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Analyst Presentation FY 2018

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5 *Detailed Financials*

2 *Traffic Performances*

6 *Appendix*

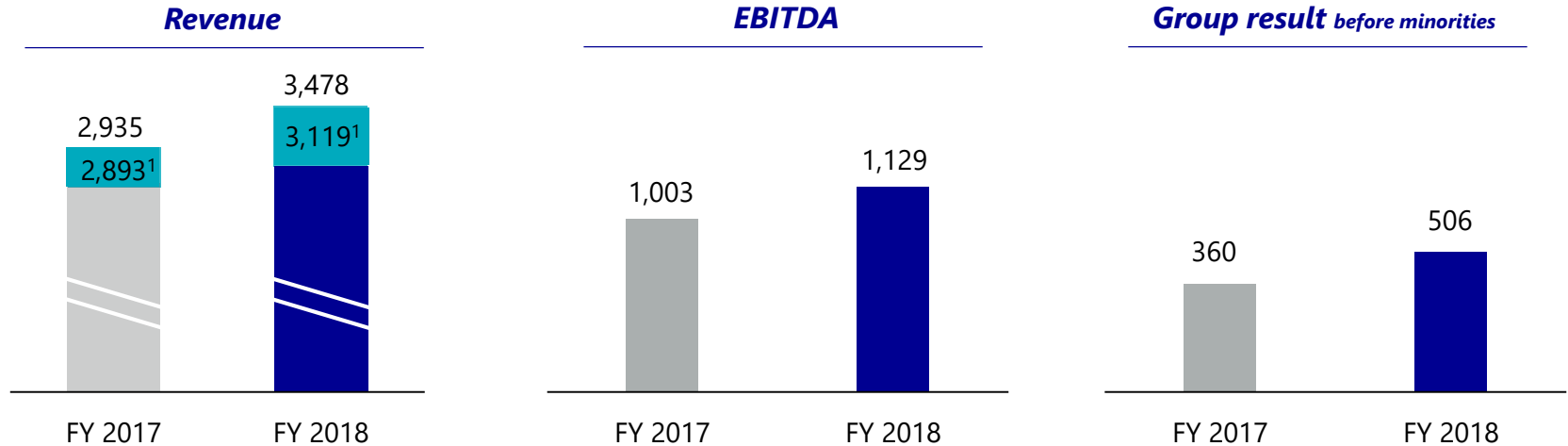
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4 *2019 Outlook*

Increasing Revenue and Results!



€ mil.



- Underlying Revenue EUR+226 mil. thanks to organic Traffic Growth and new Operations in Brazil
- Strong EBITDA Improvement of EUR+101 mil. or +10% → without consideration of Hanover Disposal
- Underlying Group Result +19% to EUR 430 mil. → without Hanover
- Reported EPS at EUR 5.13, underlying EPS at EUR 4.30
- FY 2018 DPS Proposal at EUR 2 = an increase of 1/3 compared to 2017 level



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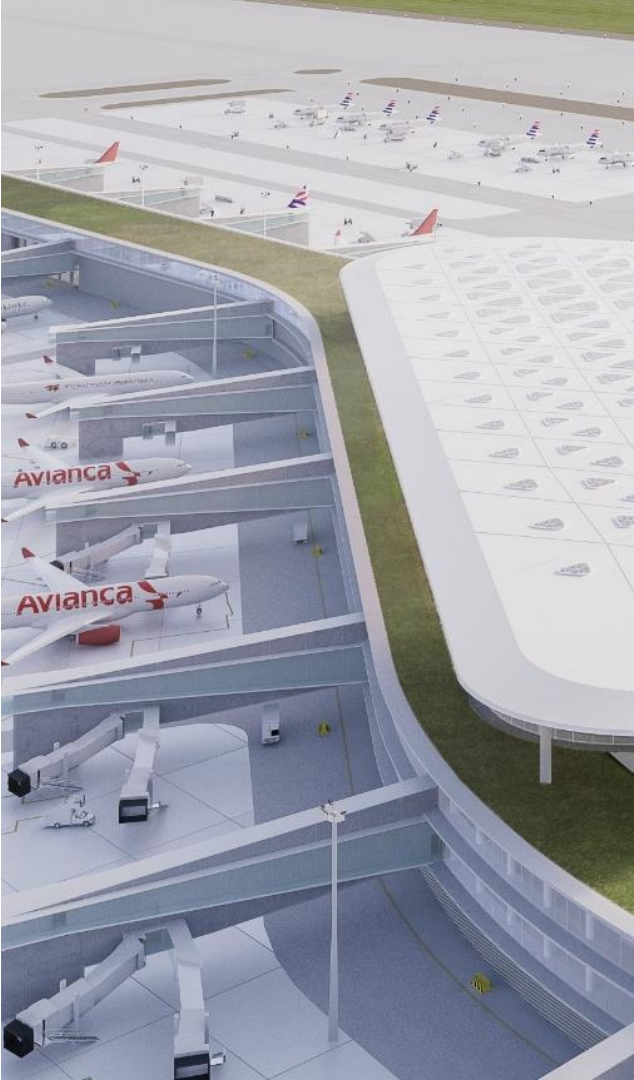
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Strong 2018 Traffic, 2M 19 Traffic solid in low Season



Airport operations	Fraport Share	FEB 2019	Δ previous year	YTD 2019	Δ previous year	FY 2018	Δ previous year
Frankfurt	100%	4,554	+4.3%	9,206	+3.3%	69,510	+7.8%
Brasil	100%	1,224	+15.8%	2,697	+13.4%	14,915	+7.0%
Slovenija	100%	105	+6.3%	209	+4.7%	1,812	+7.7%
Greek regionals	73.4%	588	+13.6%	1,206	+12.9%	29,877	+8.9%
Lima	70.01%	1,790	+4.6%	3,701	+4.5%	22,118	+7.3%
Twin Star	60%	62	+0.9%	130	-3.3%	5,558	+12.2%
Antalya	51%	766	+10.4%	1,643	+10.0%	32,269	+22.5%
St. Petersburg	25%	1,083	+13.5%	2,313	+13.8%	18,122	+12.4%
Xi'an	24.5%	3,735	+6.8%	7,503	+10.3%	44,653	+6.7%



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Successful start of Brazilian Concessions

2018

- 7% passenger growth across 2 airports
- Fortaleza benefiting from AirFrance/KLM and GOL co-operation
- Headquarters in Porto Alegre fully equipped
- Meanwhile c.350 Employees hired



- Project finance for capex requirements in Place
- 2018 financials:¹
 - EUR 90.9mn Revenue
 - EUR 40.2mn EBITDA
 - EUR 12.5mn Result

2019

- Mid-single digit passenger growth expected
- First capex requirements to be ready by September
- Broadly flat EBITDA expected as a result of Retail areas refurbishment and traffic growth²



¹Figures based on IFRS Group accounting, revenue w/o IFRIC 12

² EBITDA assumption at constant currencies

Vibrant 7.3% passenger growth in 2018 to new record high of 22.1 mil.

Awarding of Runway construction expected H1 2019

Awarding of Terminal construction expected end 2019



First 3 Greek Airports Completed!

