

3M19 Analyst Presentation

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May 8, 2019



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Agenda



1 *Financial Highlights*

5 *2019 Outlook*

2 *Traffic Performances*

6 *Appendix*

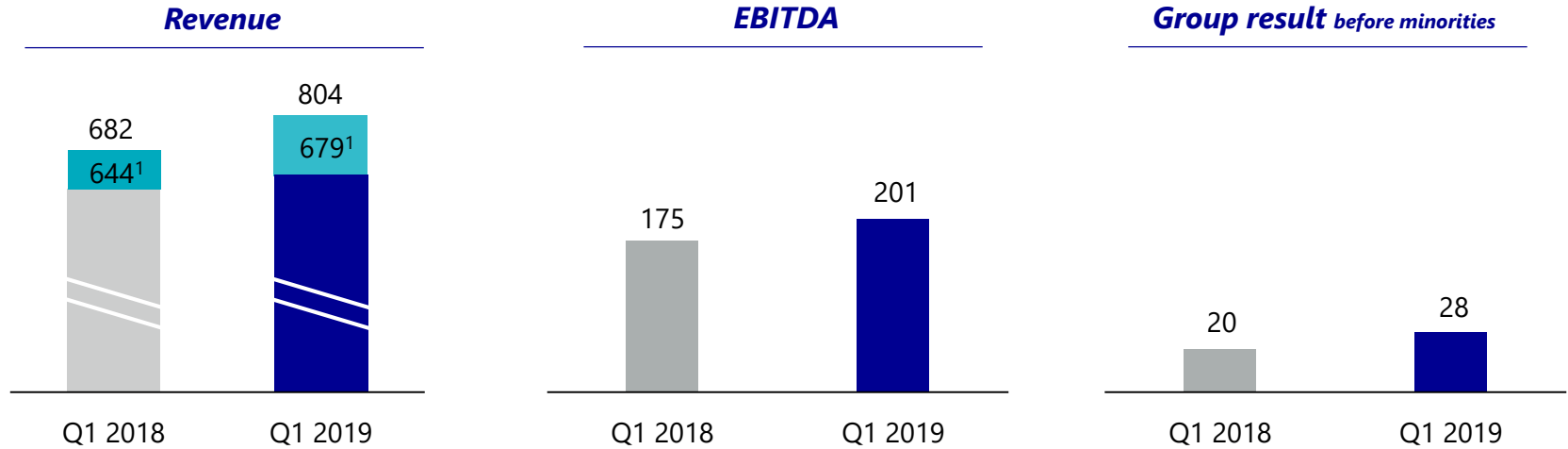
3 *Business Update*

4 *Detailed Financials*

Solid Earnings Growth despite Easter Shift into April



€ mil.

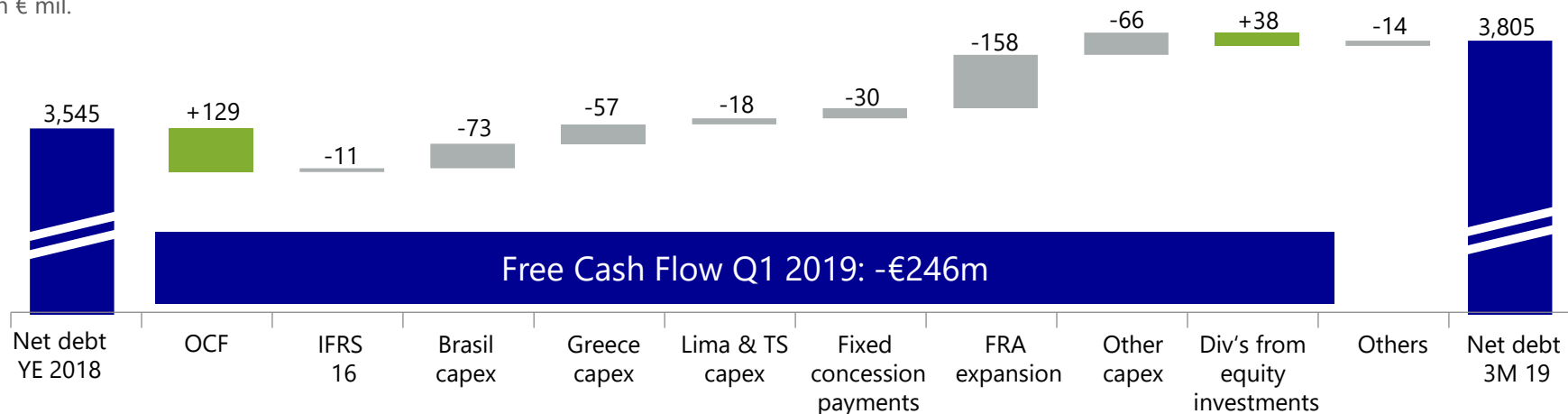


- Underlying revenue +5% driven by Group-wide traffic increase
- EBITDA grew by EUR+26 mil. thanks to underlying performances and IFRS 16 accounting effect
- EBITDA margin w/o IFRIC 12 revenue at 29.6%; compared to 27.2% in Q1 2018
- Despite higher D&A and interest expenses from IFRS 16; Group result +43% to EUR 28 mil.
- EPS at EUR 0.33, an increase of 32%

Cash Flow and Financial Position



in € mil.



