

# *Visual Fact Book*

## *Full Year 2013*



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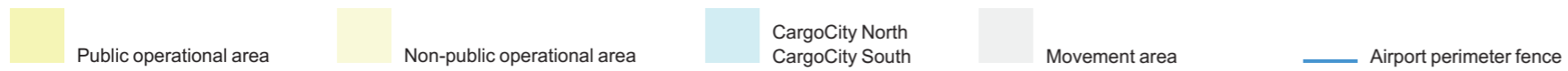
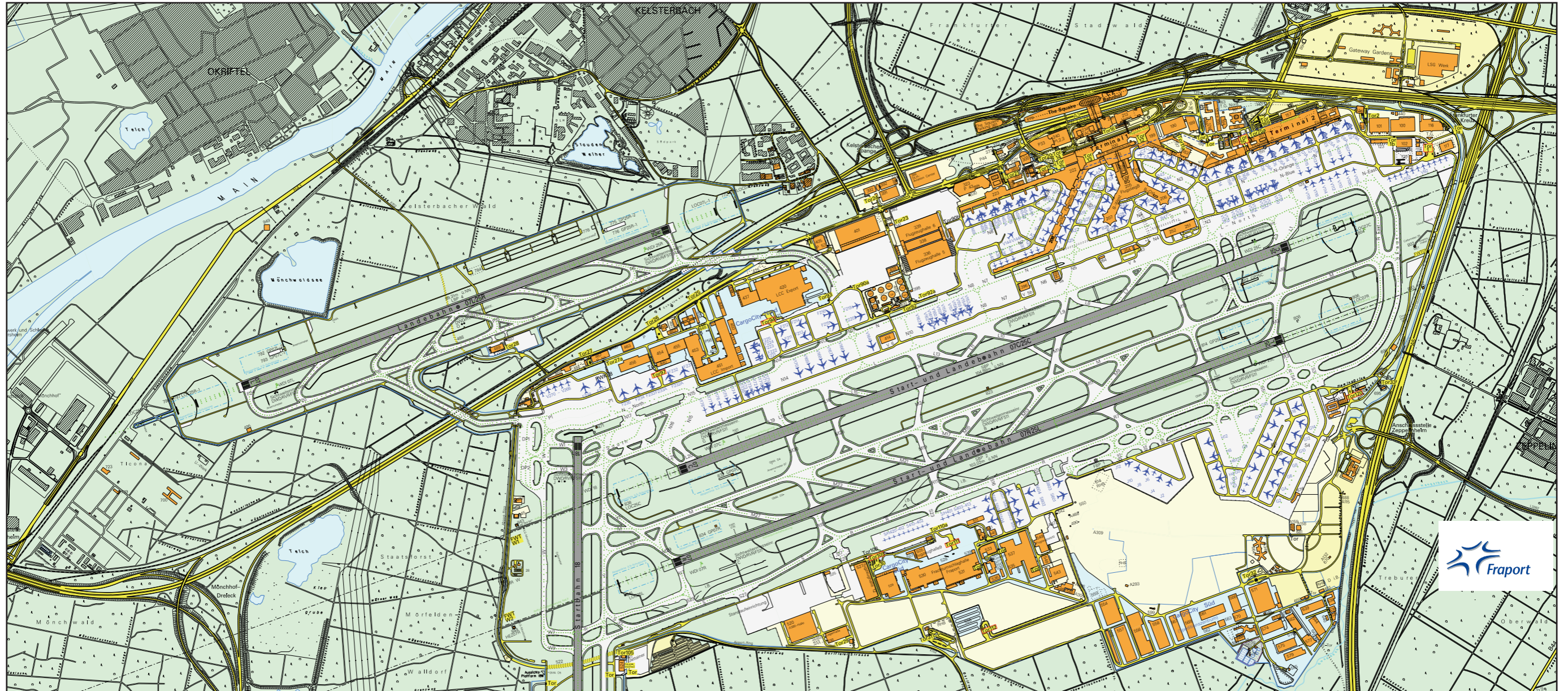
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# Map of Frankfurt Airport incl. Terminal 3 (planned) and Northwest Runway, as of January 2014



Scale: approx. 1 : 26,000



## **Disclaimer**

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## **Fraport at a Glance**

### **Overview**



## Overview Features of Fraport Group



- Fraport AG – Frankfurt Airport Services Worldwide – based in Frankfurt/Main, Germany
- Owns and operates Frankfurt Airport, Germany's biggest hub airport as well as other airports around the world
- IPO in June 2001
- 197.8 million passengers at all airports of Fraport Group in 2013\*
  - 103.5 million passengers at majority-owned airports (with an interest of at least 50%)
  - 80.8 million passengers at minority-owned airports
  - The Fraport Group employs 20,947\*\* people, thereof 19,009 in Germany
- Fraport generated in 2013 revenue of € 2.6 billion, EBITDA of € 880 million and a Group Result of € 236 million\*\*\*

\* Riyadh/Jeddah not included, Cairo ended beginning of 2014    \*\* Average number of employees excl. apprentices & employees on leave  
\*\*\* Rounded figures, group result before minorities



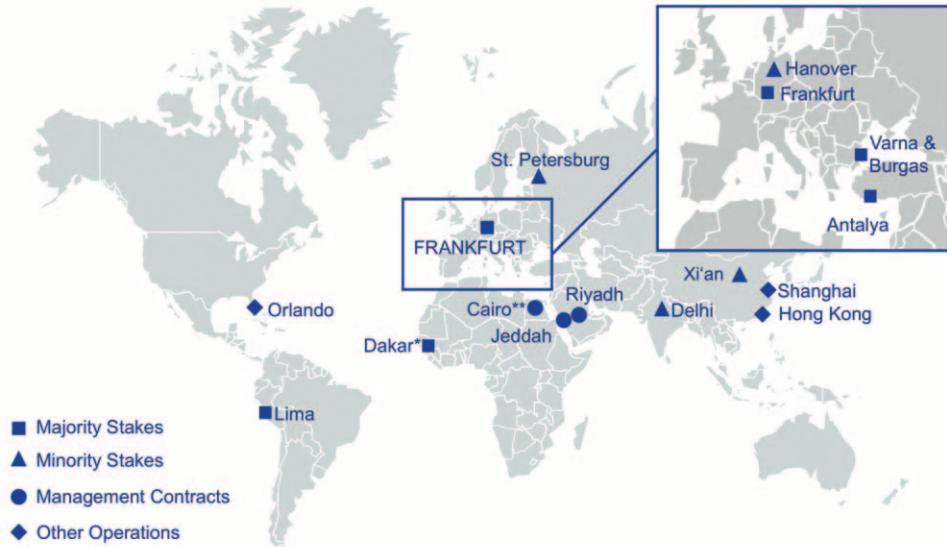
## Overview History of Fraport Group

- |                  |   |
|------------------|---|
| 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  |
| 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 until today | Focus on international activities: Acquisition of Hanover, Frankfurt-Hahn, Delhi, Antalya, Lima, Varna & Burgas, Xi'an, Saint Petersburg; Management Contracts with Riyadh & Jeddah, Cairo, Dakar |
| 2008             | Construction start of Pier A-Plus   |
| 2009             | Construction start of the Runway Northwest  |
| 2011             | Inauguration of the Runway Northwest  |
| 2012             | Inauguration of Pier A-Plus   |





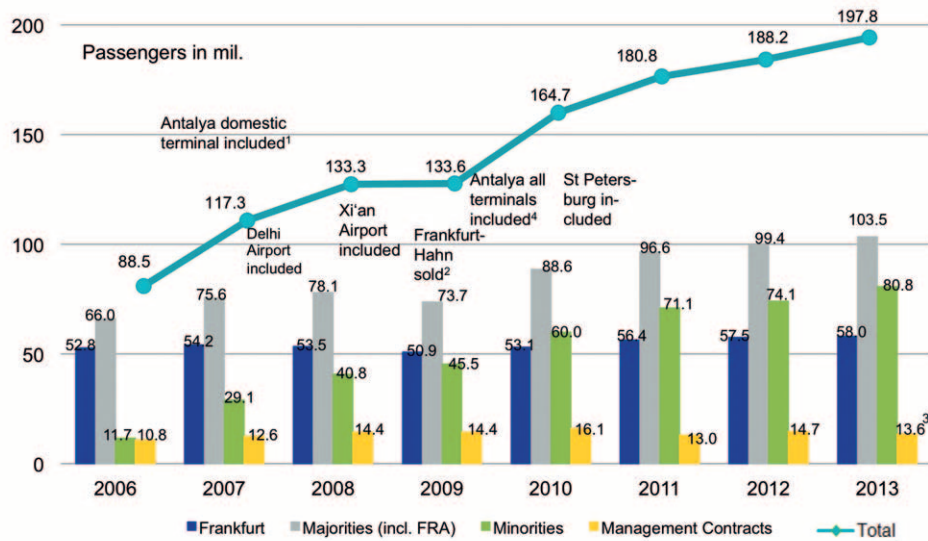
## Overview Fraport Activities Worldwide



\* Concession contract of future Dakar airport  
\*\* Management contract ended at the beginning of 2014



## Overview Traffic Figures of Fraport Group Overview



1) Effect of +0.7 mil. passengers 2) Effect of -3.8 mil. Passengers 3) Riyadh and Jeddah not included, Cairo ended at the beginning of 2014 4) as of September 24, 2009



## Overview

### Traffic Figures of Fraport Group in Detail 2013

in 000	Share in %	Passengers	in %	Cargo	in %	Movements	in %
Frankfurt	100	58,037	0.9	2,095	1.4	473	-2.0
Antalya <sup>1</sup>	51	26,716	7.1	n. a.	-	169	6.4
Lima <sup>2</sup>	70	14,913	11.9	297	1.0	153	3.2
Burgas	60	2,480	4.2	3	15.1	18	-2.2
Varna	60	1,319	8.0	< 1	5.5	12	7.2
St Petersburg	35.5	12,854	15.2	n. a.	-	137	9.4
Hanover	30	5,235	-1.0	15	-7.6	76	-5.1
Xi'an	24.5	26,046	11.2	179	2.3	225	10.7
Delhi	10	36,712	7.3	596	6.3	309	1.3
Cairo <sup>3</sup>	-	13,578	-7.7	n. a.	-	142	-0.3
Group total <sup>4</sup>		197,891	5.2	3,183	2.2	1,715	2.3