- Mandatory capex at the airports of Chania, Kavala and Zakynthos completed and certified by Greek authorities
- Airport charges at those 3 airports to be lifted as of April 2019
- Further construction and refurbishment works progressing on time
- Airports will be stepwise completed until 2021
- Incentive scheme to attract new traffic in Winter / off Season also with good success

Chania (Crete)



Kavala



Zakynthos



Frankfurt 2019 Summer Season

Movements expected to grow by +1% to +1.5%

Seat capacities expected to grow by +1% to +2%

Movements and seat capacity growth evenly spread between s/h and l/h



Frankfurt Security Progress



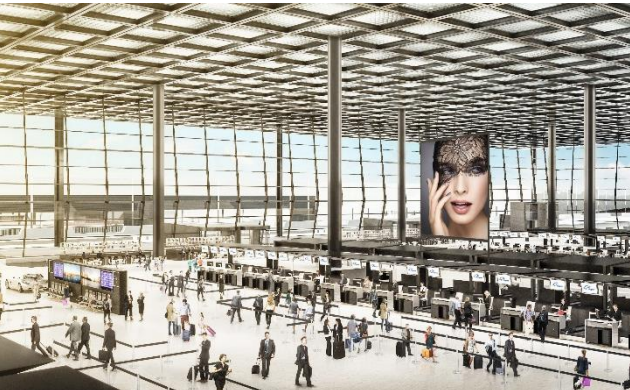
- New security equipment successfully passed German authorities test run
- New building currently being constructed next to Terminal 1 Concourse A to be equipped with 7 of the new security lanes
- Building to be ready for the high Summer Season
- Ongoing training and hiring of security staff
- Further re-organization of security process targeted



Frankfurt Terminal 3



- Construction of Piers G, H & J now awarded
- Foundation ceremony taking place on April 29th
- First element of T3: Pier G to be completed end 2021
- 2nd stage of Pier G will be constructed immediately afterwards
- Piers H, J & full Pier G to be completed end 2023
- Budget now between EUR c.3.5 to 4bn.





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Operational and u/l Earnings Growth expected

	2018 Results	2019 Outlook
Passengers FRA	69.5 mil.	Growth between ~2 and ~3%
Revenue excl. IFRIC 12	€ 3.12 bn	€ ~3.2 bn
EBITDA	€ 1,129 mil. € 1,104 mil. w/o Hanover	Between €~1,160 to €~1,195 mil.
EBIT	€ 731 mil. € 706 mil. w/o Hanover	Between €~685 to €~725 mil.
Group result before minorities	€ 506 mil. € 430 mil. w/o Hanover	Between €~420 to €~460 mil.
Dividend proposal	€ 2.00 / share	Stable



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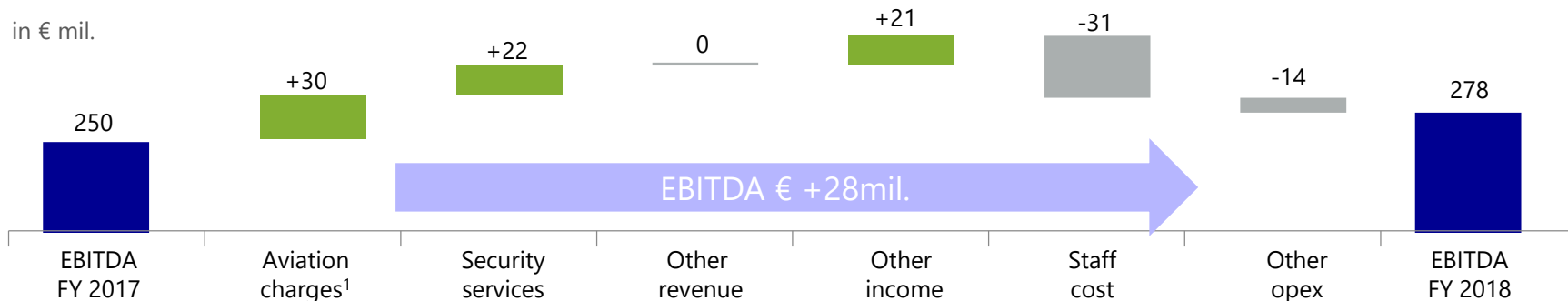
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Detailed Financials

Aviation



Comments

- › Increase in Aviation charges due to traffic growth
- › Marginal Aviation charge contribution of € ~6 per passengers due to incentive program (2018 average retained aviation charge per passenger post reimbursements at €~11.65)¹
- › Significant EBITDA improvement in 2018 by € 28mil. compared to 2017
- › Adjusted for security services and other revenue, EBITDA margin at 34% (2017 value: 32%)
- › €22mil. D&A increase due to shorter assumed useful life time

P&L in € mil.	FY 2018	FY 2017	%
Revenue	1,006	954	+5.5
- Airport charges ¹	810	780	+3.8
- Security services	149	127	+16.7
- Other revenue	47	47	+2.6
EBITDA	278	250	+11.3
EBIT	138	132	+4.9
Employees	6,195	5,881	+5.3

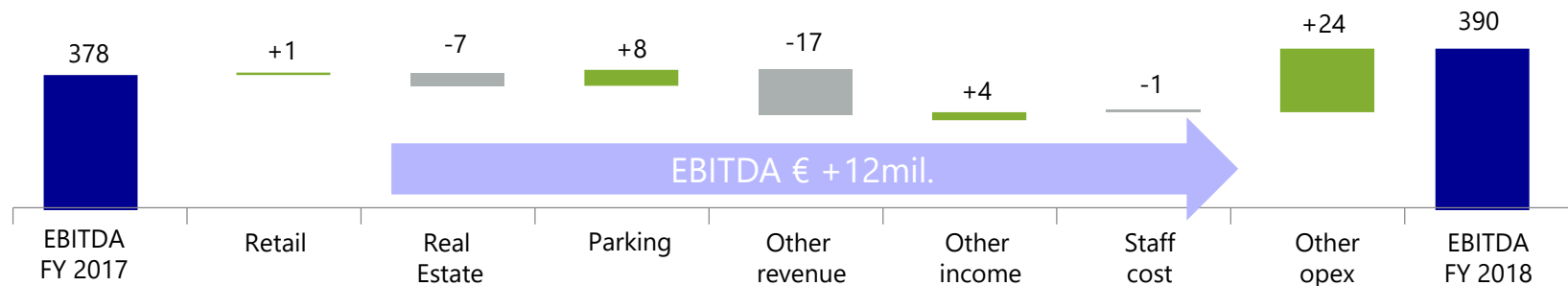
¹Aviation charges incl. reimbursements to airlines based on growth incentives. Average pax charge calculated with revenue divided by total pax
Due to commercial rounding discrepancies may occur when summing up, percent changes based on unrounded figures

Detailed Financials

Retail & Real Estate



in € mil.

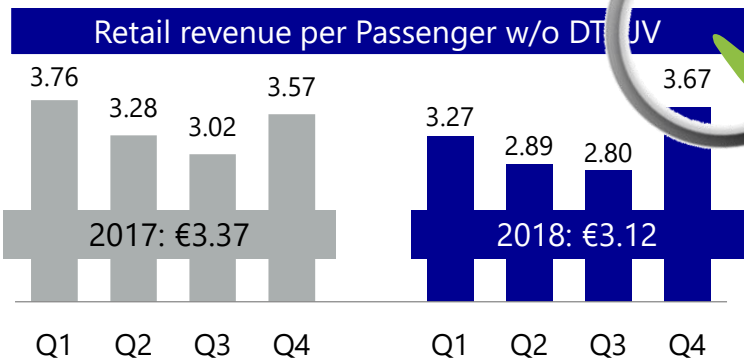


Comments	P&L in € mil.	FY 2018	FY 2017	%
› In Q4 Retail spend per passenger turnaround achieved!	Revenue	507	522	-2.8
› Parking revenue up due to higher passenger numbers	- Retail	207	206	+0.4
› Real Estate revenue down due to energy supply contract lost	- Real Estate	187	194	-4.0
› Other revenue down due to less land sales	- Parking	95	87	+9.5
› Less opex due to less land sales & lost energy supply contract	- Other revenue	18	35	-45.3
› Energy supply subsidiary sold in January 2019 with book gain of €~12 mil. recorded in Q1 2019	EBITDA	390	378	+3.4
	EBIT	302	294	+2.8
	Employees	646	651	-0.8

In Q4 Frankfurt Retail per Passenger Turnaround achieved!



