th></th>
<th>2008 (€ mil.)</th>
<th>2009 (€ mil.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers</td>
<td>9.1/18.6(^3)</td>
<td>11.0/18.7(^3)</td>
</tr>
<tr>
<td>Movements</td>
<td>66.6</td>
<td>78.6(^1)</td>
</tr>
<tr>
<td>Revenue</td>
<td>79.3</td>
<td>94.4</td>
</tr>
<tr>
<td>EBITDA(^2)</td>
<td>57.9</td>
<td>69.3</td>
</tr>
<tr>
<td>EBIT(^2)</td>
<td>22.3</td>
<td>17.0</td>
</tr>
<tr>
<td>EBITDA margin(^2)</td>
<td>73.0%</td>
<td>73.4%</td>
</tr>
<tr>
<td>Employees</td>
<td>614</td>
<td>726</td>
</tr>
<tr>
<td>Fraport share</td>
<td>51%/34%</td>
<td>51%/50%</td>
</tr>
<tr>
<td>Consolidation</td>
<td>34%</td>
<td>50%</td>
</tr>
</tbody>
</table>

Fraport share: 51.00%
• 51% voting rights
• 50% dividend rights
• Dividend rights increased by 16% to 50% in Jan. 2009

Other shareholders:
• IC litas Insaat Sanayi ve Ticaret A.S. (48.99%)
• Fraport IC litas Havalimani İletişim Anonim Şirketi (0.01%)

Fraport history:
• Fraport has held a majority interest in Terminal 1 (BOT) since ’99
• New concession contract since Sep. 2007
• Since Sep. 2007 Fraport is operating T1 + Domestic Terminal with its partners, 23rd Sep 2009 takeover of T2
• From 23rd Sep. 2009 till 2024 Fraport operates all 3 terminals together with Turkish IC Holding

Regulation:
• Fixed passenger fee
• Capex (Obligation)
• EPC contract € 69 mil. for modernization of infrastructure and new domestic terminal

1) All terminals effective Sept. 2008
2) Figures before consolidation
3) Total pax for Antalya Airport
External Activities & Services
Lima Airport at a Glance

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

Infrastructure
• 1 runway, capacity for 56 movements/hour
• 1 terminal, capacity for 10 mil. pax/year

Main Carrier
• LAN

Further Carriers
• TACA, American Airlines, Copa

Pax CAGR (1999–2009)
• 7.4%

---

External Activities & Services
Lima Airport Financials

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers in ml</td>
<td>8.3</td>
<td>8.8</td>
</tr>
<tr>
<td>Movements^a</td>
<td>98.7</td>
<td>105.0</td>
</tr>
<tr>
<td>Revenue^1</td>
<td>93.2</td>
<td>109.9</td>
</tr>
<tr>
<td>EBITDA^1</td>
<td>24.3</td>
<td>30.4</td>
</tr>
<tr>
<td>EBIT^1</td>
<td>18.2</td>
<td>22.0</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>26.1%</td>
<td>27.6%</td>
</tr>
<tr>
<td>Employees</td>
<td>468</td>
<td>492</td>
</tr>
<tr>
<td>Fraport share</td>
<td>70.01%^2</td>
<td>70.01%^2</td>
</tr>
<tr>
<td>Consolidation</td>
<td>full^2</td>
<td>full^2</td>
</tr>
</tbody>
</table>

1) Figures before consolidation
2) Fraport held 100% from August 2007 until May 2008; previously only 42.75%, Fraport held 100% since May 30, 2008

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 until 2041

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

Capex (Obligation)
• Fixed obligation until 2008, Capex in total of USD 256 mil. exceeded contractual obligation
• Variable obligation 2009-30: 24m runway and terminal as well as IATA Service level B
External Activities & Services
Varna and Burgas at a Glance

Profile
• Tourist gateway to the Black Sea

Infrastructure Varna
• 1 runway, capacity for 30 movements/hour
• 3 terminals, capacity for 1.18 ml. pax/year

Infrastructure Burgas
• 1 runway, capacity for 30 movements/hour
• 2 terminals, capacity for 1.2 ml. pax/year