1) Equity Share 50%/Voting rights 51%; proportionate consolidation  
2) 70.01%

3) Management contract ended at the beginning of 2014  
4) Management contract Saudi Arabia not included



## Overview

### Group Portfolio 2013

Dr. Stefan Schulte Chief Executive Officer	Anke Giesen Executive Director Ground Handling	Michael Müller Executive Director Labor Relations	Peter Schmitz Executive Director Operations	Dr. Matthias Zieschang CFO*
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Revenue	€ 2,561.4 mil.	Group Result	€ 235.7 mil.
EBITDA	€ 880.2 mil.	EPS	€ 2.40
EBIT	€ 528.1 mil.	Employees**	20,947

Aviation	Retail & Real Estate	Ground Handling	External Activities & Services
<ul style="list-style-type: none"> <li>Airside and Terminal Management, Corporate Safety and Security</li> <li>Airport Security Management</li> </ul>	<ul style="list-style-type: none"> <li>Retail and Properties (retail activities, parking facility management, leasing and marketing of real estate)</li> </ul>	<ul style="list-style-type: none"> <li>Ground Services (ramp, passenger, baggage and cargo services)</li> </ul>	<ul style="list-style-type: none"> <li>Global Investments and Management</li> <li>Facility Management</li> <li>Information and Telecommunications</li> <li>Corporate Infrastructure Management</li> </ul>
Revenue € 845.2 mil. EBITDA € 205.4 mil. EBIT € 88.1 mil. Employees** 6,194	Revenue € 469.0 mil. EBITDA € 350.7 mil. EBIT € 267.9 mil. Employees** 648	Revenue € 656.2 mil. EBITDA € 38.2 mil. EBIT € -2.3 mil. Employees** 9,017	Revenue € 591.0 mil. EBITDA € 285.9 mil. EBIT € 174.4 mil. Employees** 5,088

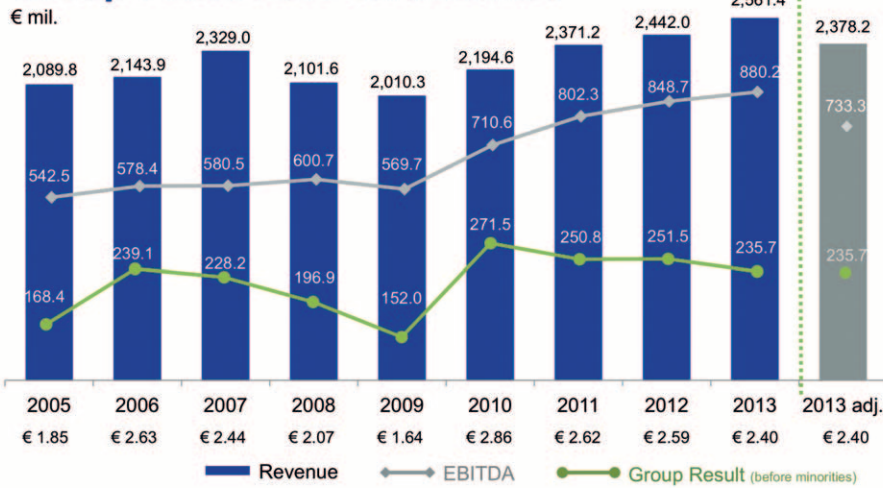
\* Executive Director Controlling & Finance

\*\* Average number of employees excluding apprentices and employees on leave





## Overview Group Financial Performance\*



\*Figures including one-off, and consolidation effects, major effects included:  
 2006: Positive Group result effect from €18.0 mil. Manila payment in financial result, and €35.2 mil. tax effect  
 2007: €20 mil. FraSec impairment. Positive deferred tax effect of €25.4 mil.  
 2008: Sale of ICTS investment on April 1, revenue effect of €-245 mil. in 2008 and €-67 mil. in 2009. Total EBITDA effect of €6.5 mil., additional: €22.9 mil. impairment on Hahn investment, with €11.8 mil. negative tax effect. Financial result positively impacted by €41.9 mil. Manila payment  
 Sale of ICTS investment on April 1, revenue effect of €-245 mil. in 2008

and €-67 mil. in 2009. Total EBITDA effect of €6.5 mil., additional: €22.9 mil. impairment on Hahn investment, with €11.8 mil. negative tax effect. Financial result positively impacted by €41.9 mil. Manila payment  
 2009: Sale of Hahn investment on Feb. 28, revenue effect of €39 mil., and marginal EBITDA-effect, additional: €20 mil. Impairment on Ground Handling, and positive tax effect of €20.5 mil.  
 2010: Release of tax provisions of about €80 mil.  
 2012: Extraordinary profit from Asset Management in Financial Result, adjusted for IAS19  
 2013: From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be retrospectively adjusted



# Fraport at a Glance Corporate Strategy



## Corporate Strategy Agenda 2015



## Corporate Strategy – Agenda 2015 Implementing Investments



- Opening of Pier A-Plus, Terminal 1, with a terminal capacity of 6 million passengers per year
- Redevelopment of Pier B, Terminal 1
- Opening of Runway Northwest
- Long-term parking positions on future apron of planned Terminal 3

- Continuous modernization of Terminal 1 and 2
- Development of Terminal 3
- Remodeling of Pier C



## Corporate Strategy – Agenda 2015 Improving Profitability

### Achievements so far



- Launch of new program to increase efficiency and create lean corporate structures in 2013
- Restructuring of Corporate Infrastructure Management and Facility Management

### Outlook



- Program continuation to further improve our efficiency and flexibility
- Focus on growth by strengthening our sales department and the three main growth generators\*

\* See "Growth Opportunities"



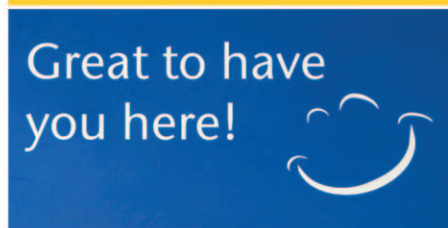
## Corporate Strategy – Agenda 2015 Increasing Customer Satisfaction

### Achievements so far



- Continuation of the strategic service program "Great to have you here!"
- Overall customer satisfaction stabilized at a high level of 80% satisfied passengers\* in 2013 (coming from 70% in 2010)
- Awarding of hallmarks of excellence (Business destinations travel awards, Skytrax World's Most Improved Airport etc.)

### Outlook



- Implementation of a service charta including agreements with partner organizations at Frankfurt Airport
- Extending customized services for specific groups of passenger
- Improving (emotional) customer retention

\* Satisfied customers: Customers who evaluated their overall satisfaction with the grades 1 or 2 (scale 1–6, 1 being the best grade) in Fraport's passenger survey



## Corporate Strategy – Agenda 2015 Ensuring Sustainability

### Achievements so far



- Active noise abatement program in cooperation with airlines, German ATC authorities and neighboring municipalities
- CO<sub>2</sub> emissions per traffic unit at FRA reduced by 17% from 2005; Introduction of an accounting-based controlling and reporting for energy consumption and CO<sub>2</sub> emissions
- Development of a mobility concept for company fleet which includes e.g. an increase in the ratio of electric cars
- Introduction of car-sharing for company cars
- Repeated listing in sustainability indices

### Outlook



- Increasing the proportion of women in management positions and gradual expansion of performance-based salary
- Reducing carbon dioxide emissions per traffic unit at FRA by 30% in 2020 from 2005
- Group-wide roll-out of Codes of Conducts for employees and suppliers



## Corporate Strategy – Agenda 2015 Growth Opportunities (I)

### Achievements so far



#### Retail

- Significant increase in retail revenue per passenger by over 8% to 3.60 € in 2013
- Successful establishment of new market places in Pier A
- Improvement of retail and food & beverage items in customer satisfaction in ASQ\* survey

### Outlook



#### Retail

- Modernization of transit area B-Non Schengen
- Opportunities of multichannel retailing and changing business models offer further growth potential

\* American Society for Quality



## Corporate Strategy – Agenda 2015 Growth Opportunities (II)

### Achievements so far



#### Real Estate

- Commercialization of “Mönchhof Site” (approx. 56%), “Gateway Gardens” (approx. 30%) and the expansion of “CargoCity South”
- Property management contracts for landmark buildings in Frankfurt and neighboring cities

### Outlook



#### Real Estate

- Further marketing and development of “Mönchhof Site”, “Gateway Gardens” and “CargoCity South”
- Further expansion of property management portfolio



## Corporate Strategy – Agenda 2015 Growth Opportunities (III)

### Achievements so far



#### External Activities

- Fraport AG holds shares or management contracts in 12 airports on four continents\*
- EBITDA share of 33% in 2013

### Outlook



#### External Activities

- Further development of international activities – interested in emerging as well as in mature infrastructures

\* Cairo management contract ended at the beginning 2014; incl. concession contract of future Dakar airport



# Fraport and Market Environment

## Features of Frankfurt Airport



### Features of Frankfurt Airport Market Attractiveness of FRA

<p><b>Biggest passenger airport in Germany</b></p>	<p><b>Leading cargo hub in Europe</b></p>	<p><b>Europe's largest catchment area</b></p>	<p><b>Frankfurt Airport – top of the hubs</b></p>
<ul style="list-style-type: none"> <li>- 58 mil. passengers in 2013</li> <li>- 99 airlines fly to 252 destinations in 107 countries*</li> <li>- Star Alliance accounts for 77% of passengers at FRA</li> </ul>	<ul style="list-style-type: none"> <li>- 2.1 mil. metric tons of freight and mail in 2013</li> <li>- 26 cargo airlines flying to 82 destinations in 47 countries*</li> <li>- Nearly 40% of cargo volume is transported in bellies of passengers aircraft</li> <li>- Leading cargo hub – enhances airline yields via belly freight</li> </ul>	<ul style="list-style-type: none"> <li>- 38 million people or about 47% of the German population live within a 200km radius from FRA</li> <li>- 174 ICE and long-distance trains and 223 regional trains per day**</li> <li>- 6 mil. passengers per year use the long-distance trains to and from FRA (~21% of originating passengers)</li> </ul>	<ul style="list-style-type: none"> <li>- High connectivity with more than 250 destinations</li> <li>- Competitive level of charges compared to other European hubs</li> <li>- Superior ground handling quality</li> <li>- Capacity increase of more than 50% due to fourth runway offers growth potential</li> </ul>