Retail revenue per Passenger incl. DTF JV							
2017: €3.47				2018: €3.16			
3.86	3.38	3.11	3.67	3.29	2.93	2.80	3.69



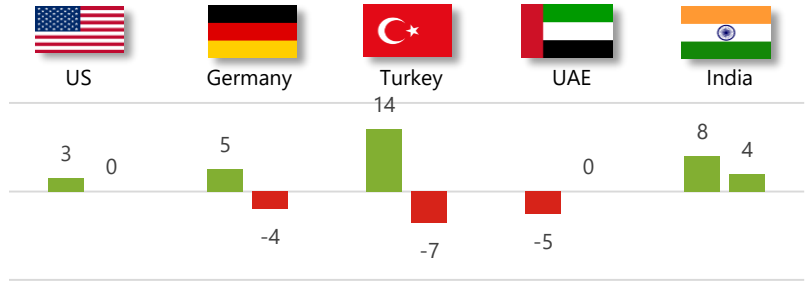
	Retail revenue streams							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Shopping	28.2	31.6	31.9	31.4	26.7	29.2	30.8	33.4
Services	13.0	14.6	15.9	15.0	13.1	15.3	16.8	15.6
Advertising	8.2	9.0	9.3	9.3	7.4	8.1	9.2	11.5
DTF-JV	1.4	1.6	1.7	1.6	0.3	0.7	1.2	0.4

Q4 Top 5 Spenders (Destination tracked, not nationality)



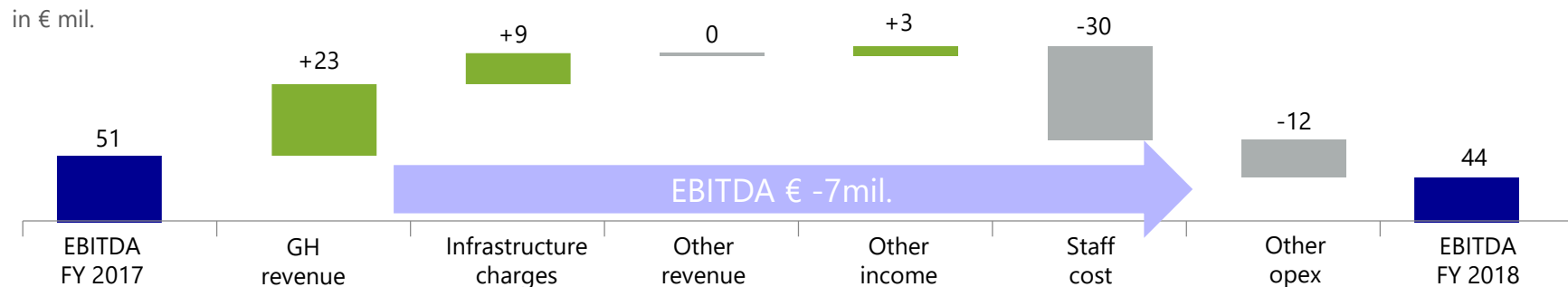
Left columns = % change in volumes vs. Q4Y 2017
 Right columns = % change in retail revenue per pax vs. Q4 2017

Q4 Top 5 Volumes (Destination tracked, not nationality)



Detailed Financials

Ground Handling



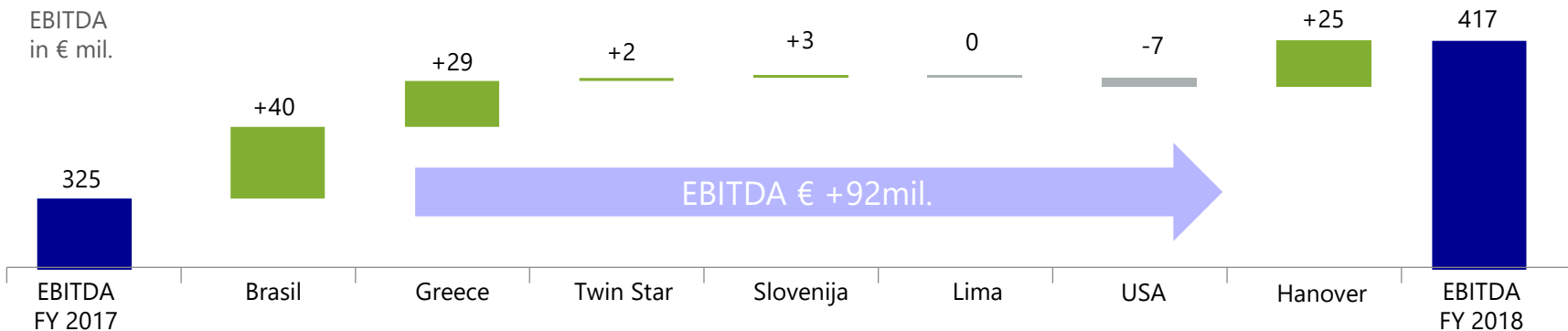
Comments

- › Increase in MTOM, Movements & Passengers led to revenue growth
- › More staff hired in Ground Handling subsidiaries to handle traffic growth + extra shifts resulted in higher staff cost of €30m and other opex of €12m
- › Extra cost to maintain quality offset revenue growth
- › EBITDA & EBIT down

P&L in € mil.

	FY 2018	FY 2017	%
Revenue	674	642	+5.0
- Ground Handling	347	324	+7.1
- Infrastructure	314	305	+3.2
- Other revenue	13	13	-6.7
EBITDA	44	51	-13.6
EBIT	1	12	-94.0
Employees	9,073	8,600	+5.5

International Activities & Services



Comments

- › First-time contribution of Fraport Brasil: adjusted for F/X, financial performance well in line with outlook given at start of 2018
- › Traffic growth increased Greek revenue and EBITDA contribution
- › Positive Lima performance; +~8% local USD EBITDA offset by negative F/X translation
- › Negative USA performance due to loss of Boston contract
- › EBITDA & EBIT increase include € 25mil. Hanover book gain