Comments
› OCF before working capital changes reflects operational growth
› Free cash flow clearly negative due to down-payments in Frankfurt and abroad
› Net debt and Gearing ratio, therefore, up

Capex figures including down-payments to EPC companies
 1 = Capex in airport op. projects, other intangible assets, PPE, investment property, and at equity investments. No consideration of one-time payments for acquisitions.
 2 = OCF – IFRS 16 – Capex + Dividends from at equity investments
 3 = Figures as at December 31, 2018

€ mil.	3M 2019	3M 2018	%
Operating cash flow	129	81	+60.2
OCF before work. cap. changes	151	138	+9.1
Capex ¹	402	148	> 100
Free cash flow ²	-246	-67	-
Net debt	3,805	3,545 ³	+7.3
Equity	4,407	4,368 ³	+0.9
Gearing ratio	94	89 ³	+5PP



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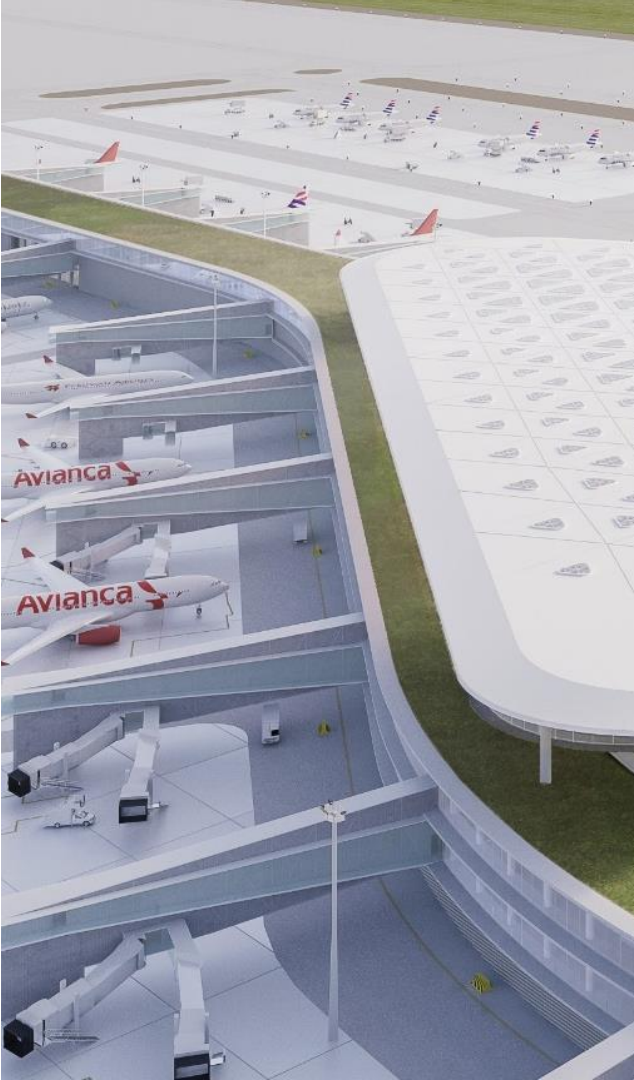
4 *Detailed Financials*

3M 19 Traffic up w/o Easter Holidays

Preliminary Figures
 FRA APR 2019: +5.1%
 FRA YTD 2019: +3.3%



Airport operations	Fraport Share	MAR 2019	Δ previous year	YTD 2019	Δ previous year	FY 2018	Δ previous year
Frankfurt	100%	5,592	+1.4%	14,798	+2.5%	69,510	+7.8%
Brasil	100%	1,219	+8.3%	3,921	+11.9%	14,915	+7.0%
Slovenija	100%	134	+3.0%	343	+4.0%	1,812	+7.7%
Greek regionals	73.4%	713	+1.1%	1,919	+8.2%	29,877	+8.9%
Lima	70.01%	1,817	+2.2%	5,514	+3.7%	22,118	+7.3%
Twin Star	60%	74	-9.9%	204	-5.8%	5,558	+12.2%
Antalya	51%	1,074	-0.1%	2,717	+5.8%	32,269	+22.5%
St. Petersburg	25%	1,331	+16.3%	3,644	+14.7%	18,122	+12.4%
Xi'an	24.5%	3,781	+3.7%	11,284	+8.0%	44,653	+6.7%