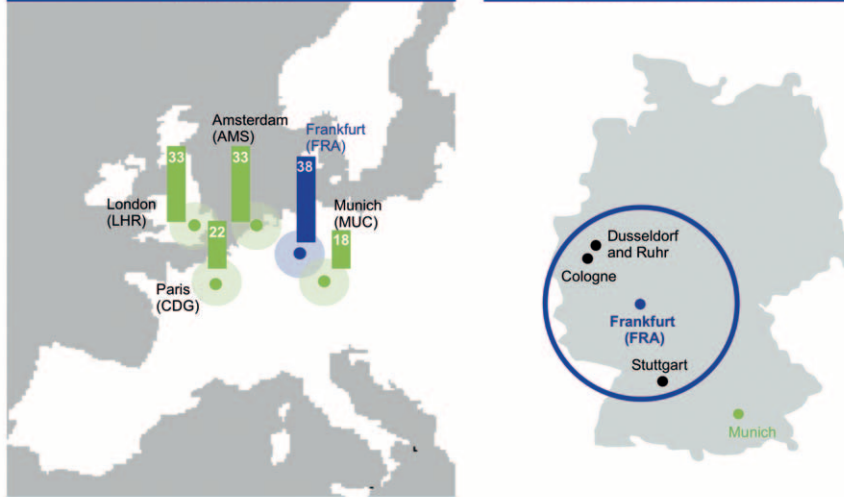
\* Winter flight schedule 2013/14 \*\* 2012 data



## Features of Frankfurt Airport Biggest Catchment Area of all European Hubs

Population of surrounding catchment areas in mil.

47%\* of the German population (38 mil.) live within a radius of 200 km around



Source: SVP Deutschland AG, Consulting & Research, 2005



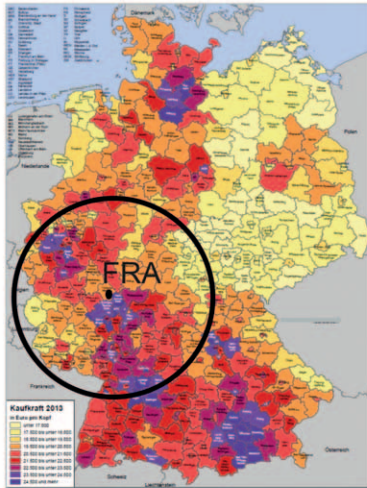
## Features of Frankfurt Airport Largest German Companies within Catchment Area





## Features of Frankfurt Airport High Purchasing Power around FRA

Purchasing power in catchment area of FRA above average



€ purchasing power per capita in 2013

- below 17,500
- 17,500 – 18,500
- 18,500 – 19,500
- 19,500 – 20,500
- 20,500 – 21,500
- 21,500 – 22,500
- 22,500 – 23,500
- 23,500 – 24,500
- 24,500 and more

Source: MB-Research, 2013

Different kinds of customers:

Employees

- ~ 78,000 employees at FRA

Passengers with high purchasing power

- 58 million passengers in 2013, thereof:
  - 45% O&D with purchasing power above German average
  - 55% transfer with extremely high purchasing power, e.g. from China, Russia, USA or the Middle East



## Features of Frankfurt Airport Traffic focusing on Mega Hubs in Europe

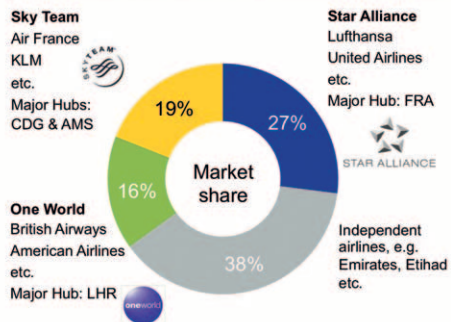
Only three Airbus A380 bases in Europe



Airline	A380 in service (total order)	Airport	Airport Pass. (mil.)
British Airways	4 (12)	LHR	72.4
Virgin Atlantic	0 (6)	LHR	72.4
Air France	9 (12)	CDG	62.1
Lufthansa	10 (14)	FRA	58.0

Sources: Airbus, LH, Sabre ADI, Wiki

Intercontinental traffic in Europe



**Sky Team**  
Air France  
KLM  
etc.  
Major Hubs: CDG & AMS

**Star Alliance**  
Lufthansa  
United Airlines  
etc.  
Major Hub: FRA

**One World**  
British Airways  
American Airlines  
etc.  
Major Hub: LHR

**Independent airlines, e.g.**  
Emirates, Etihad  
etc.

Three strong alliances dominate more than 60% of market

Reference parameter: intercontinental seats ex Europe for the week commencing 6 January 2014





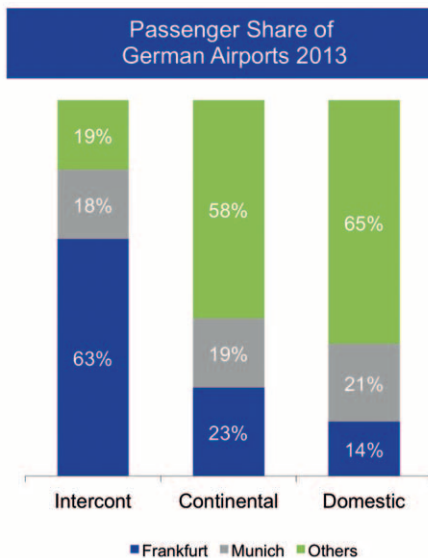
## Features of Frankfurt Airport Slot Capacity of European Hub Airports

Airport	Existing runways	Slot capacity	Planned runways	Target Capacity
London-Heathrow	2 independently usable	80 mov/h	0	n.a.
Paris-Ch.d.Gaulle	4 2 doublets, each independently	117 mov/h	0	120 mov/h
Frankfurt	4 not independently usable	98–100 mov/h*	0	126 mov/h
Madrid	4 independently usable	98 mov/h	0	120 mov/h
Amsterdam	6 not independently usable	110 mov/h	0	120 mov/h
Munich	2 independently usable	90 mov/h	1 City of Munich opposing due to public referendum	120 mov/h
Zurich	3 not independently usable	66 mov/h	0 Optimization of existing runways	n.a.
Vienna	2 not independently usable	72 mov/h	1	95 mov/h
Brussels	3 not independently usable	74 mov/h	0	n.a.

\* 98 Movements/hour (+2 for ad-hoc traffic e.g. general aviation)



## Features of Frankfurt Airport Intercontinental Traffic is concentrated in Frankfurt



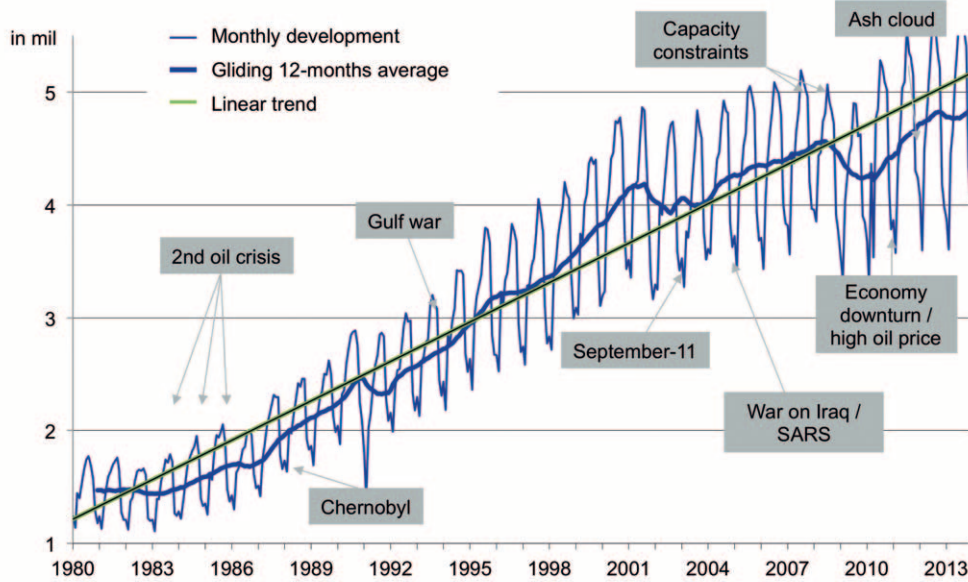
- Frankfurt is No. 1 airport in European catchment area and intermodality
- Frankfurt is No. 1 airport in Germany, No. 3 in Europe and No. 12 worldwide
- Frankfurt is the intercontinental airport in Germany and No. 1 Star Alliance hub in Europe
- Wide body share\*
  - Frankfurt: 22%
  - Munich: 8%
  - Düsseldorf: 6%
  - Hamburg: 2%

Source: Statistisches Bundesamt (Federal Statistical Office), only commercial traffic  
\* Only Commercial Traffic, rankings related to Passengers, wide body share related to Passengers and Cargo (rounded figures) (%)