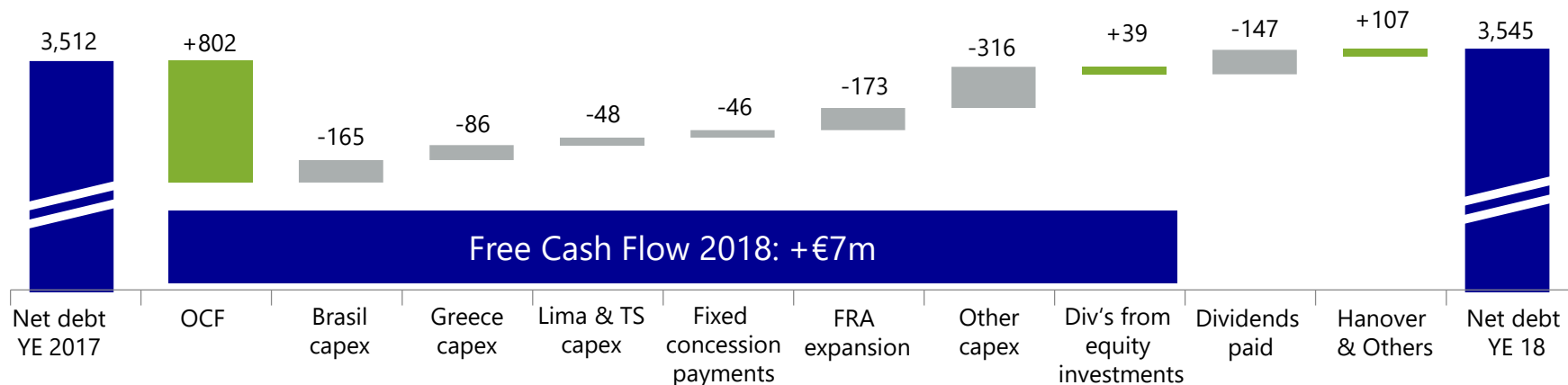
P&L in € mil.

	FY 2018	FY 2017	%
Revenue	1,291	817	+58.0
Revenue excl. IFRIC 12	931	775	+20.1
EBITDA	417	325	+28.3
EBIT	290	206	+40.7
Employees	6,047	5,541	+9.1

Cash Flow and Financial Position



in € mil.



Comments
› OCF lower due to working capital changes, OCF w/o wc changes: +19%
› Positive FCF despite elevated capex in Fraport Brasil, Greece and FRA
› Slight increase in net debt due to dividend payout
› Net debt / EBITDA at 3.1, Gearing ratio at 89%

€ mil.	FY 2018	FY 2017	%
Operating cash flow	802	819 ¹	-2.0
OCF before work. cap. changes	845	711 ¹	+18.8
Capex ²	834	430	+94.0
Free cash flow ³	7	393	-98.3
Net debt	3,545	3,512	+0.9
Equity	4,368	4,029	+8.4
Gearing ratio	89	94	-5PP

Capex figures including down-payments to EPC companies

1 = OCF definition adjusted to exclude fixed concession payments, PY values restated

2 = Capex in airport op. projects, other intangible assets, PPE, investment property, and at equity investments. No consideration of one-time payments for acquisitions.

3 = OCF – Capex + Dividends from at equity investments

Capex and Cash Flow Outlook



Frankfurt

EUR c.600 - 650mn



Brasil

EUR c.200mn



Greece

EUR c.150 - 200mn



Lima¹

EUR c.150mn



FY 2019 Capex estimate up to EUR c. 1.2bn
FCF to turn clearly negative
YE 2019 Net debt estimate of EUR c. 4bn²

¹ Lima Capex will largely depend on awarding processes for Runway and Terminal projects

² No consideration of further M&A activities or Divestments



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Group P+L



€ million	2018	2017
Revenue	3,478.3	2,934.8
Revenue w/o IFRIC 12	3,118.8	2,893.1
Change in work-in-process	0.3	0.4
Other internal work capitalized	35.9	36.3
Other operating income	88.2	38.9
Total revenue	3,602.7	3,010.4
Total revenue w/o IFRIC 12	3,243.2	2,968.7
Cost of materials	-1,089.1	-720.4
Cost of materials w/o IFRIC 12	-729.6	-678.7
Personnel expenses	-1,182.3	-1,092.9
Other operating expenses	-202.3	-193.9
EBITDA	1,129.0	1,003.2
Depreciation and amortization	-398.5	-360.2
EBIT/Operating result	730.5	643.0
Interest income	33.3	29.0
Interest expenses	-201.7	-186.5
Result from companies accounted for using the equity method	98.8	30.9
Other financial result	9.5	-10.3
Financial result	-60.1	-136.9
EBT/Result from ordinary operations	670.4	506.1
Taxes on income	-164.7	-146.4
Group result	505.7	359.7
thereof profit attributable to non-controlling interests	31.8	29.5
thereof profit attributable to shareholders of Fraport AG	473.9	330.2
Earnings per €10 share in €		
Basic	5.13	3.57
Diluted	5.11	3.56

Group Cash Flow



€ million	2018	2017
Profit attributable to shareholders of Fraport AG	473.9	330.2
Profit attributable to non-controlling interests	31.8	29.5
Adjustments for		
Taxes on income	164.7	146.4
Depreciation and amortization	398.5	360.2
Interest result	168.4	157.5
Gains/losses from disposal of non-current assets	-26.8	6.9
Others	-21.1	-23.2
Changes in the measurement of companies accounted for using the equity method	-98.8	-30.9
Changes in inventories	0.4	8.6
Changes in receivables and financial assets	-61.8	-4.1
Changes in liabilities	39.3	94.0
Changes in provisions	-20.5	8.9
Operating activities	1,048.0	1,084.0
Financial activities		
Interest paid	-127.8	-137.3
Interest received	12.6	12.5
Paid taxes on income	-130.5	-140.5
Cash flow from operating activities	802.3	818.7

€ million	2018	2017
Cash flow from operating activities	802.3	818.7
Investments in airport operating projects	-343.6	-1,607.0
Capital expenditure for other intangible assets	-12.5	-9.0
Capital expenditure for property, plant, and equipment	-472.4	-287.1
Capital expenditure for "Investment property"	-2.0	-0.2
Investments in companies accounted for using the equity method	-3.8	-3.0
Sale of shares in companies accounted for using the equity method	109.2	0.0
Dividends from companies accounted for using the equity method	38.8	3.4
Dividends from other investments	0.8	2.2
Proceeds from disposal of non-current assets	15.7	3.5
Cash flow used in investing activities excluding investments in cash deposits and securities	-669.8	-1,897.2
Financial investments in securities and promissory note loans	-103.2	-68.8
Proceeds from disposal of securities and promissory note loans	122.7	182.2
Increase/decrease of time deposits with a term of more than three months	3.8	151.3
Cash flow used in investing activities	-646.5	-1,632.5
Dividends paid to shareholders of Fraport AG	-138.6	-138.5
Dividends paid to non-controlling interests	-7.9	-9.1
Capital increase	0.0	2.5
Capital contributions for non-controlling interests	0.0	47.1
Cash inflow from long-term financial liabilities	461.0	1,304.9
Repayment of long-term financial liabilities	-495.5	-356.3
Other financing activities	0.0	48.4
Changes in current financial liabilities	198.9	-19.3
Cash flow from financing activities	17.9	879.7
Changes in restricted cash and cash equivalents	-38.5	-32.5
Change in cash and cash equivalents	135.2	33.4
Cash and cash equivalents as at January 1	461.0	448.8
Foreign currency translation effects on cash and cash equivalents	2.0	-21.2
Cash and cash equivalents as at December 31	598.2	461.0