Main Carrier
• Bulgaria Air (VAR), Air Via (BOJ)

Further Carriers
• Wizz Air, Transaero Airlines, Austrian Airlines

Pax CAGR (1999–2009)
• 12.5%

---

External Activities & Services
Varna and Burgas Financials

<table>
<thead>
<tr>
<th>Airports of Twin Star</th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue in € ml.</td>
<td>40.6</td>
<td>35.4</td>
</tr>
<tr>
<td>EBITDA in € ml.</td>
<td>13.9</td>
<td>13.3</td>
</tr>
<tr>
<td>EBIT in € ml.</td>
<td>10.0</td>
<td>8.8</td>
</tr>
<tr>
<td>EBITDA margin %</td>
<td>34.2%</td>
<td>37.6%</td>
</tr>
<tr>
<td>Employees</td>
<td>1,218</td>
<td>1,017</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>

Varna

| Passengers in ml.    | 1.5 | 1.2 |
| Movements in '000    | 15.1| 12.7|

Burgas

| Passengers in ml.    | 1.9 | 1.7 |
| Movements in '000    | 17.0| 15.6|

Fraport share: 60.00%
Other shareholders:
• Airport Services 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

Regulation
• Dual till

Capex (Obligation)
• € 54 ml. until 2011
• 2 new terminals until 2013
• Further investments subject to traffic growth
External Activities & Services
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 TUIfly

Infrastructure
- 2 runways, capacity for 80 movements/hour
- 3 terminals, capacity for 10 mln. pax/year

Main Carrier
- TUIfly, Air Berlin

Further Carriers
- Aeroflot, Lufthansa, Turkish Airlines

Pax CAGR (1999–2009)
- 0.3%

Pax Total 2009
- 5.0 mln.

---

External Activities & Services
Minority: Delhi, India

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

Profile
- 2nd largest airport in India
- Capital Airport

Infrastructure
- 2 runways, capacity for 70 movements/hour
- 6 terminals, capacity for 37 mln. pax/year

Main Carrier
- Air India

Further Carriers
- Jet Airways, IndiGo, Kingfisher

Pax CAGR (1999–2009)
- 12.0%

Pax Total 2009
- 25.3 mln.
**External Activities & Services**

**Minority: Xi’an, China**

Fraport share: 24.6%, Fraport Asia Ltd.
Other shareholders:
- 60.9% West Airport Group Company
- 24.5% China National Aviation Corporation Airport Investment Limited
- 6.1% CWAG Aviation Logistics (Xi’an) Co. Ltd.

**Profile**
- 8th biggest airport in China
- Center of the Chinese aerospace and aviation industry
- Known for its world-famous Terracotta Army

**Infrastructure**
- 1 runway, capacity for 43 movements/hour
- 2 terminals, capacity for 11 mil. pax/year

**Main Carrier**
- China Eastern

**Further Carriers**
- Hainan Airlines/Tianjin Airlines, China Southern, Air China

**Pax CAGR (1999–2009)**
- 16.4%

**Pax Total 2009**
- 15.3 mil.

---

**External Activities & Services**

**Minority: Saint Petersburg**

Fraport share: 35.5%
Other shareholders:
- VTB Capital 57.5%
- Copelouzos Group 7.0%

**Profile**
- 4th largest Russian Airport (after three Moscow airports)

**Infrastructure**
- 2 parallel runways, current capacity for 28 movements/hour, potential capacity up to 100 movements/hour possible
- 2 terminals, capacity for 7.5 mil. pax/year

**Main Carrier**
- Rossiya Airlines

**Further Carriers**
- Lufthansa, Aeroflot

**Pax CAGR (1999–2009)**
- 10.6%

**Pax Total 2009**
- 6.8 mil.
External Activities & Services
Management Contracts

Cairo, Egypt
- Profile: On the way of becoming the hub of MENA (Middle East North Africa)
- Infrastructure: 3 runways, capacity for 46 movements/hour
- 3 terminals, capacity for 21 mli. pax/year
- Main Carriers: Egypt Air