## Features of Frankfurt Airport Passenger Development since 1980

CAGR since 1980:  
+3.7%



## Features of Frankfurt Airport Top 30 Passenger Airports in the World\*

	Airports	PAX (m)	%
1	Atlanta ATL	94.4	(1.1)
2	Beijing PEK	83.7	2.2
3	London LHR	72.4	3.3
4	Tokyo HND	68.9	3.3
5	Chicago ORD	66.9	0.1
6	Los Angeles LAX	66.7	4.7
7	Dubai DXB	66.4	15.2
8	Paris CDG	62.1	0.7
9	Dallas DFW	60.4	3.2
10	Jakarta CGK	59.7	3.4
11	Hong Kong HKG	59.6	6.3
12	<b>Frankfurt FRA</b>	<b>58.0</b>	<b>0.9</b>
13	Singapore SIN	53.7	5.0
14	Amsterdam AMS	52.6	3.0
15	Denver DEN	52.6	(1.1)

	Airports	PAX (m)	%
16	Guangzhou CAN	52.5	8.6
17	Bangkok BKK	51.4	(3.1)
18	Istanbul IST	51.2	13.6
19	New York JFK	50.4	2.3
20	Kuala Lumpur KUL	47.5	19.1
21	Shanghai PVG	47.2	5.2
22	San Francisco SFO	44.9	1.2
23	Charlotte CLT	43.5	5.4
24	Las Vegas LAS	41.9	0.5
25	Incheon ICN	41.7	6.5
26	Miami MIA	40.6	2.8
27	Phoenix PHX	40.3	(0.3)
28	Houston IAH	39.9	(0.1)
29	Madrid MAD	39.7	(12.1)
30	Munich MUC	38.7	0.8

\* Total passengers enplaned and deplaned, passengers in transit counted once, ACI figures, preliminary



## Features of Frankfurt Airport Top 30 Cargo Airports in the World\*

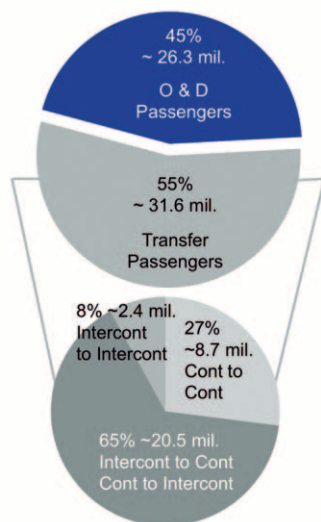
Airports			Cargo (000 t)	%
1	Hong Kong	HKG	4,156	2.2
2	Memphis	MEM	4,138	3.0
3	Shanghai	PVG	2,929	(0.4)
4	Incheon	ICN	2,464	0.3
5	Dubai	DXB	2,436	7.4
6	Anchorage	ANC	2,419	(1.8)
7	Louisville	SDF	2,216	2.2
8	Frankfurt	FRA	2,095	1.4
9	Paris	CDG	2,069	(3.8)
10	Tokyo	NRT	2,020	0.7
11	Miami	MIA	1,945	0.8
12	Singapore	SIN	1,863	(0.4)
13	Beijing	PEK	1,840	2.5
14	Los Angeles	LAX	1,744	(1.4)
15	Taipei	TPE	1,572	(0.4)

Airports			Cargo (000 t)	%
16	Amsterdam	AMS	1,566	3.6
17	Chicago	ORD	1,528	0.4
18	London	LHR	1,515	(2.6)
19	Guangzhou	CAN	1,310	4.9
20	New York	JFK	1,287	0.9
21	Bangkok	BKK	1,236	(8.1)
22	Indianapolis	IND	992	6.4
23	Tokyo	HND	951	4.5
24	Shenzhen	SZX	913	6.9
25	Doha	DOH	883	4.6
26	Leipzig	LEJ	878	3.8
27	Cologne	CGN	717	(1.8)
28	Abu Dhabi	AUH	712	24.1
29	Kuala Lumpur	KUL	707	0.7
30	Osaka	KIX	682	(5.6)

\* Loaded and unloaded freight and mail, ACI figures, preliminary



## Features of Frankfurt Airport FRA has the highest Transfer Rate in Europe



- Total Passengers FRA: 57.9 Million\*
- With 55%, Frankfurt is the airport with the highest rate and highest total number of transferring passengers in Europe
- About ¾ of all transferring passengers come from or go to an intercontinental destination, 65% are intercont-cont passengers and 8% intercont-intercont
- Intercont traffic has direct impact on charges (higher MTOW) and retail revenue (better spending behaviour)

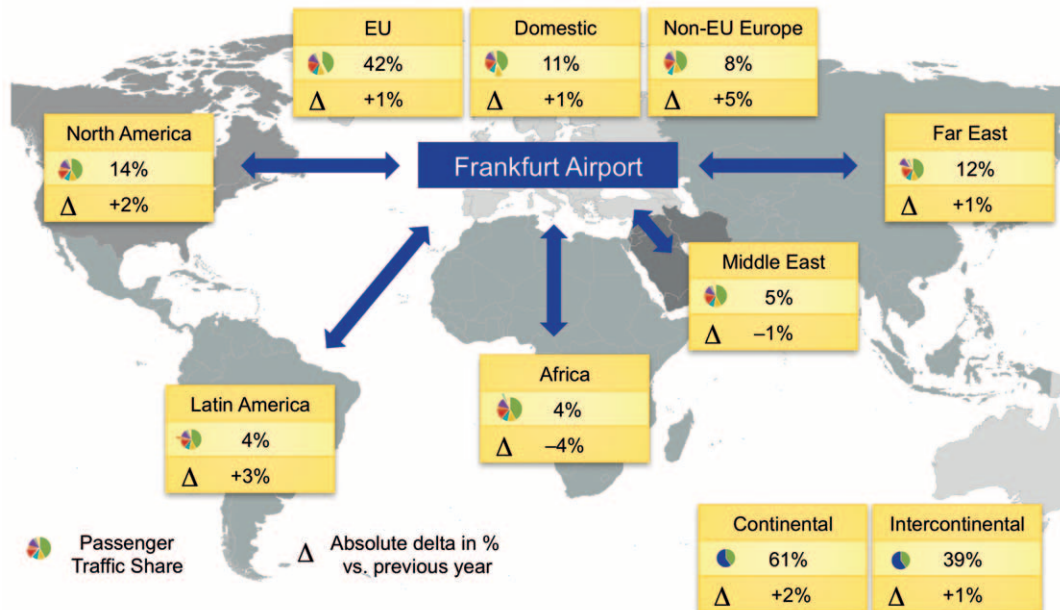
\* 0.1 mil. transit passengers excluded



## Features of Frankfurt Airport Transfer Share Development

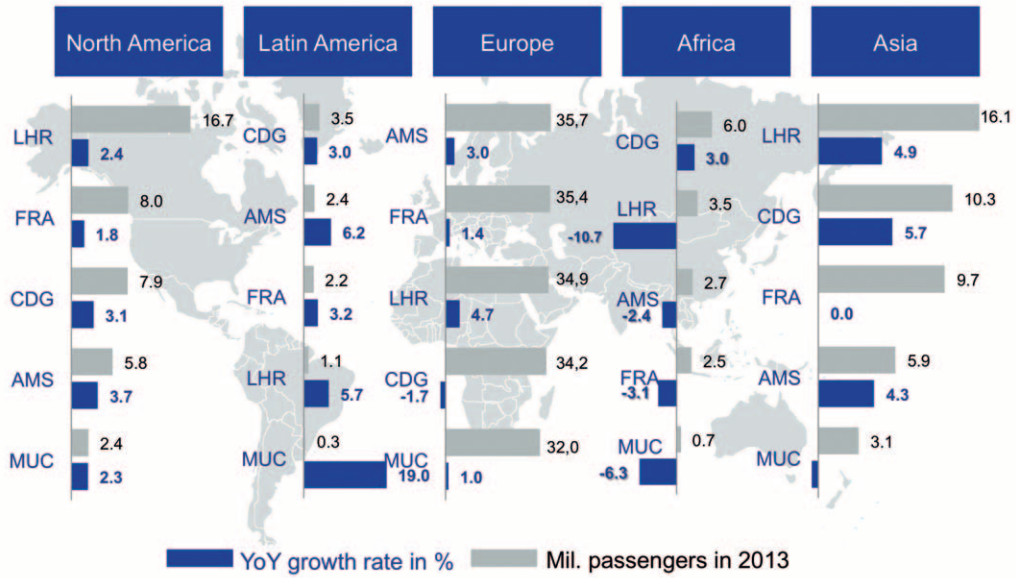


## Features of Frankfurt Airport Traffic Split and Growth 2013





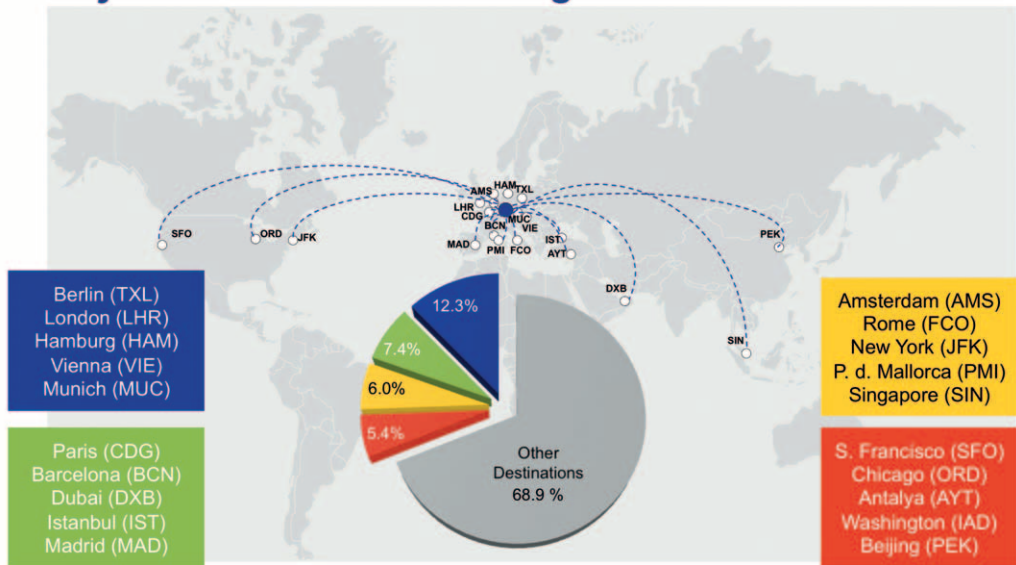
## Features of Frankfurt Airport Comparison of European Airports