Group Financial Position



Assets		
€ million	December 31, 2018	December 31, 2017
Non-current assets		
Goodwill	19.3	19.3
Investments in airport operating projects	2,844.3	2,621.1
Other intangible assets	134.5	132.4
Property, plant and equipment	6,081.7	5,921.5
Investment property	88.8	96.4
Investments in companies accounted for using the equity method	260.0	268.1
Other financial assets	426.1	488.6
Other receivables and financial assets	195.0	190.9
Deferred tax assets	56.7	41.0
	10,106.4	9,779.3
Current assets		
Inventories	28.9	29.3
Trade accounts receivable	177.9	143.5
Other receivables and financial assets	304.3	245.5
Income tax receivables	13.1	5.4
Cash and cash equivalents	801.3	629.4
	1,325.5	1,053.1
Assets held for sale	17.2	–
	–	–
Total	11,449.1	10,832.4

Liabilities and equity

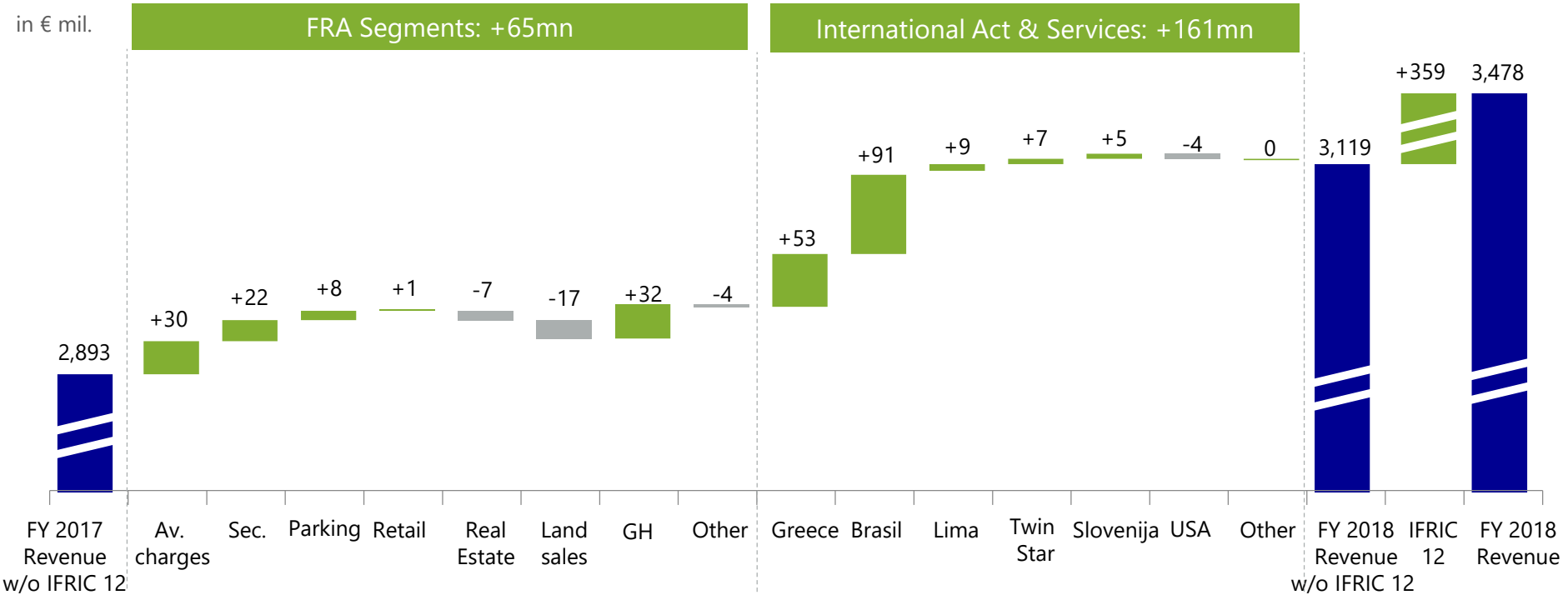
€ million	December 31, 2018	December 31, 2017
Shareholders' equity		
Issued capital	923.9	923.9
Capital reserve	598.5	598.5
Revenue reserves	2,657.9	2,345.7
Equity attributable to shareholders of Fraport AG	4,180.3	3,868.1
Non-controlling interests	187.7	160.6
	4,368.0	4,028.7
Non-current liabilities		
Financial liabilities	4,100.3	3,955.6
Trade accounts payable	45.5	42.4
Other liabilities	1,016.7	1,090.1
Deferred tax liabilities	228.3	203.8
Provisions for pensions and similar obligations	31.7	34.2
Provisions for income taxes	74.2	70.3
Other provisions	160.2	147.2
	5,656.9	5,543.6
Current liabilities		
Financial liabilities	608.3	575.4
Trade accounts payable	286.5	185.9
Other liabilities	275.6	249.7
Provisions for income taxes	43.9	33.1
Other provisions	201.1	216.0
	1,415.4	1,260.1
Liabilities related to assets held for sale	8.8	–
	–	–
Total	11,449.1	10,832.4

Appendix

Revenue Bridge



in € mil.



EBITDA Bridge

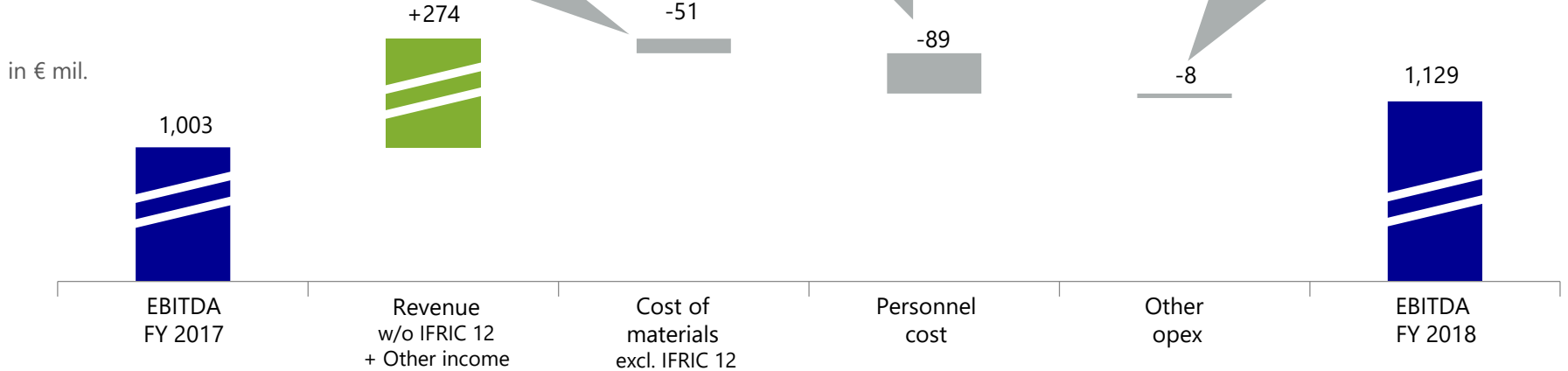


FRA: + 9m mainly in Real Estate
 INT: - 25m Brasil
 - 21m Greece
 - 6m USA
 - 5m Lima
 - 2m Bulgaria
 - 1m Slovenija

FRA: - 27m FRA Ground + other subs
 - 23m Wages AG
 - 8m Extra shifts
 +24m Volume AG
 - 22m FRA Security
 - 6m Partial retirement
 - 6m Provisions & others
 INT: - 11m Brasil
 - 4m Greece
 - 2m Bulgaria
 - 2m Slovenija
 - 1m USA
 - 1m Lima

Restructuring effect:
 - 337 Employees in Parent company

FRA: + 1m Other
 INT: - 9m Brasil
 - 4m Lima
 - 1m Greece
 + 3m USA
 + 2m Slovenija