Dakar, Senegal
- Profile: The new airport is under construction
- Infrastructure: 1 runway, 1 terminal, capacity for 3.0 mli. pax/year

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

- Jeddah
  - Profile: Pilgrim airport, Red Sea
  - Infrastructure Jeddah: 3 runways, 3 terminals
  - Main Carrier: Saudi Arabian Airlines
  - Further Carriers: Egypt Air, Air Arabia, Austrian Airlines, LH

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

**IR Strategy**

- **Focus of Fraport’s Investor Relations**
  - **Reliability**
    - "Our goal is to achieve at least as much as we have promised."
  - **Transparency**
    - "We enable everyone to receive all of our communications in full, either live or with only a minimal delay."
  - **Interactivity**
    - "Our Investor Relations department was created for active financial communication."
  - **Consistency**
    - "Regular reports and publications are an essential prerequisite for recognizing the value of our company."

---

**Fraport Share & Management**

**Share Data**

- **ISIN:** DE0005773303
- **Share symbol:** FRA GR (Bloomberg), FRAG.DE (Reuters)
- **Class of share:** Ordinary bearer shares with a notional par value of € 10.00 each
- **Capital stock (acc. to IFRS):** € 917.7 million
- **Calculated par value per share:** € 10.00
- **Number of floating shares**
  - **on Dec. 31, 2009:** 91,774,500
- **Listing:** Frankfurt Stock Exchange - official trading (Prime Standard), MDAX²
- **Sustainability Share Indices:** Dow Jones Sustainability Index, FTSE4Good Index
- **IPO:** June 11, 2001
- **Placement price:** €35.00

---

1) Total number of shares on the balance sheet date minus treasury shares
2) Index of Deutsche Börse for mid caps from classic sectors
Fraport Share & Management
Shareholder Structure

The relative ownership interest of the individual shareholders was calculated from the number of shares as of December 31, 2009, and therefore may differ from the figures given at the time of reporting. No excess/shortfall of the threshold or from the respective shareholders' own decisions.

Source: State of Hesse, City of Frankfurt, Deutsche Lufthansa, Fraport

as of December 31, 2009

Fraport Share & Management
Geographical Split

Total Geographical Split of Share

Geographical Split of Free Float*

* Excluding Hesse, Frankfurt, and Lufthansa, for unknown shareholding own estimates
Fraport Share & Management
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>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year-end price</td>
<td>€ 31.30</td>
<td>44.9</td>
<td>54.02</td>
<td>53.87</td>
<td>30.61</td>
<td>38.28</td>
</tr>
<tr>
<td>Highest price</td>
<td>€ 31.30</td>
<td>44.9</td>
<td>66.77</td>
<td>65.85</td>
<td>54.34</td>
<td>38.80</td>
</tr>
<tr>
<td>Lowest price</td>
<td>€ 22.20</td>
<td>29.59</td>
<td>44.9</td>
<td>45.53</td>
<td>23.67</td>
<td>22.46</td>
</tr>
<tr>
<td>Annual performance</td>
<td>% 40.3</td>
<td>45.4</td>
<td>22.3</td>
<td>1.9</td>
<td>40.4</td>
<td>21.1</td>
</tr>
<tr>
<td>Earnings per share (basic)</td>
<td>€ 1.56</td>
<td>1.85</td>
<td>2.63</td>
<td>2.44</td>
<td>2.67</td>
<td>1.64</td>
</tr>
<tr>
<td>Dividend per share</td>
<td>€ 0.75</td>
<td>0.90</td>
<td>1.15</td>
<td>1.15</td>
<td>1.15</td>
<td>1.15</td>
</tr>
<tr>
<td>Dividend yield at Dec. 31</td>
<td>% 2.4</td>
<td>2.0</td>
<td>2.1</td>
<td>2.1</td>
<td>3.7</td>
<td>3.2</td>
</tr>
<tr>
<td>Payout ratio</td>
<td>% 49.4</td>
<td>50.8</td>
<td>45.9</td>
<td>50.5</td>
<td>61.0</td>
<td>70.8</td>
</tr>
<tr>
<td>Price-earnings ratio</td>
<td>% 20.1</td>
<td>24.3</td>
<td>20.5</td>
<td>22.1</td>
<td>14.9</td>
<td>22.1</td>
</tr>
<tr>
<td>Average trading volume per day</td>
<td>number</td>
<td>102,563</td>
<td>106,898</td>
<td>209,183</td>
<td>262,132</td>
<td>296,704</td>
</tr>
<tr>
<td>Market capitalization at Dec. 31</td>
<td>€ million</td>
<td>2,941</td>
<td>4,086</td>
<td>4,936</td>
<td>4,932</td>
<td>2,835</td>
</tr>
<tr>
<td>Total number of shares at Dec. 31</td>
<td>million</td>
<td>90.6</td>
<td>91.2</td>
<td>91.4</td>
<td>91.5</td>
<td>91.6</td>
</tr>
<tr>
<td>Number of floating shares at Dec. 31</td>
<td>million</td>
<td>90.6</td>
<td>91.1</td>
<td>91.4</td>
<td>91.5</td>
<td>91.6</td>
</tr>
</tbody>
</table>