Source: Airports Rapid Data Exchange



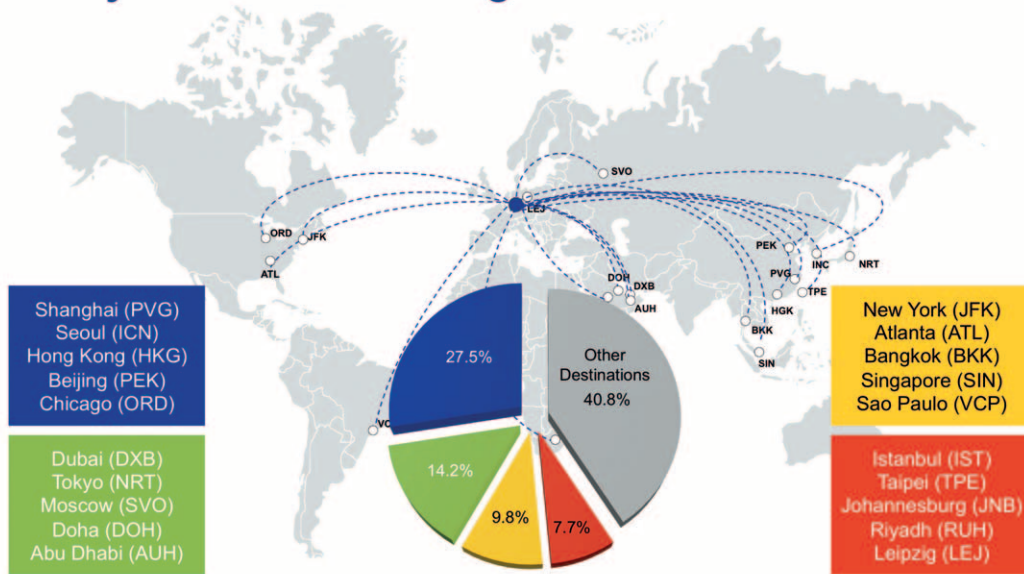
## Features of Frankfurt Airport Major Destinations Passenger Traffic 2013\*



Source: Opal Evaluation of routes. All traffic types, passengers arr+dep  
\*Discrepancies due to rounding possible



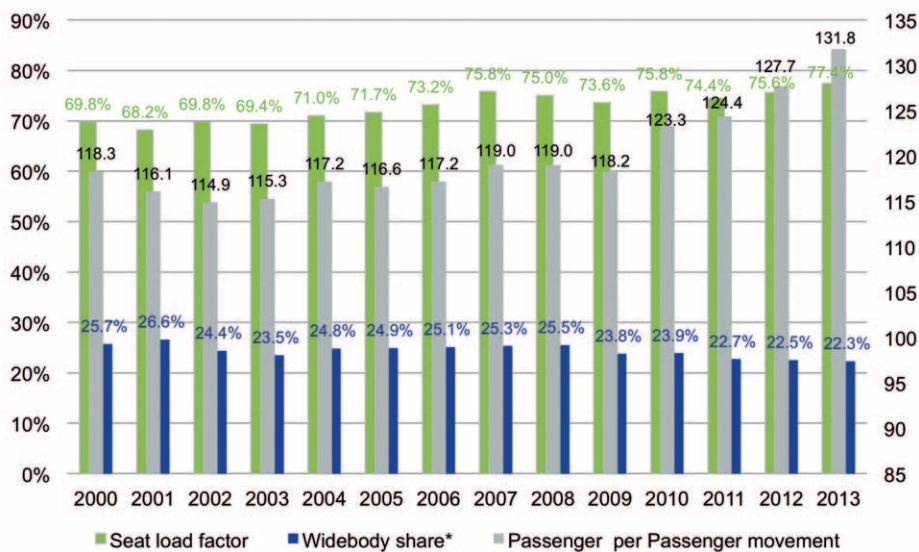
## Features of Frankfurt Airport Major Destinations Cargo Traffic 2013\*



Source: Opal Evaluation of routes. All traffic types, Cargo arr+dep  
\*Discrepancies due to rounding possible



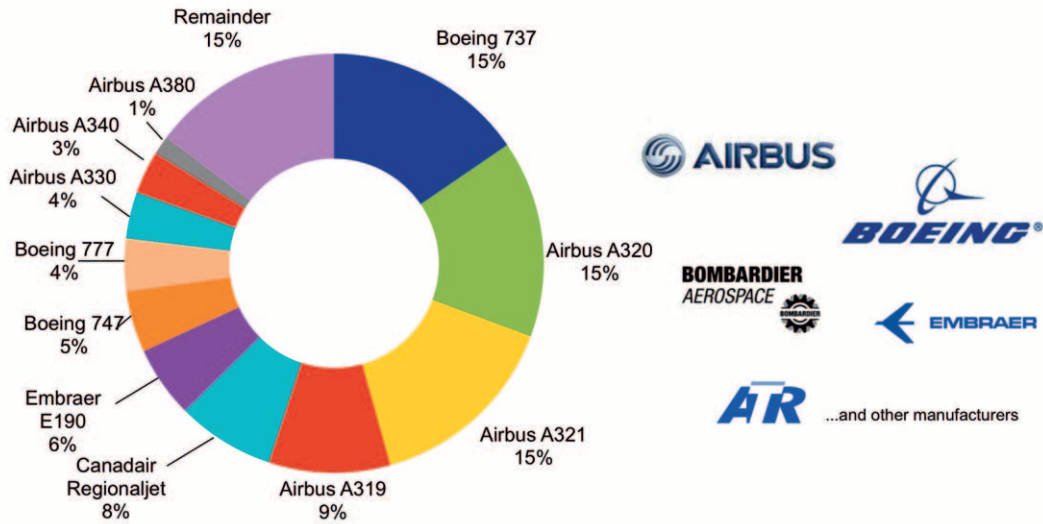
## Features of Frankfurt Airport Growth due to efficient Use of existing Infrastructure



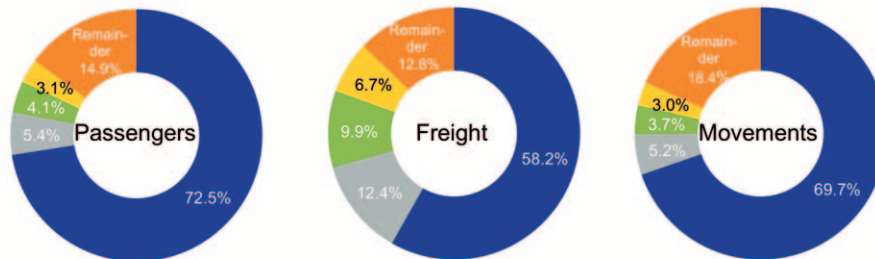
\* Excluding Cargo



## Features of Frankfurt Airport Shares of Aircraft Types by Movements 2013



## Features of Frankfurt Airport Traffic Shares by Airline Groupings 2013

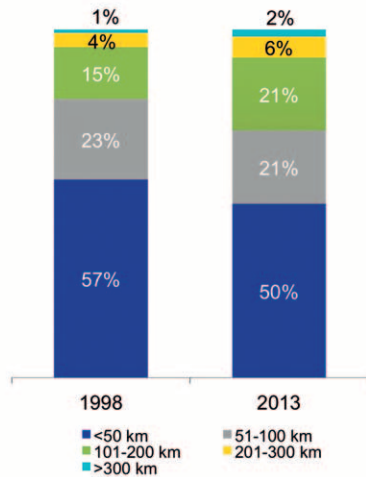


Lufthansa, Condor, United, Air Canada, Air Berlin	Lufthansa, Air Bridge Cargo, Aerologic, Emirates, Air China	Lufthansa, Condor, British Airways, LOT, SAS
TuiFly, Emirates, SAS, Singapore Airlines, Turkish Airlines	Korean, China Southern, Asiana, Zambian Airways, Saudi Arabian Airlines	United Airlines, Air Berlin, TuiFly, Turkish Airlines, Air France
British Airways, US Airways, Air China, Austrian Airlines, Delta	Cathay, Etihad, European Airtransport, British Airways, United Airlines	KLM, Croatia Airlines, Air Canada, Austrian, Emirates
Thai Airways, Sunexpress Germany, LOT, Croatia Airlines, Air France	Air Canada, Thai Airways, Malaysian, ANA, Turkish Airlines	Adria Airways, Aeroflot, Luxair, Swiss, Air China



## Features of Frankfurt Airport Originating Passenger Split

Share of Originating\* Passengers at FRA 2013

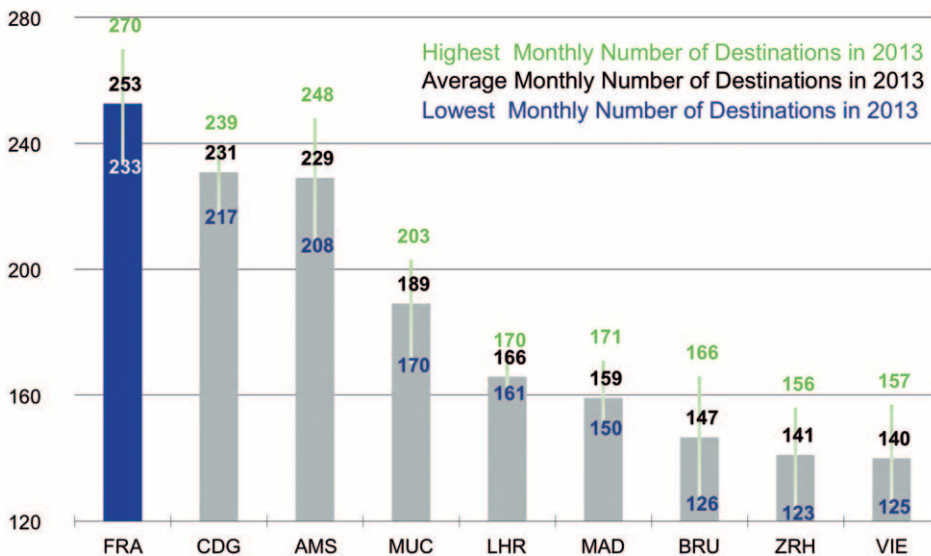


- Large catchment area due to huge population around FRA
- Autobahn and high-speed train connection
- FRA's catchment area contains important German areas: Rhine-Ruhr, Rhine-Main, Rhine-Neckar, Stuttgart
- Population grows above average and most German industry is located around FRA
- 29% of passengers travel to FRA from a distance of >100 km (growth of 9PP since 1998)