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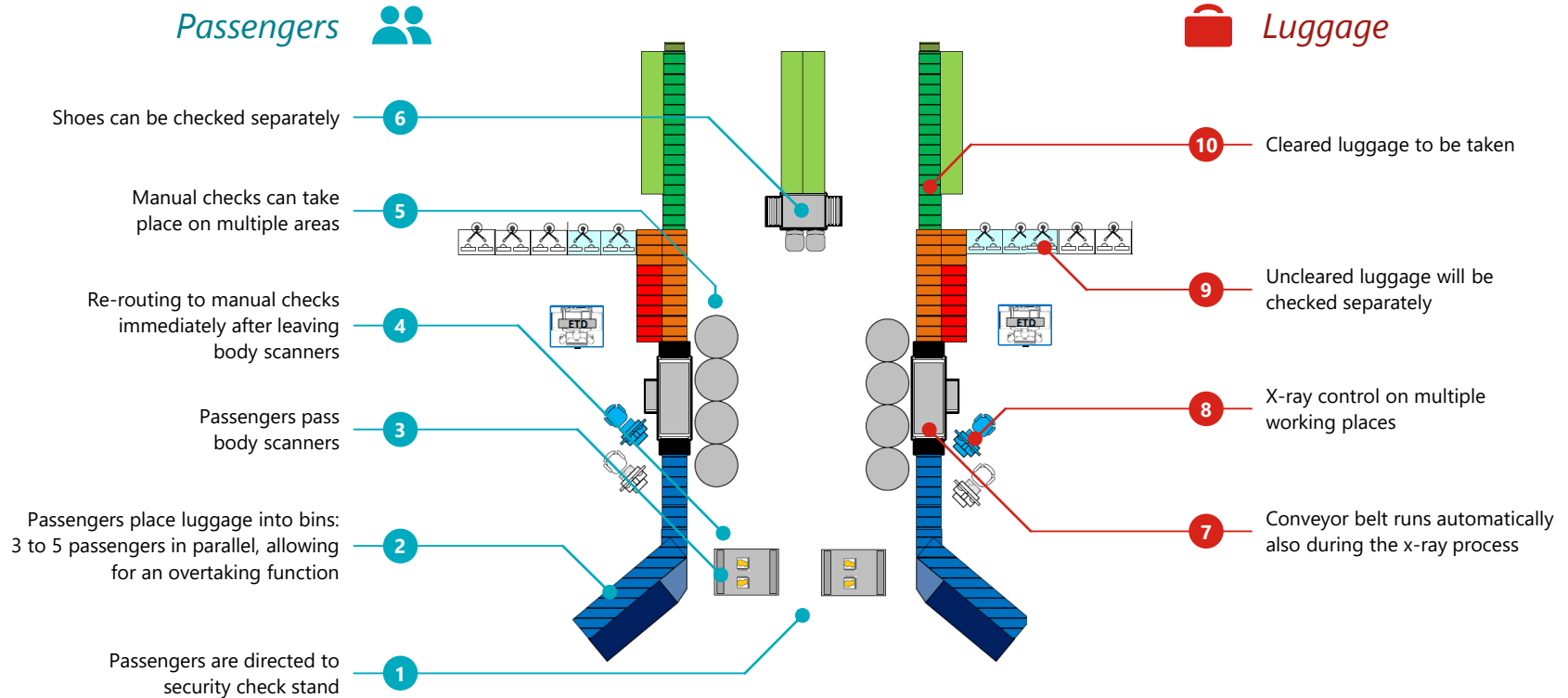
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Frankfurt Terminal 3



New Security Lane Equipment



Frankfurt Security Hall Progress



Details:

- New hall being ready ~July 2019
- Addition of 7 new security lanes to Concourse A
- Average throughput of up to 250 passengers/hour will mean doubling of existing capacities in Concourse A Schengen (currently: 17 lanes with approx. 80 passengers/hour capacity)
- Concourse A is heart of LH operations
- Further possibilities of new security lane roll out currently under review

Frankfurt Retail Short-term Measures



Shopping

Saint Laurent (former mixed fashion) | Apr 2019 ✓

Christ Jewelry (former Casino) | Apr 2019 ✓

Boss (former mixed fashion) | Apr 2019 ✓

Gucci (former mixed fashion) | Q2 2019

Hermès (former Swarovski) | Q2 2019

Max Mara (former small Hermès) | H2 2019

Travel Value (Revamp) | H2 2019

Food & Beverages / Services

Best Worscht in Town (former Northsea) | Apr 2019 ✓

Mini Bar (Revamp) | Apr 2019 ✓

Puro Gusto (new: B-Schengen) | H2 2019

NapCabs (new: B-Non-Schengen) | H2 2019

Sixt Luxury Lounge (new: A-Arrival) | H2 2019

Deli Bros. (new: B-Non-Schengen) | H2 2019

Samsung / O2 (new: A-Arrival) | H2 2019



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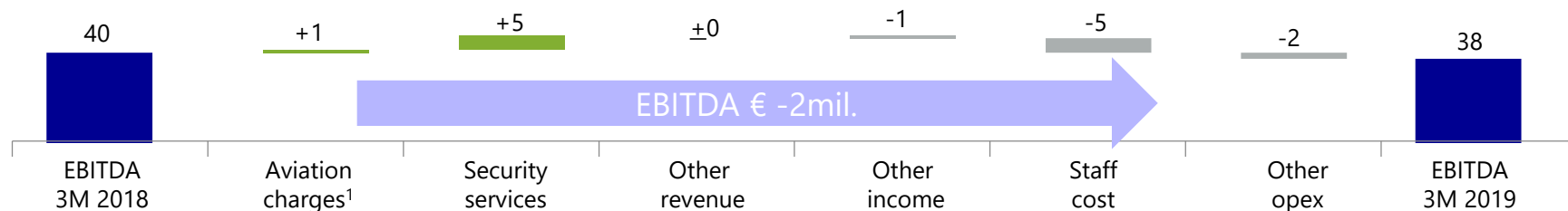
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Detailed Financials

Aviation



in € mil.



Comments

- › Slight increase in Aviation charges due to traffic growth and incentives
- › Increase in security services revenue balanced with cost in the same amount
- › Less other income (1m) and higher wages (1m) compensated increase in Aviation charges; EBITDA as a result down
- › D&A increase reflects shorter assumed useful life times as of Q3 2018
- › EBIT correspondingly negative

P&L in € mil.	3M 2019	3M 2018	%
Revenue	225	219	+2.6
- Airport charges ¹	175	174	+0.6
- Security services	39	34	+13.9
- Other revenue	12	12	+0.0
EBITDA	38	40	-4.0
EBIT	-1	10	-
Employees	6,308	6,075	+3.8