Fraport Share & Management
Stock Performance Since IPO

June 11, 2001
December 31, 2009

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

Fraport AG’s CEO since September 2009
Responsible for:
- Airport Expansion, Traffic and Terminal Management
- Internal Auditing
- Legal Affairs
- Corporate Development
- Communications, Marketing and Lobbying

Brief biography:
- April 2007–August 2009: Vice Chairman and COO
- 2003–April 2007: CFO of Fraport AG
- 2001–2003: Executive board member (CFO) of Deutz AG, responsible for finance and human resources
- CFO at 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

---

Fraport Share & Management  
CFO: Dr. Matthias Zieschang

Fraport AG’s CFO since April 2007
Responsible for:
- Controlling
- Finance and Investor Relations
- Global Investment and Management (External Activities)
- Central Purchasing
- Information and Telecommunication
- Accounting

Brief biography:
- 2001–2007: CFO of Deutsche Bahn Netz AG
- 1999–2001: CFO of Scandlines AG (shipping line)
- 1997–1998: 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 Share & Management
Executive Director Labor Relations: Herbert Mai

Fraport AG’s Executive Director Labor Relations since 2001
Responsible for:
- Retail and Real Estate
- Human Resources
- Sustainability Management

Brief biography:
  (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

Fraport Share & Management
COO: Peter Schmitz

Fraport AG’s COO since September 2009
Responsible for:
- Ground Services (Ground Handling)
- Airport Security Management
- Facility Management
- Customer Management

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

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

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

CUTIE
Common Use Terminal Equipment

DLH
Acronym for Deutsche Lufthansa

EPS
Acronym for Earnings per Share

EIB
Acronym for European Investment Bank

External Activities & Services
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

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.

Glossary II

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.

LTH
Acronym for Landeshauptbank Rheinland-Pfalz

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

Retail & Real Estate
One of the Fraport Group's business segments. The Retail & Real Estate segment encompasses the letting of shops & 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 (planned) and Northwest Runway, as of January 2010

Legend:
- Yellow: Public operational area
- White: Non-public operational area
- Light blue: CargoCity North
- Dark blue: CargoCity South
- Light grey: Movement area
- Blue: Airport perimeter fence

Scale: approx. 1:26,000
Investor Relations
IR Contact – meet IR

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Notes
Investor Relations
IR Service – meet IR

Financial Calendar 2010
3-month interim report 2010  Tuesday, May 11
Annual General Meeting  Wednesday, June 2
6-month interim report 2010  Thursday, August 5
9-month interim report 2010  Thursday, November 4

Traffic Calendar 2010
March 2010  Wed., April 14, 2010
April 2010  Wed., May 12, 2010
May 2010  Fri., June 11, 2010
June 2010  Mo., July 12, 2010
July 2010  Wed., August 11, 2010
August 2010  Fri., September 10, 2010
September 2010  Tue., October 12, 2010
October 2010  Wed., November 10, 2010
November 2010  Fri., December 10, 2010

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.