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



## Features of Frankfurt Airport FRA has the most Destinations\*

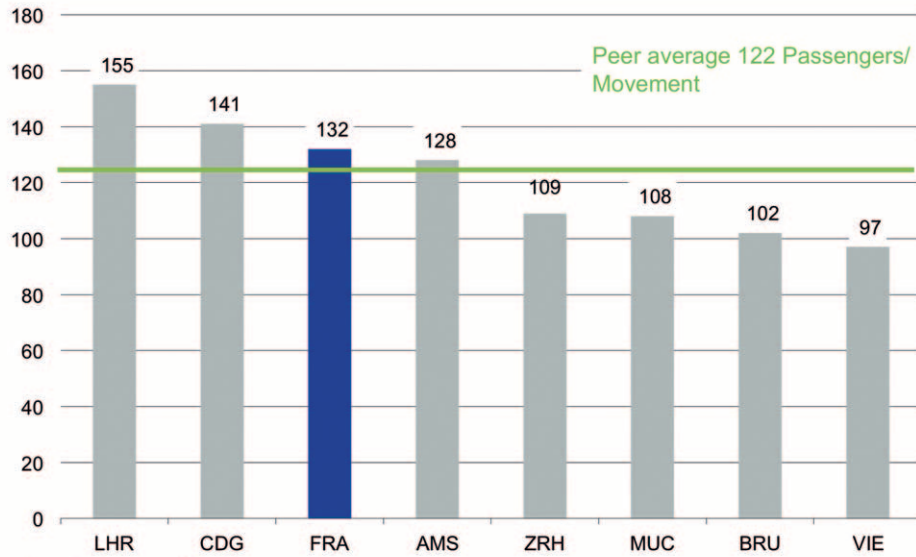


Source: Sabre ADI  
\* nonstop only





## Features of Frankfurt Airport Passengers per Passenger Flights 2013\*



Source: Fraport, company information

\*Passenger flights: considering only passenger flights – pure cargo flights and non-commercial flights not included

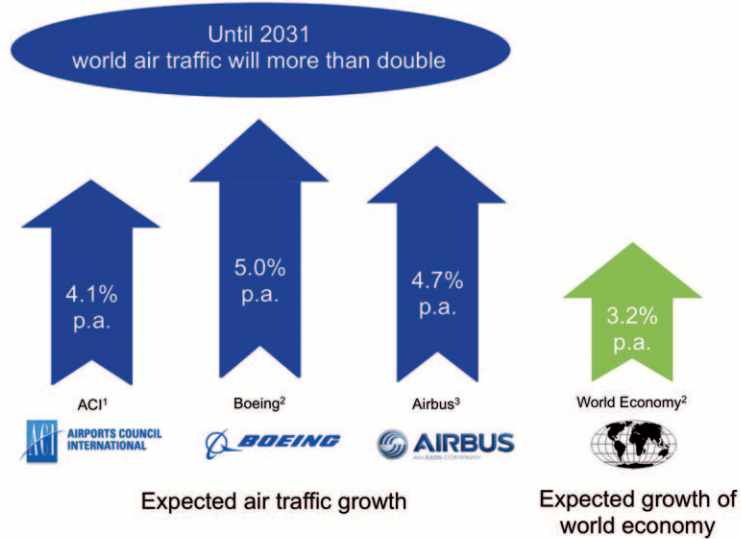


## Fraport and Market Environment

### Expansion at FRA



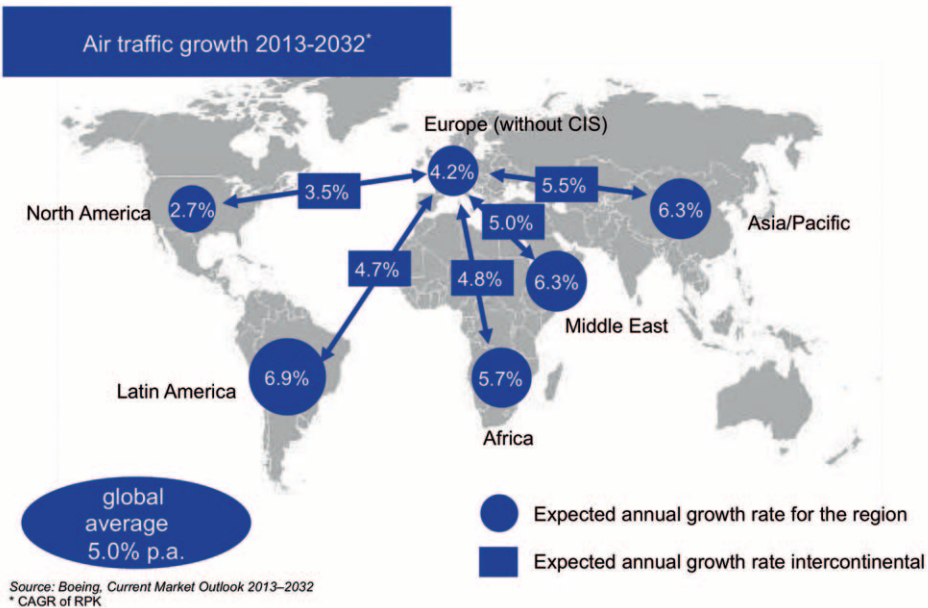
## Expansion at FRA Air Traffic grows stronger than World Economy



Sources: 1) ACI, Global Traffic Forecast 2012–2031; Data Base: Passenger Volumes; 2) Boeing, Current Market Outlook 2013–2032; Data Base: RPK; 3) Airbus, Global Market Forecast 2013–2032; Data Base: RPK

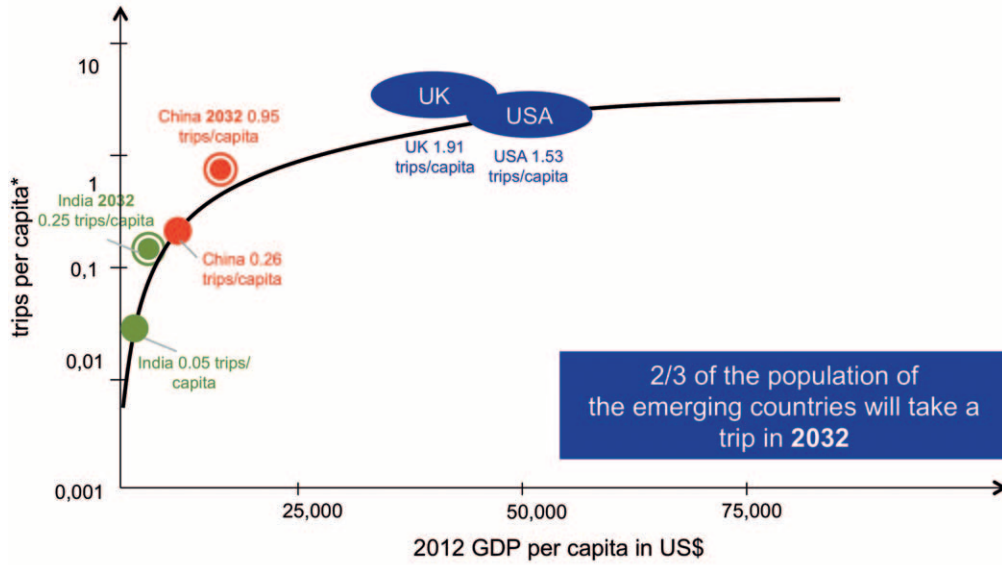


## Expansion at FRA Focus on intercontinental Routes in Europe





## Expansion at FRA Air Traffic will boost in emerging Markets



Source: Airbus Global Market Forecast 2013-2032  
\* originating from country



## Expansion at FRA Major Construction Areas at FRA



- |                                 |                       |                           |
|---------------------------------|-----------------------|---------------------------|
| 1 Mönchhof Areal                | 4 Pier A+ (FRA North) | 7 CD - Link (FRA North)   |
| 2 Ticona                        | 5 The Sqaire          | 8 A380 Maintenance Hangar |
| 3 Runway North-West (Expansion) | 6 Gateway Gardens     | 9 Terminal 3 (Expansion)  |

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## Expansion at FRA The new Runway Northwest



Slide 48 Visual Fact Book Full Year 2013



## Expansion at FRA The new Runway Northwest Features

- Length of 2,800m parallel to the existing center runway system (25L & 25C) in north-western direction
- Construction from beginning 2009 to mid 2011, inauguration in October 2011
- Movement capacity grows to a maximum of 126 movements/hour (upside >50% vs. before operation of new runway)
- In current 2014 summer schedule 100 movements/hour possible\*
- Operational improvement since inauguration especially in bad weather conditions
- Punctuality increased to levels of more than 80%\*\*

\* 98 Movements/ hour (+2 for ad-hoc traffic e.g. general aviation)  
\*\* according to IATA definition



## **Expansion at FRA** **The new Pier A-Plus**



## **Expansion at FRA** **The new Pier A-Plus Features**

- Expansion and remodeling of existing Pier A
- Inauguration in October 2012
- Length of 790 m for up to 6 million passenger capacity
- Total floor space: 185.400 m<sup>2</sup>
- 27 new gates including 5 busgates
- 7 contact positions (4 suitable for A380/747-8)
- Around 12,000 sqm new Retail space
- Morning hours:  
Focus on North American traffic
- Afternoon hours:  
Focus on North American and Asian traffic
- Evening hours:  
Focus on Asian traffic