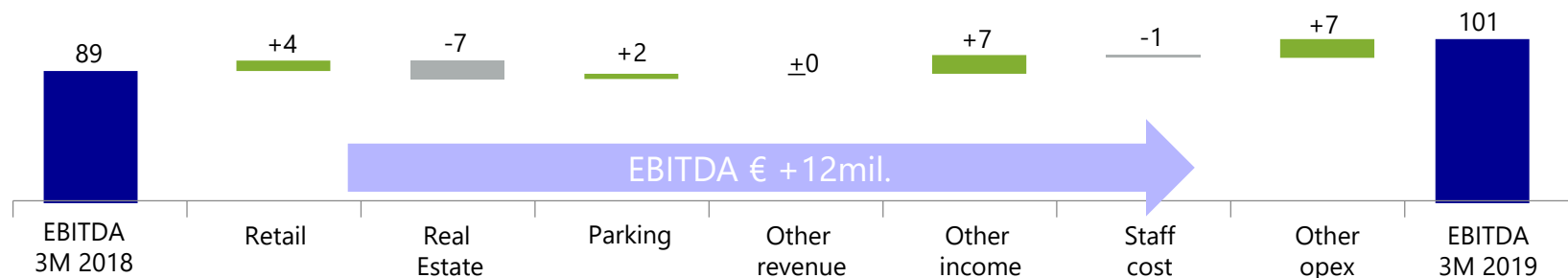
¹Aviation charges incl. reimbursements to airlines based on growth incentives. Due to commercial rounding discrepancies may occur when summing up, % changes based on unrounded figures

Detailed Financials

Retail & Real Estate



in € mil.



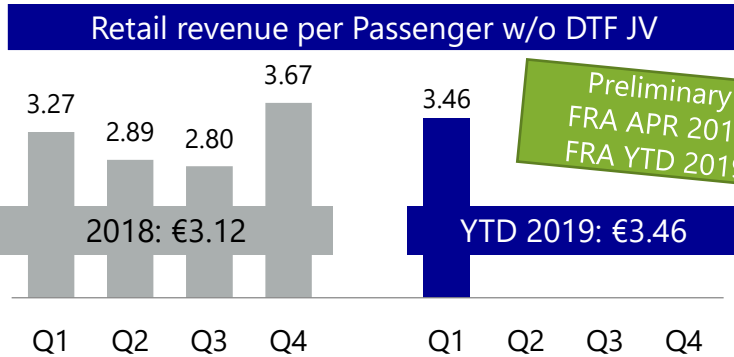
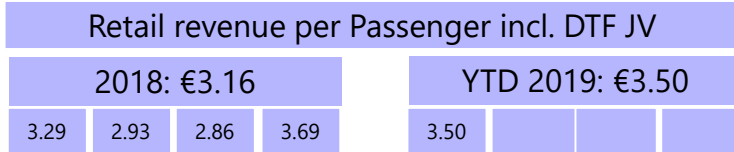
Comments

- › Retail spend per passenger: +5.8%
- › Parking revenue up due to higher passenger volumes and increased utilization
- › Real Estate revenue down due to disposal of energy supply subsidiary, corresponding opex reduction
- › Other income up due to €12m book gain from disposal of energy supply subsidiary (Q1 2018: €5m gain from property sale)
- › EBITDA reflects positive underlying development and other income delta

P&L in € mil.	3M 2019	3M 2018	%
Revenue	116	117	-1.0
- Retail	49	45	+9.0
- Real Estate	41	48	-15.1
- Parking	25	23	+6.0
- Other revenue	2	2	+35.3
EBITDA	101	89	+13.6
EBIT	79	68	+15.6
Employees	647	645	+0.3

Due to commercial rounding discrepancies may occur when summing up, % changes based on unrounded figures

Frankfurt Retail per Passenger Growth continued in Q1 2019!

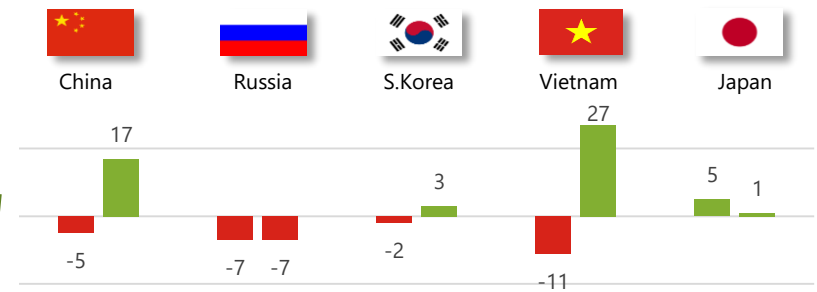


Preliminary Figures
 FRA APR 2019: +9.1%
 FRA YTD 2019: +7.0%

Retail revenue streams

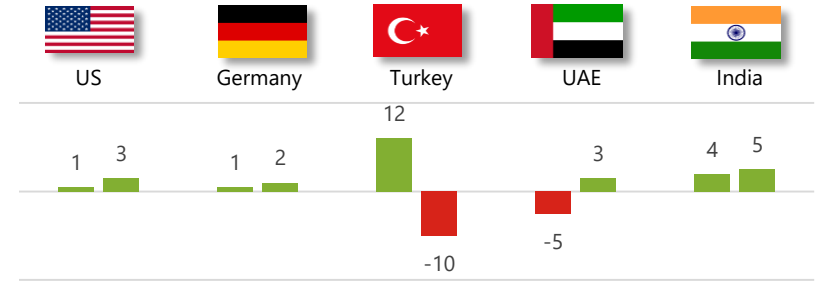
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Shopping	26.7	29.2	30.8	33.4	28.0			
Services	13.1	15.3	16.8	15.6	12.8			
Advertising	7.4	8.1	9.2	11.5	10.4			
DTF-JV	0.3	0.7	1.2	0.4	0.6			

Q1 Top 5 Spenders (Destination tracked, not nationality)