Group Result Bridge



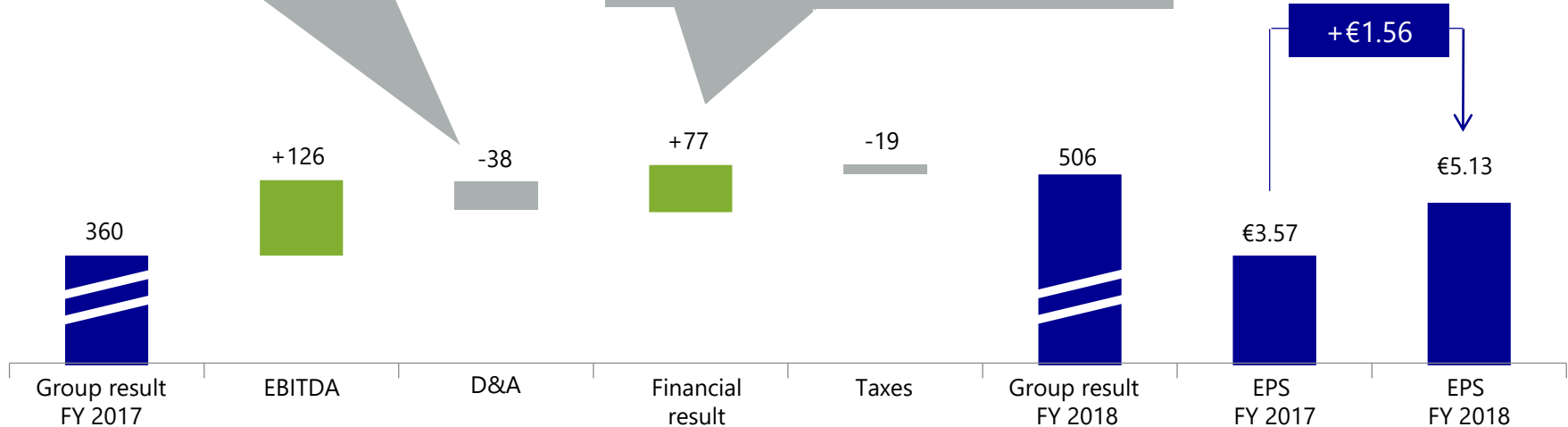
in € mil.

FRA: - 25m
 INT: - 13m Greece
 - 12m Brasil
 +10m USA
 + 2m Lima

Interest result: - 11m
 -mainly: - 23m Greece
 - 4m Brasil
 + 8m Lima
 + 3m FRA
 + 2m Borrowing cost

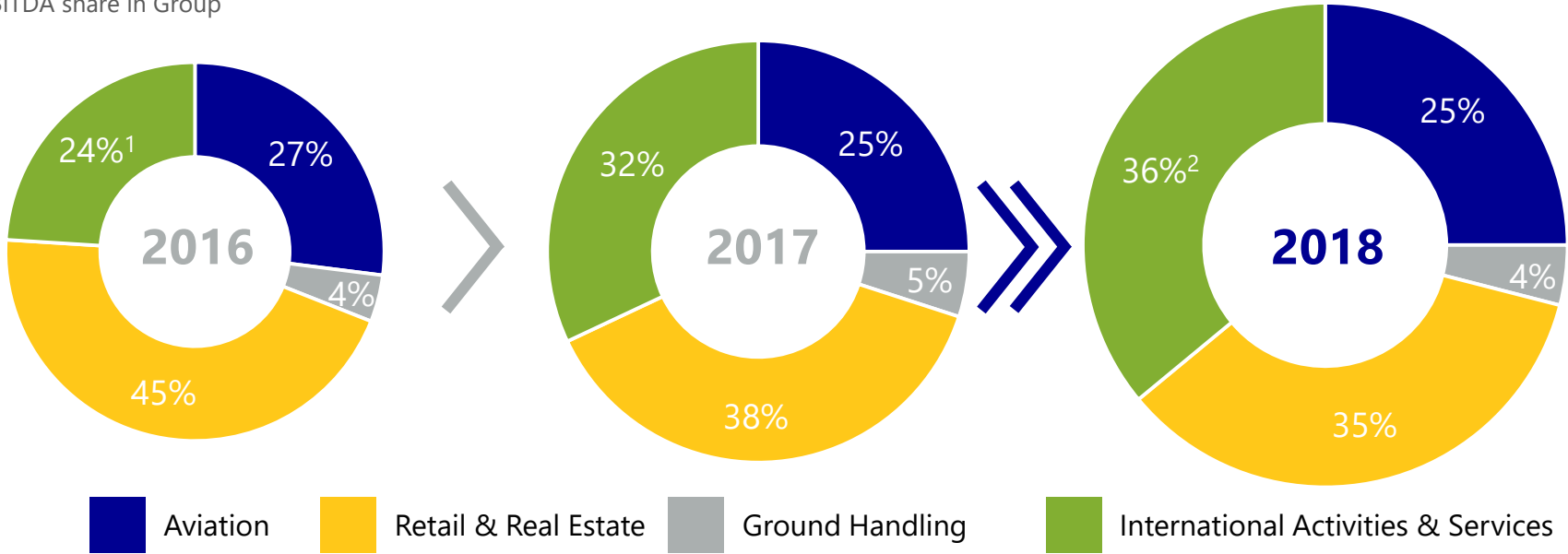
At equity result: +68m
 -mainly: +60m Hanover sale
 +23m Antalya
 - 11m FRA Cargo result & writedown

Other result: +20m
 -mainly: +10m Lima bond buyback 2017



International Activities biggest single Segment

EBITDA share in Group



Long term Increase of International Activities Share in EBITDA and Group Result Direction 50% expected

¹Adjusted for proceeds from Manila project and stake disposal in Thalita Trading Ltd., the St. Petersburg concession operator

²Adjusted for proceeds from disposal of Hanover Airport stakes

Performance of Major Airport Investments



Fully consolidated Group companies

€ million	Share in %	Revenue ¹⁾			EBITDA			EBIT			Result		
		2018	2017	Δ %	2018	2017	Δ %	2018	2017	Δ %	2018	2017	Δ %
Fraport USA	100	58.3	61.8	-5.7	6.2	13.0	-52.3	1.8	-1.6	-	0.8	-3.9	-
Fraport Slovenija	100	46.3	41.7	+11.0	18.5	15.6	+18.6	8.5	5.9	+44.1	7.3	5.3	+37.7
Fortaleza + Porto Alegre ²⁾	100	258.4	-	-	40.2	-	-	28.4	-	-	12.5	-	-
Fraport Greece ³⁾	73.4	414.8	234.9	+76.6	146.8	117.4	+25.0	101.3	84.9	+19.3	1.8	13.5	-86.7
Lima	70.01	358.3	325.6	+10.0	119.6	120.0	-0.3	104.7	103.4	+1.3	69.6	54.4	+27.9
Twin Star	60	74.0	67.5	+9.6	42.0	39.6	+6.1	30.1	28.0	+7.5	23.2	20.8	+11.5

Group companies accounted for using the equity method

€ million	Share in %	Revenue ¹⁾			EBITDA			EBIT			Result		
		2018	2017	Δ %	2018	2017	Δ %	2018	2017	Δ %	2018	2017	Δ %
Antalya	51/50 ⁴⁾	323.1	260.2	+24.2	277.3	222.6	+24.6	168.1	114.1	+47.3	77.5	31.4	> 100
Pulkovo/Thalita	25	274.0	258.2	+6.1	171.3	147.4	+16.2	135.6	107.3	+26.4	-23.2	-29.9	+22.4
Xi'an	24.5	247.3	231.2	+7.0	91.5	90.3	+1.3	44.3	41.6	+6.5	37.7	37.3	+1.1