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## **Expansion at FRA Terminal 3 Terminal Layout**



Slide 52 Visual Fact Book Full Year 2013



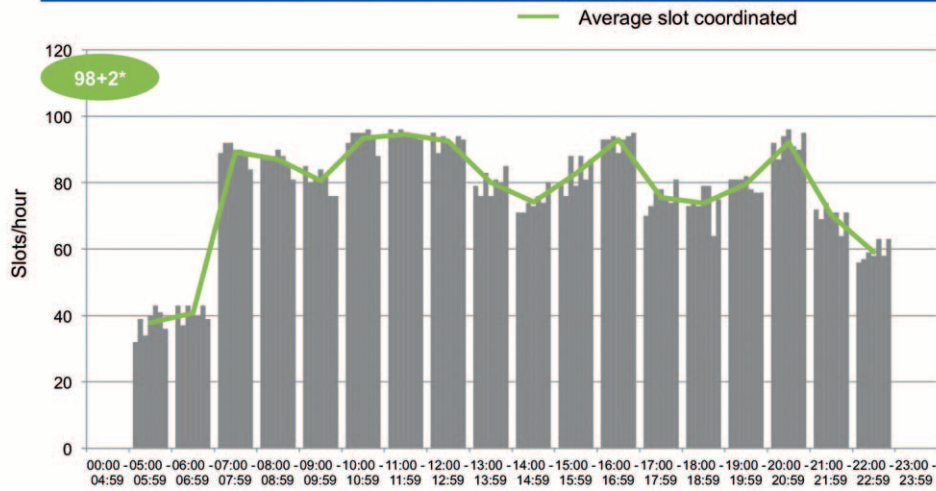
## **Expansion at FRA Terminal 3 Features**

- Additional terminal capacity in southeast area
- First phase (two piers out of four) with a designed capacity of 14 million passengers
- One Schengen, one Non-Schengen pier
- Total retail space: more than 10,000 sqm mostly on airside
- Cost-optimized modular construction:  
Additional 2 piers with 10 million designed passenger capacity in final construction phase
- Construction of apron areas and additional parking positions on Terminal 3 area will proceed in 2014
- Start of construction planned for 2015, inauguration 2021 depending on passenger demand



## Expansion at FRA Slot Allocation in Summer Schedule 2014

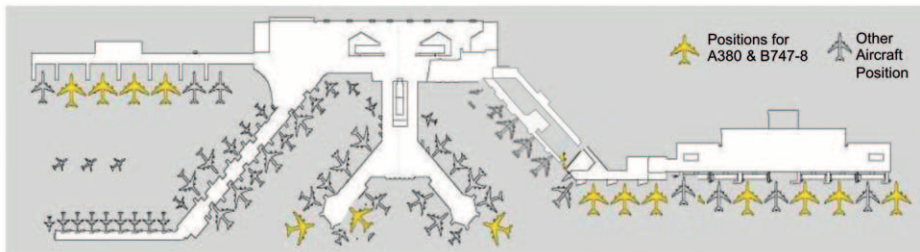
Summer Schedule 2014 with 98 coordinated movements/hour plus 2 for ad-hoc traffic (e.g.: general aviation)\*



\* between 6am and 10pm: 98 Movements/ hour (+2 for ad-hoc traffic e.g. general aviation) in average: 133 Movements/night  
 between 10pm and 6am: Night flight ban between 11pm and 5am



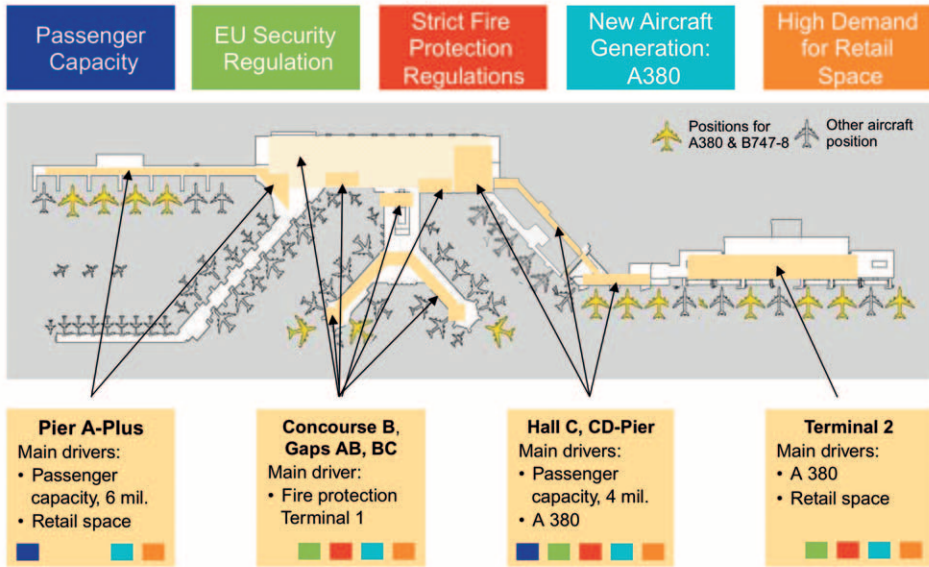
## Expansion at FRA Five Challenges for existing Terminals



Passenger Capacity	EU Security Regulation	Strict Fire Protection Regulations	New Aircraft Generation: A380	High Demand for Retail Space
Number of passengers will increase before the completion of the first construction phase of the new Terminal 3	Separation of arriving passengers ("unclean" 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 has high margins compared to other European hubs Frankfurt Airport has shortage of retail space especially on airside



## Expansion at FRA Main Projects deal with five Challenges



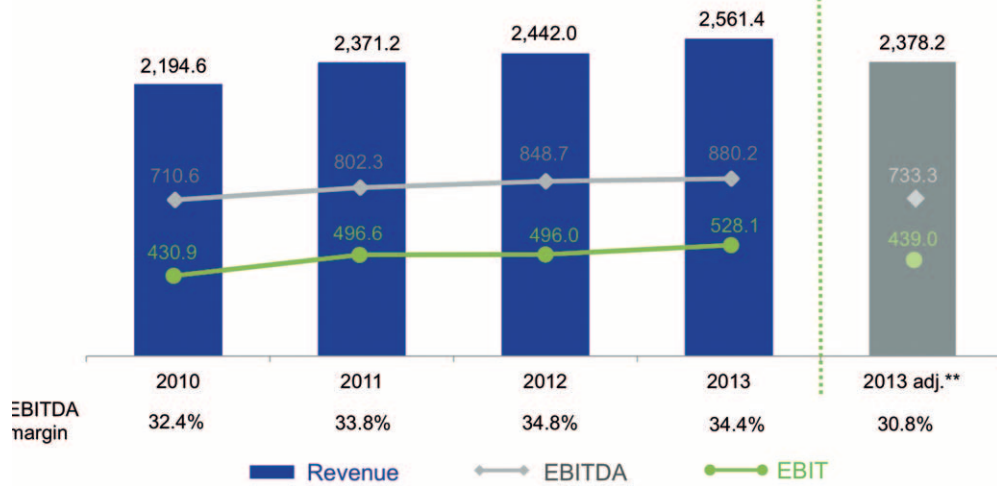
## Group Financials & Segments





## Group Financials Key Figures\*

€ mil.



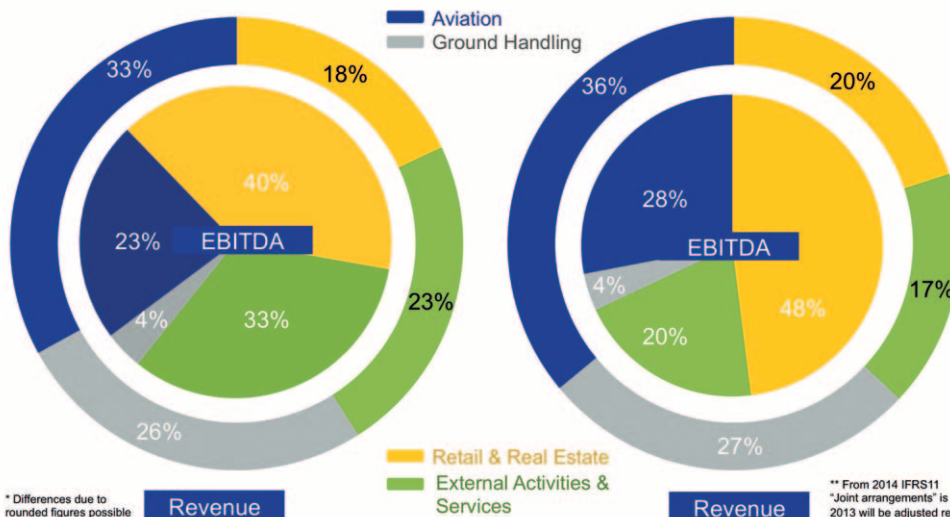
\* Figures including special and consolidation effects; 2012 figures adjusted for IAS 19  
 \*\* From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively



## Group Financials Segment Split of Revenue and EBITDA FY 2013\*

Group Revenue € 2.56 bn.  
Group EBITDA € 880.2 mil.

Adjusted Group Revenue € 2.38 bn.  
Adjusted Group EBITDA € 733.3 mil.