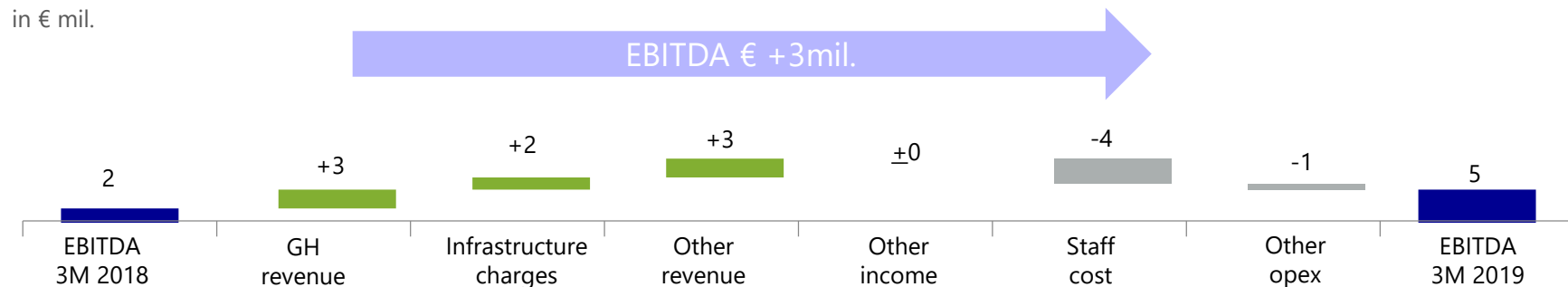
Left columns = % change in volumes vs. Q4Y 2017
 Right columns = % change in retail revenue per pax vs. Q4 2017

Q1 Top 5 Volumes (Destination tracked, not nationality)



Detailed Financials

Ground Handling



Comments
› Increase in MTOM, movements & passenger volumes led to revenue growth
› Annualizing effect of staff hiring to handle traffic growth + higher wages led to staff cost increase
› 10m revenue growth translated into 3m EBITDA growth
› EBIT mildly up but still negative

P&L in € mil.	3M 2019	3M 2018	%
Revenue	161	151	+6.4
- Ground Handling	81	78	+4.5
- Infrastructure	72	70	+3.9
- Other revenue	7	4	+100.0
EBITDA	5	2	>100
EBIT	-6	-8	-
Employees	9,402	9,009	+4.4

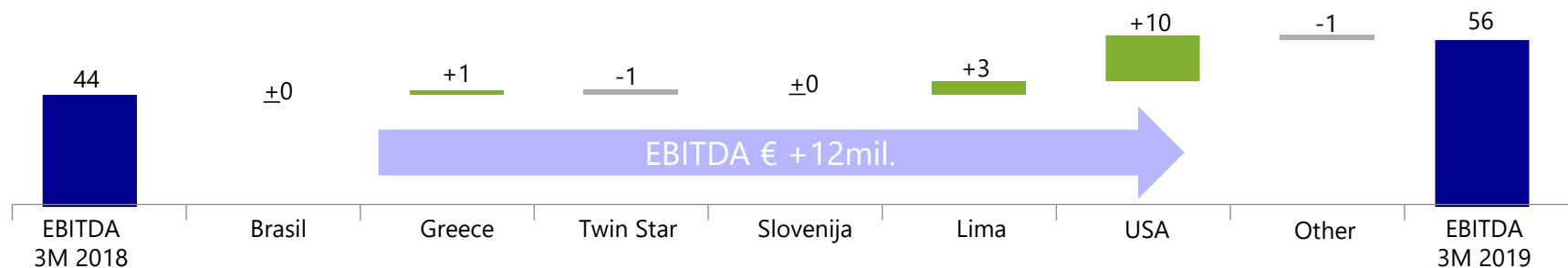
Due to commercial rounding discrepancies may occur when summing up, % changes based on unrounded figures

Detailed Financials

International Activities & Services



EBITDA
in € mil.



Comments

- › First-time application of IFRS16 increased US EBITDA and D&A by c.10m
- › Fraport Greece with slightly positive Q1 development despite Easter shift
- › Lima positively impacted by Q1 USD appreciation, local EBITDA +1m USD or 2%
- › Fraport Brasil adversely impacted by Q1 BRL devaluation, local EBITDA +2m BRL or 6%
- › EBITDA & EBIT with solid increase in low season quarter

P&L in € mil.	3M 2019	3M 2018	%
Revenue	302	194	+55.6
Revenue excl. IFRIC 12	177	156	+12.9
EBITDA	56	44	+28.1
EBIT	14	12	+18.6
Employees	5,792	5,496	+5.4

Due to commercial rounding discrepancies may occur when summing up, % changes based on unrounded figures



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Unchanged: Operational + 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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Group P+L



in € million	Q1 2019	Q1 2018
Revenue	803.8	681.7
Revenue w/o IFRIC 12	678.5	644.2
Change in work-in-process	0.2	0.1
Other internal work capitalized	8.8	8.4
Other operating income	17.5	11.9
Total revenue	830.3	702.1
Cost of materials	-288.2	-201.3
Personnel expenses	-300.1	-284.1
Other operating expenses	-41.4	-42.0
EBITDA	200.6	174.7
Depreciation and amortization	-114.5	-92.4
EBIT/Operating result	86.1	82.3
Interest income	8.9	6.4
Interest expenses	-49.9	-50.5
Result from companies accounted for using the equity method	-10.8	-13.0
Other financial result	2.2	1.0
Financial result	-49.6	-56.1
EBT/Result from ordinary operations	36.5	26.2
Taxes on income	-8.5	-6.6
Group result	28.0	19.6
thereof profit attributable to non-controlling interests	-2.5	-3.5
thereof profit attributable to shareholders of Fraport AG	30.5	23.1
Earnings per €10 share in €		
basic	0.33	0.25
diluted	0.33	0.25