Figures refer to IFRS accounting before consolidation, not local GAAP, percent changes based on unrounded figures

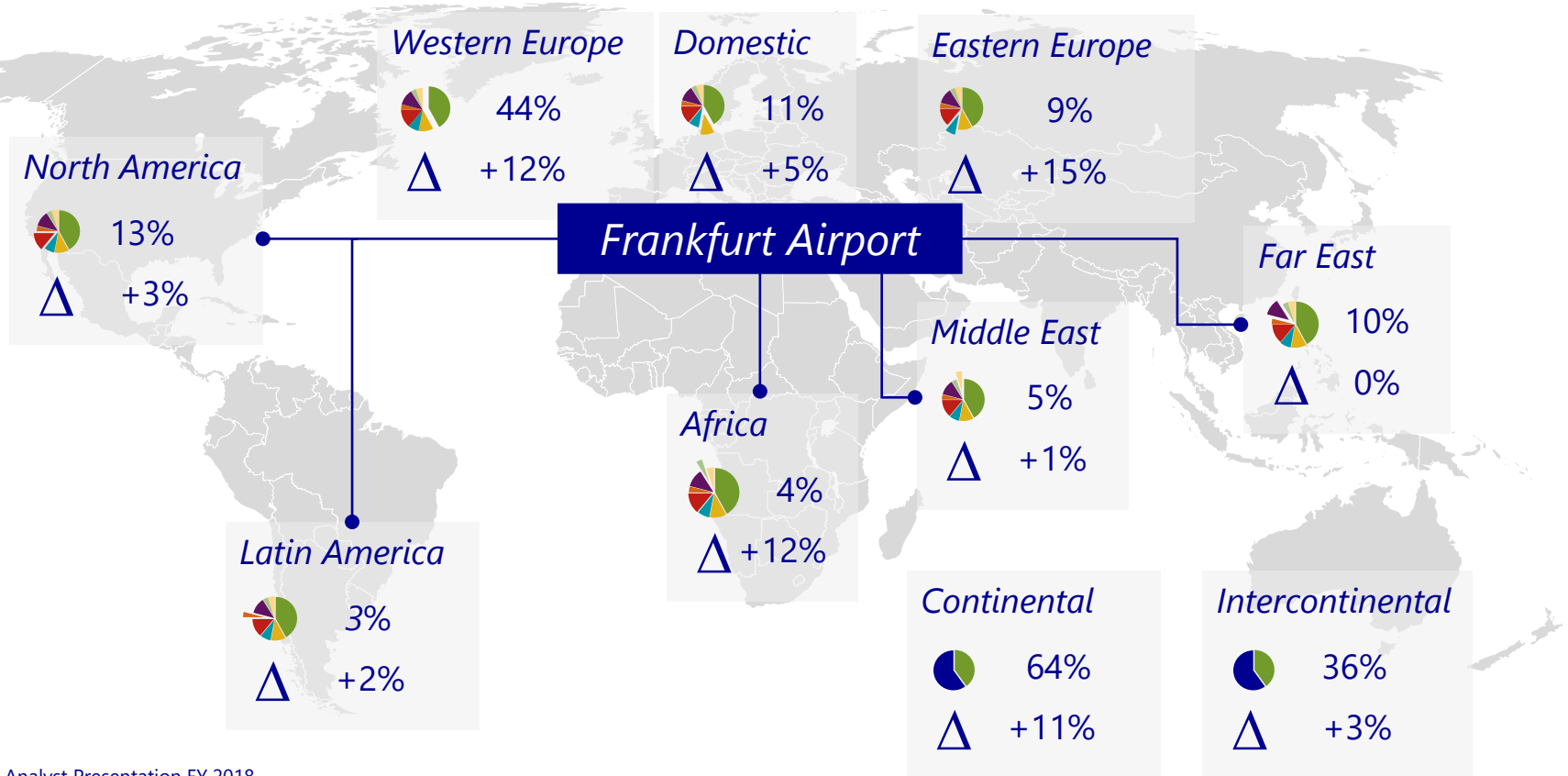
¹ Revenue adjusted by IFRIC 12: Lima 2018: €316.1 million (2017: €306.9 million); Fraport Greece 2018: €265.0 million (2017: €211.8 million); Fortaleza + Porto Alegre: 2018: €90.9 million; Antalya 2018: €316.8 million; Pulkovo/Thalita 2018: €270.3 million.

² Sum of the Group companies Fortaleza and Porto Alegre. Operations from January 2, 2018.

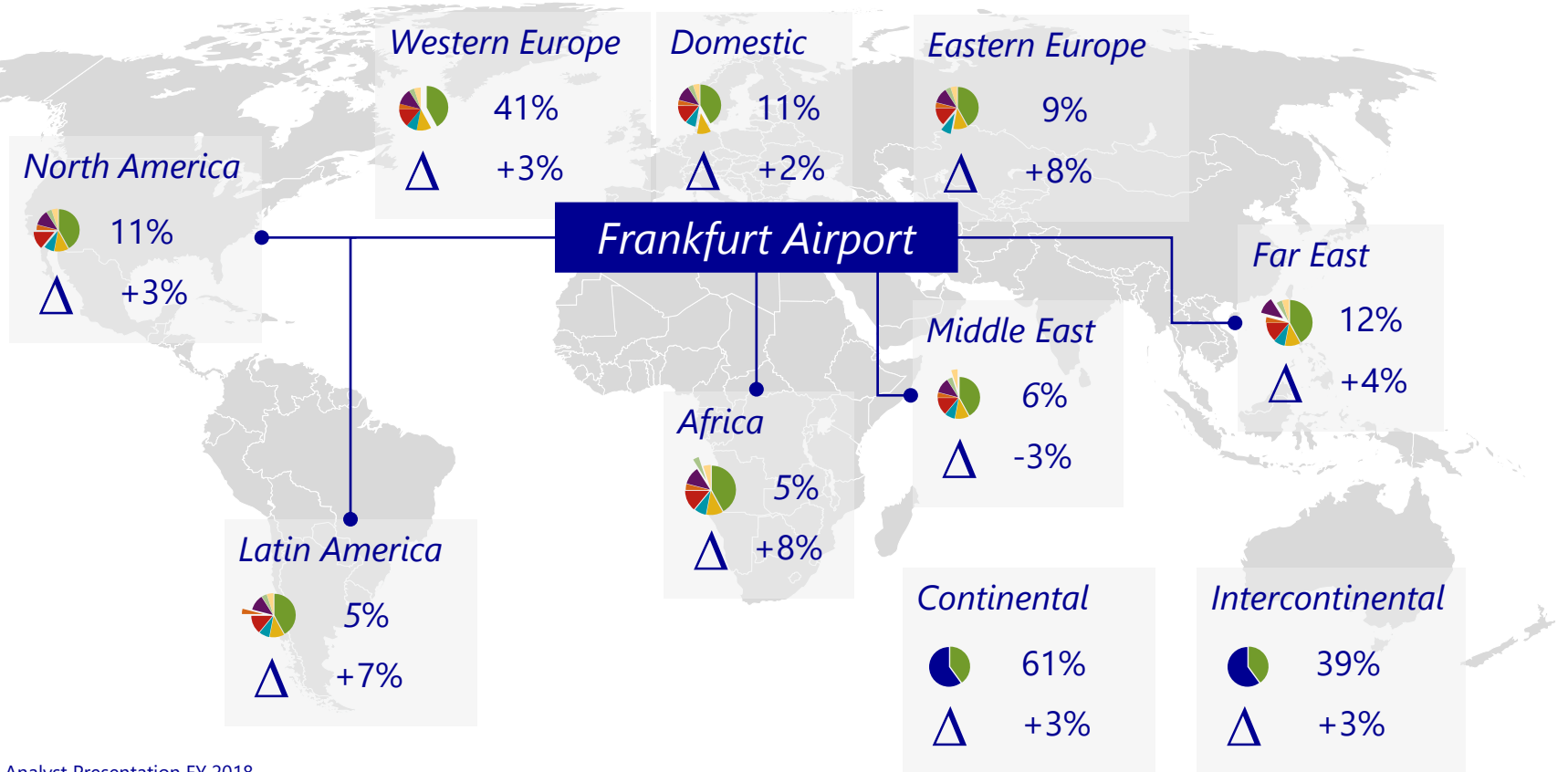
³ The Group companies Fraport Regional Airports of Greece A and Fraport Regional Airports of Greece B are collectively referred to as "Fraport Greece". Operations from April 11, 2017.