Group Cash Flow



in € million	Q1 2019	Q1 2018
Profit attributable to shareholders of Fraport AG	30.5	23.1
Profit attributable to non-controlling interests	-2.5	-3.5
Adjustments for		
Taxes on income	8.5	6.6
Depreciation and amortization	114.5	92.4
Interest result	41.0	44.1
Gains/losses from disposal of non-current assets	0.0	-4.8
Others	-15.5	-4.6
Changes in the measurement of companies accounted for using the equity method	10.8	13.0
Changes in inventories	0.5	1.7
Changes in receivables and financial assets	4.2	-46.7
Changes in liabilities	-14.8	-8.0
Changes in provisions	-11.6	-4.6
Operating activities	165.6	108.7
Financial activities		
Interest paid	-4.9	-9.9
Interest received	4.2	2.7
Paid taxes on income	-35.9	-21.0
Cash flow from operating activities	129.0	80.5

in € million	Q1 2019	Q1 2018
Cash flow from operating activities	129.0	80.5
Investments in airport operating projects	-178.2	-71.7
Investments for other intangible assets	-2.2	-2.0
Capital expenditure for property, plant, and equipment	-221.7	-73.8
Investments for "Investment property"	-0.1	-0.5
Sale of consolidated subsidiaries	4.5	0.0
Dividends from companies accounted for using the equity method	38.2	0.6
Proceeds from disposal of non-current assets	0.5	14.1
Cash flow used in investing activities excluding investments in cash deposits and securities	-359.0	-133.3
Financial investments in securities and promissory note loans	-79.8	-43.0
Proceeds from disposal of securities and promissory note loans	43.5	50.6
Increase/decrease in time deposits with a term of more than three months	-20.8	9.6
Cash flow used in investing activities	-416.1	-116.1
Cash inflow from long-term financial liabilities	589.4	2.0
Repayment of non-current financial liabilities	-121.7	-31.3
Changes in current financial liabilities	-136.7	84.8
Cash flow from financing activities	331.0	55.5
Changes in restricted cash and cash equivalents	35.3	0.0
Change in cash and cash equivalents	79.2	19.9
Cash and cash equivalents as at January 1	598.2	461.0
Foreign currency translation effects on cash and cash equivalents	5.4	-4.1
Cash and cash equivalents as at March 31	682.8	476.8

Group Financial Position



Assets

in € million	March 31, 2019	December 31, 2018
Non-current assets		
Goodwill	19.3	19.3
Investments in airport operating projects	3,030.0	2,844.3
Other intangible assets	134.6	134.5
Property, plant, and equipment	6,554.3	6,081.7
Investment property	88.6	88.8
Investments in companies accounted for using the equity method	216.2	260.0
Other financial assets	478.7	426.1
Other receivables and financial assets	191.9	195.0
Deferred tax assets	57.2	56.7
	10,770.8	10,106.4
Current assets		
Inventories	28.4	28.9
Trade accounts receivable	149.4	177.9
Other receivables and financial assets	265.3	304.3
Income tax receivables	16.2	13.1
Cash and cash equivalents	871.4	801.3
	1,330.7	1,325.5
Non-current assets held for sale	0.0	17.2
Total	12,101.5	11,449.1

Liabilities and equity

in € million	March 31, 2019	December 31, 2018
Shareholders' equity		
Issued capital	923.9	923.9
Capital reserve	598.5	598.5
Revenue reserves	2,698.7	2,657.9
Equity attributable to shareholders of Fraport AG	4,221.1	4,180.3
Non-controlling interests	186.0	187.7
	4,407.1	4,368.0
Non-current liabilities		
Financial liabilities	4,694.9	4,100.3
Trade accounts payable	44.9	45.5
Other liabilities	1,292.5	1,016.7
Deferred tax liabilities	227.7	228.3
Provisions for pensions and similar obligations	35.7	31.7
Provisions for income taxes	74.6	74.2
Other provisions	156.7	160.2
	6,527.0	5,656.9
Current liabilities		
Financial liabilities	382.0	608.3
Trade accounts payable	215.9	286.5
Other liabilities	373.9	275.6
Provisions for income taxes	27.1	43.9
Other provisions	168.5	201.1
	1,167.4	1,415.4
Liabilities related to assets held for sale	0.0	8.8
Total	12,101.5	11,449.1

Performance of Major Airport Investments



Fully consolidated Group companies

in € million	Share in %	Revenue ¹			EBITDA			EBIT			Result		
		Q1 2019	Q1 2018	Δ %	Q1 2019	Q1 2018	Δ %	Q1 2019	Q1 2018	Δ %	Q1 2019	Q1 2018	Δ %
Fraport USA	100	17.0	9.3	+82.8	10.6	0.4	>100	0.1	-0.7	-	-2.2	-0.7	-
Fraport Slovenija	100	10.1	9.8	+3.1	3.6	3.3	+9.1	1.0	0.8	+25.0	0.8	0.7	+14.3
Fortaleza + Porto Alegre ²⁾	100	86.1	30.8	>100	9.3	9.2	+1.1	6.2	5.9	+5.1	4.1	1.5	>100
Fraport Greece ³⁾	73.4	78.0	44.3	+76.1	0.3	-0.5	-	-11.3	-11.5	-	-25.2	-25.1	-
Lima	70.01	88.6	76.3	+16.1	31.9	28.7	+11.1	28.3	25.2	+12.3	19.6	16.8	+16.7
Twin Star	60	3.2	3.5	-8.6	-1.2	-0.6	-	-4.2	-3.5	-	-5.2	-4.7	-