⁴ Share of voting rights: 51%, dividend share: 50 %.

FY 2018 Frankfurt Passenger Split



2M 2019 Frankfurt Passenger Split



IFRS 16 Accounting Impact on Lease Obligations



Current Accounting

As of 2019

Balance sheet

Assets		Liabilities	
Not recognized		Not recognized	

P+L	
Revenue	Expenses
n. a.	All expenses recorded as cost of material
	Cost 100% reflected in EBITDA



Balance sheet

Assets		Liabilities	
Right to use asset		NPV of lease obligations	

P+L	
Revenue	Expenses
n. a.	EBITDA unimpacted by lease cost
	D&A on Right to use
	EBIT partly impacted by D&A on right to use
	Interest on NPV adjustment
	Cost 100% reflected in EBT

IFRS 16 accounting for lessees in a nutshell:

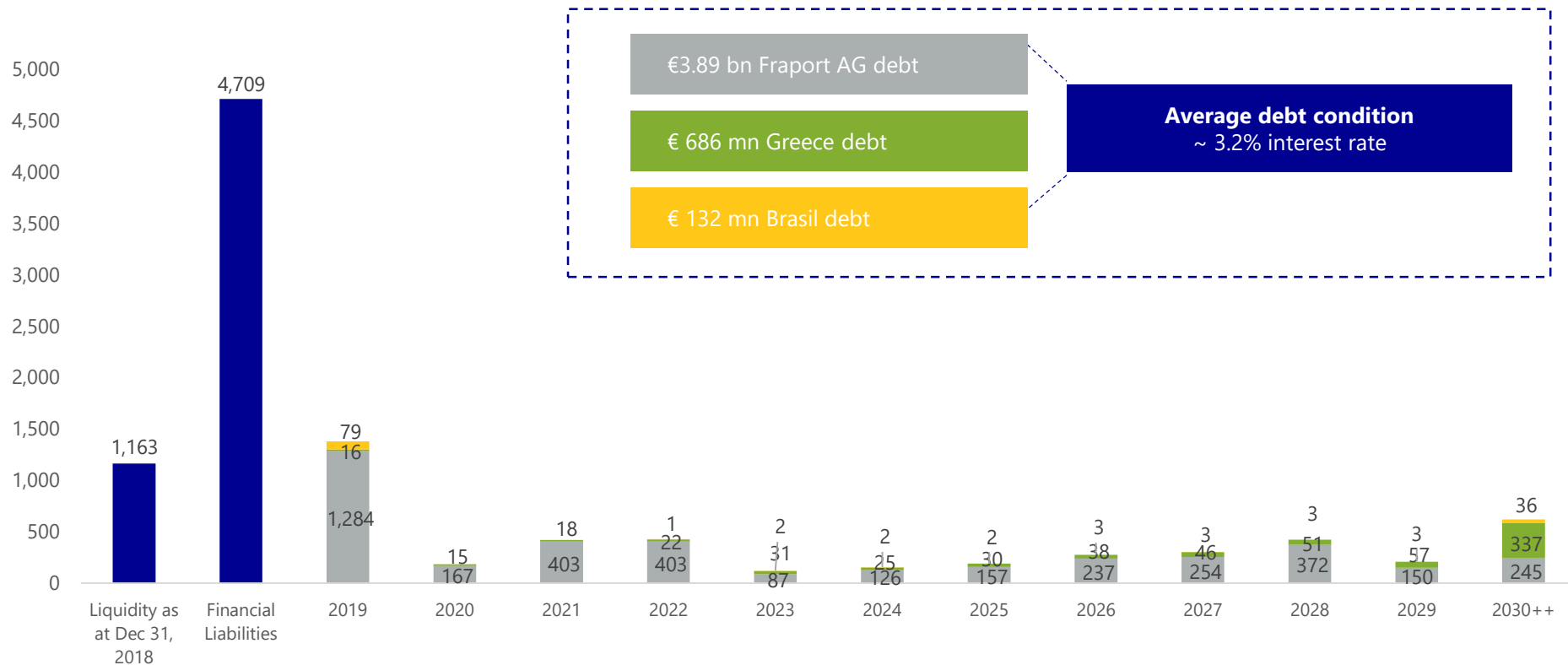
Transition from off-balance to on-balance, i.e., leasing contracts (mainly building / land rental contracts and retail concession agreements) must in future be accounted for in the same way as IFRIC 12. Recognition of a right to use and a liability in the amount of the present value of the future lease payments (previously only the future nominal payments were disclosed in the notes) = EBITDA relief and increase in D&A and interest expenses.

For Fraport: approx. 40mn increase in EBITDA, mildly positive on EBIT and mildly negative on EBT. Additional assets and liabilities of up to 340mn will now be recorded

Maturity Profile & Cash Position as at December 31, 2018

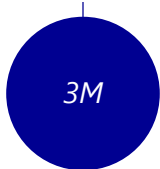


€ mil.



2019 Financial Calendar

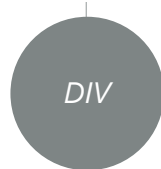
May 8, 2019



May 28, 2019



May 31, 2019



Aug 7, 2019

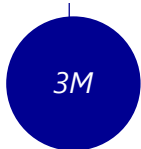


Nov 7, 2019



2019 Traffic Calendar

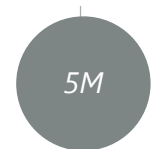
Apr 12, 2019



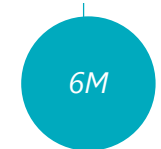
May 14, 2019



Jun 14, 2019



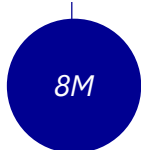
Jul 12, 2019



Aug 13, 2019



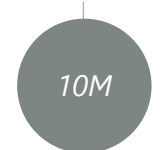
Sep 13, 2019



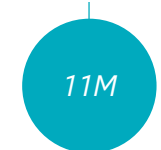
Oct 14, 2019



Nov 13, 2019



Dec 13, 2019



Jan 15, 2020



Thank you for your Attention!

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