Group companies accounted for using the equity method

in € million	Share in %	Revenue ¹			EBITDA			EBIT			Result		
		Q1 2019	Q1 2018	Δ %	Q1 2019	Q1 2018	Δ %	Q1 2019	Q1 2018	Δ %	Q1 2019	Q1 2018	Δ %
Antalya	51/50 ⁴⁾	25.5	23.9	+6.7	15.4	8.5	+81.2	-12.5	-18.9	-	-27.0	-27.0	-
Pulkovo/Thalita	25	54.7	51.3	+6.6	24.1	24.7	-2.4	15.1	16.2	-6.8	1.3	-14.5	-
Xi'an	24.5	63.6	59.5	+6.9	28.0	29.1	-3.8	15.8	17.4	-9.2	13.4	14.6	-8.2

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

¹⁾ Revenue adjusted for IFRIC 12: Lima Q1 2019: €81.8 million (Q1 2018: €71.6 million); Fraport Greece Q1 2019: €22.6 million (Q1 2018: €20.1 million); Fortaleza + Porto Alegre Q1 2019: €23.0 million (Q1 2018: €22.2 million); Antalya Q1 2019: €23.9 million (Q1 2018: €17.4 million).

²⁾ For reporting purposes, the Group companies Fortaleza and Porto Alegre are collectively referred to as "Fraport Brasil".

³⁾ The Group companies Fraport Regional Airports of Greece A and Fraport Regional Airports of Greece B are collectively referred to as "Fraport Greece".

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

Capex and Cash Flow Outlook



Frankfurt

EUR c.600 - 650mn



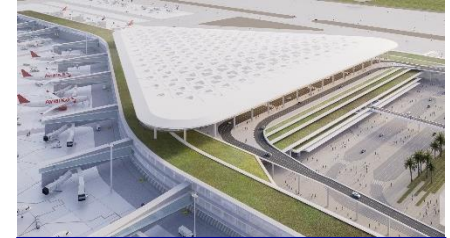
Brasil

EUR c.200mn



Greece

EUR c.150 - 200mn



Lima¹

EUR c.150mn

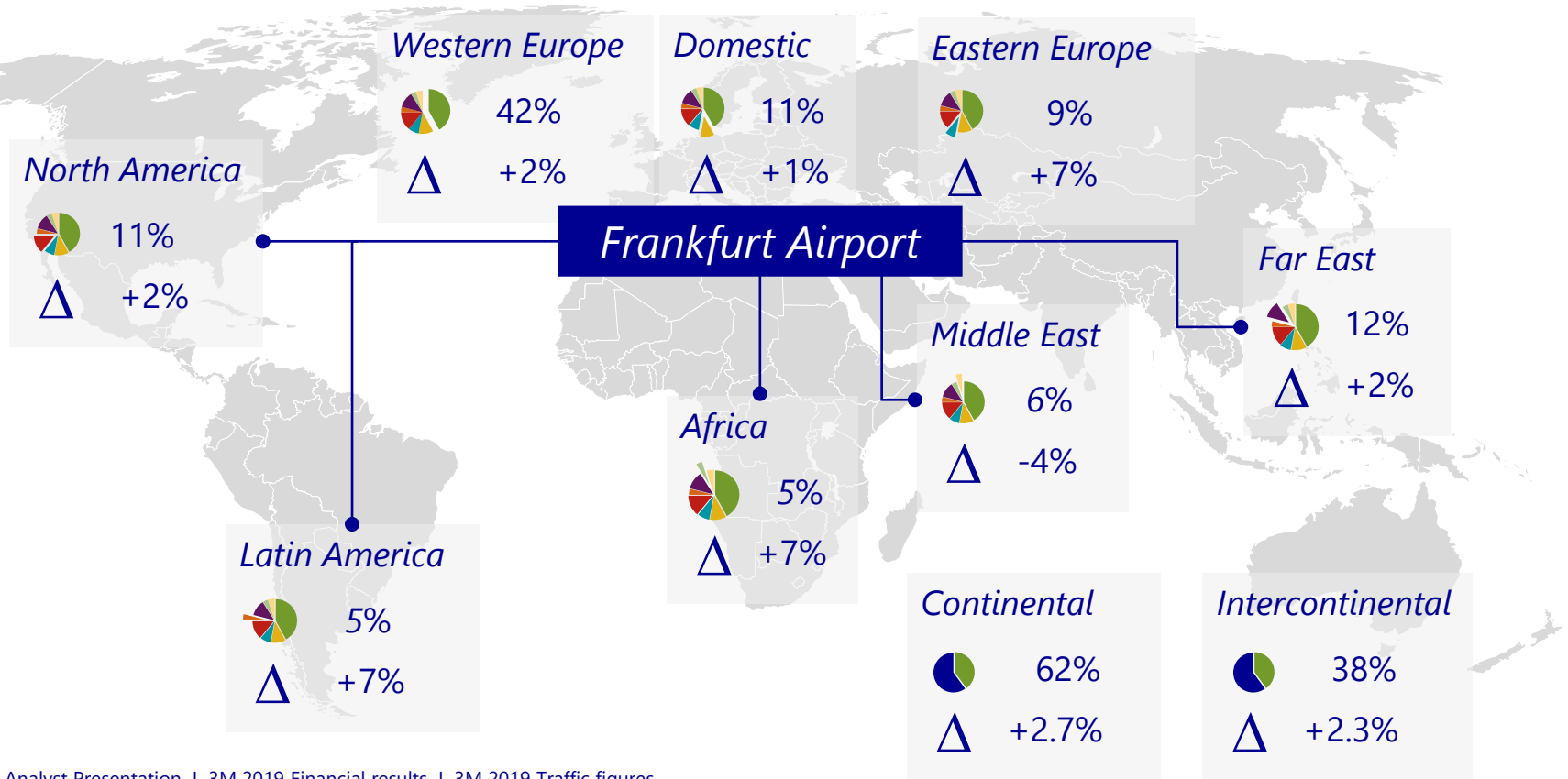


FY 2019 Capex estimate up to EUR c. 1.2bn
FCF to turn clearly negative
YE 2019 Net debt estimate of EUR c. 4bn²

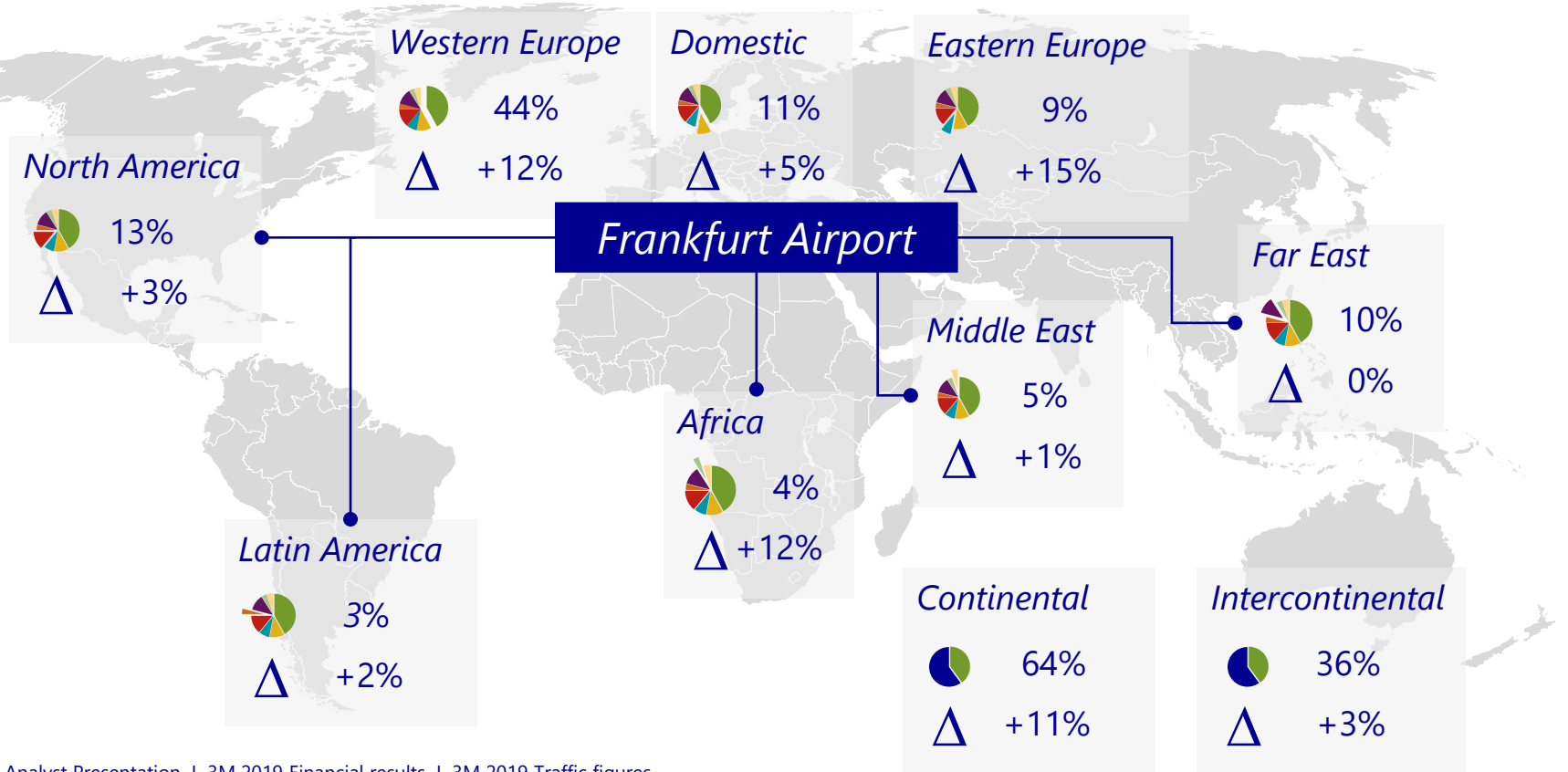
¹ Lima Capex will largely depend on awarding processes for Runway and Terminal projects

² No consideration of further M&A activities or divestments

3M 19 Frankfurt Passenger Split



FY 2018 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 March 31, 2019

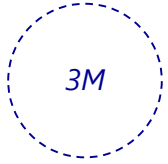


€ mil.



2019 Financial Calendar

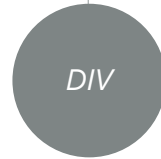
May 8, 2019



May 28, 2019



May 31, 2019



Aug 7, 2019



Nov 7, 2019



2019 Traffic Calendar

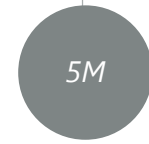
Apr 12, 2019



May 14, 2019



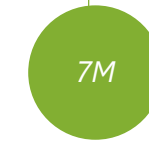
Jun 14, 2019



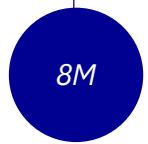
Jul 12, 2019



Aug 13, 2019



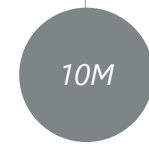
Sep 13, 2019



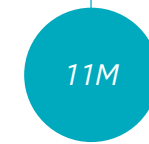
Oct 14, 2019



Nov 13, 2019



Dec 13, 2019



Jan 15, 2020



Thank you for your Attention!

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