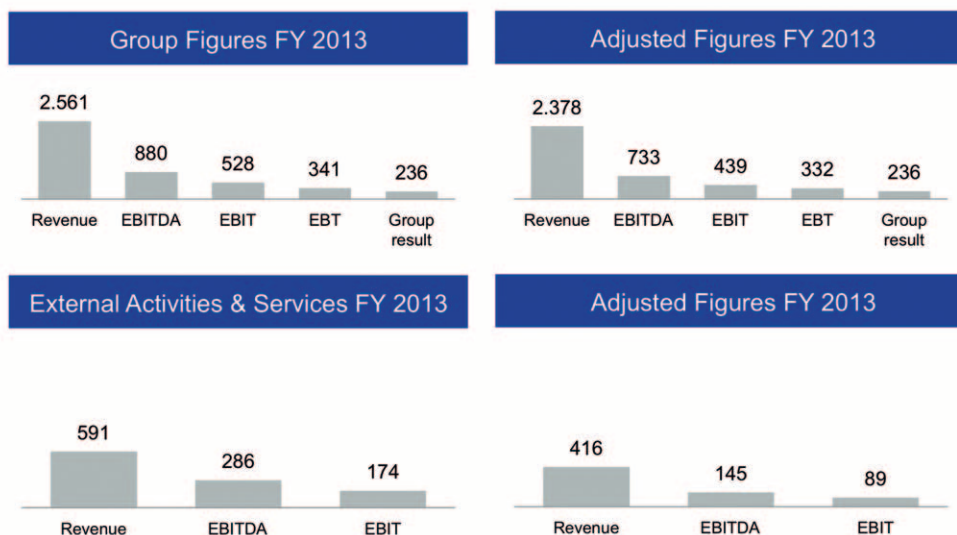
\* Differences due to rounded figures possible

\*\* From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively

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2013 adjusted for  
IFRS 11\*\*

## Group Financials Adjusted FY 2013 (I) (IFRS 11 Accounting Change as of Jan. 1, 2014)



\* From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively

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2013 adjusted for  
IFRS 11\*\*

## Group Financials Adjusted FY 2013 (II) (IFRS 11 Accounting Change as of Jan. 1, 2014)

	Figure FY 2013	Adjusted FY 2013	Change
Operating cash flow	€575 mil.	€454 mil.	-€121 mil.
Free cash flow	€73 mil.	€17 mil.	-€56 mil.
Total assets	€9,523 mil.	€8,836 mil.	-€687 mil.
Shareholders' equity	€3,099 mil.	€3,117 mil.	+€18 mil.
Net debt	€2,975 mil.	€2,871 mil.	-€104 mil.
Gearing ratio	101%	97%	-4PP

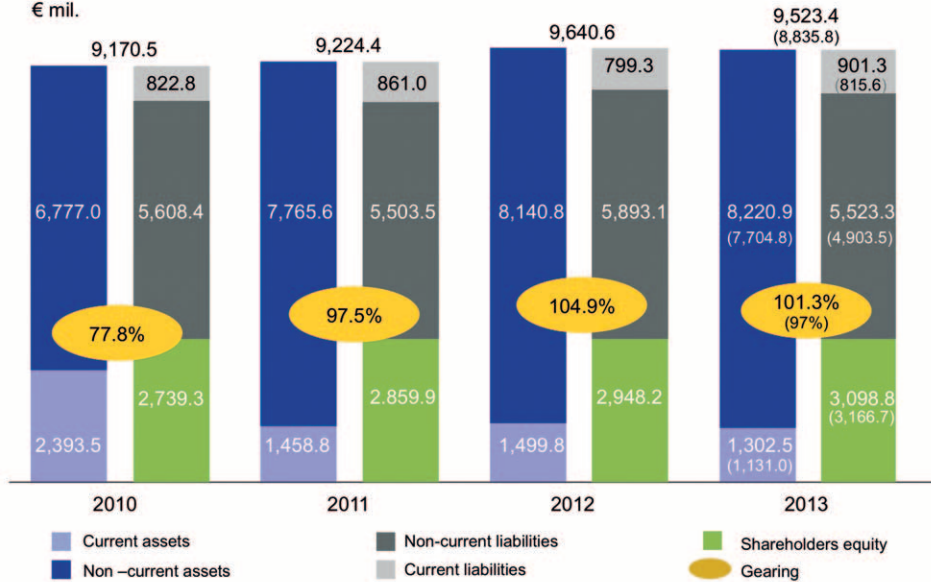
\* From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively



## Group Financials Balance Sheet

€ mil.

2013 adjusted for IFRS 11\* in ()



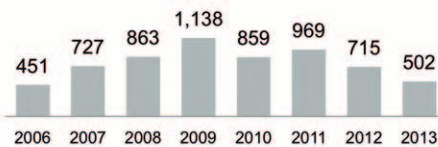
\*From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be retrospectively adjusted (in brackets)



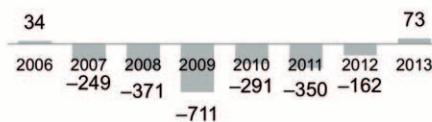
## Group Financials Capex and Cash Flow Overview

2013 adjusted for IFRS 11\*\*

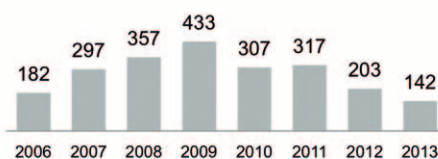
Capex\* 2006 – 2013



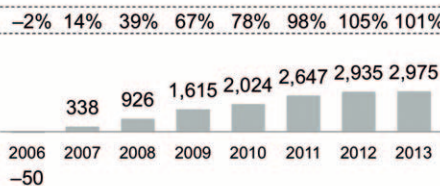
Free Cash Flow 2006 – 2013



Capex in % of D&A 2006 – 2013



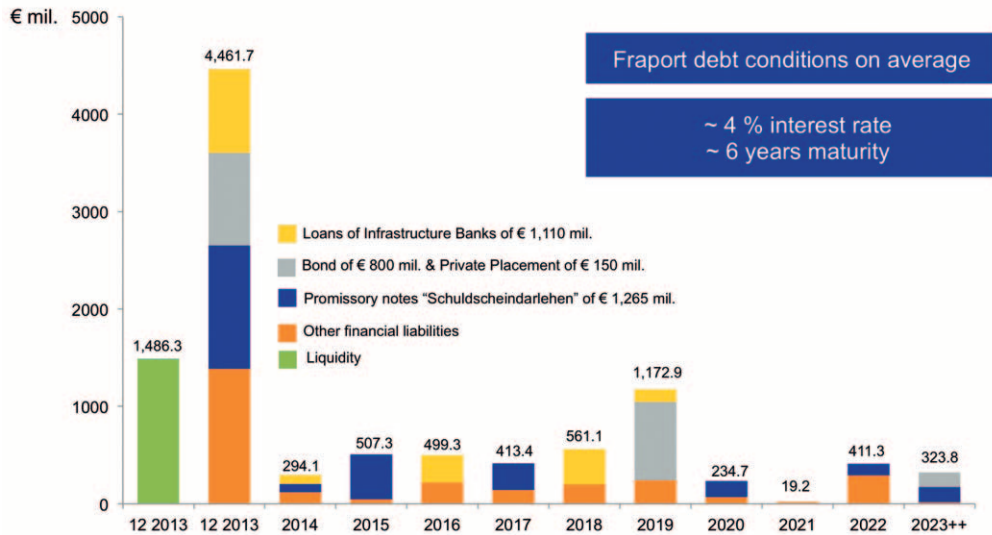
Net debt & Gearing 2006 – 2013



\* Capex as: Cash Flow used in PPE, airport operating projects, intangible assets and investment property  
 \*\* From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively



## Group Financials Maturity Profile & Cash Position (as of December 31, 2013)



## Group Financials Fraport Value Management

€ mil.	Fraport Group		Aviation		Retail & Real Estate		Ground Handling		External Activities & Services*	
	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012
EBIT	528.1	496.0	88.1	79.6	267.9	252.8	-2.3	-1.1	159.9	175.2
Fraport assets	5,545.3	5,152.3	2,208.0	2,045.4	1,787.8	1,636.2	584.1	549.0	1,143.2	1,118.6
Costs of capital before tax	526.8	489.5	209.8	194.3	169.8	155.4	55.5	52.2	108.6	106.3
Fraport value Added before tax	1.3	6.6	-121.7	-114.7	98.1	97.4	-57.8	-53.3	51.3	68.9
ROFRA	9.5%	9.6%	4.0%	3.9%	15.0%	15.5%	-0.4%	-0.2%	14.0%	15.7%

$$\text{ROFRA (Return on Fraport assets)} = \frac{\text{EBIT}}{\text{Fraport assets}}$$

\* External Activities: EBIT and Fraport assets are adjusted for investments accounted for using the equity method and financial investments

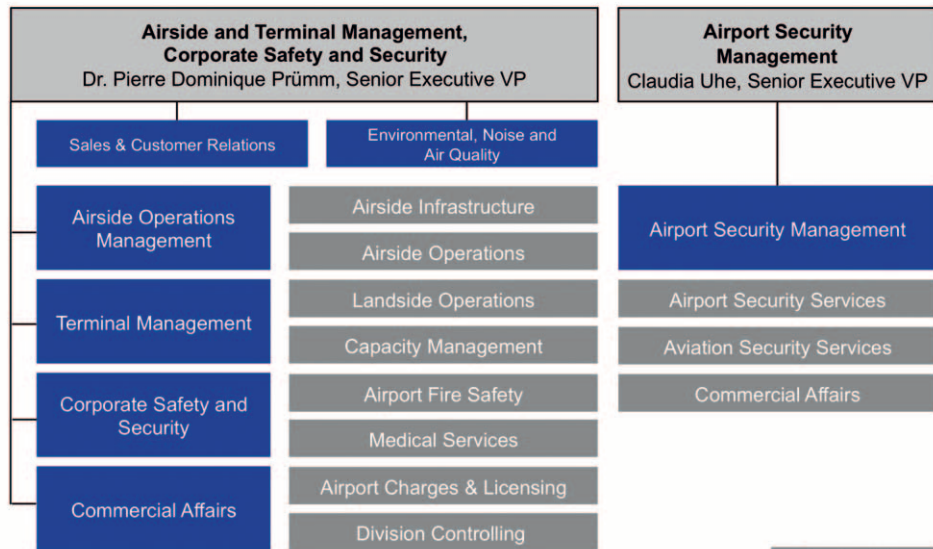


# Group Financials & Segments

## Aviation



### Aviation Segment Structure

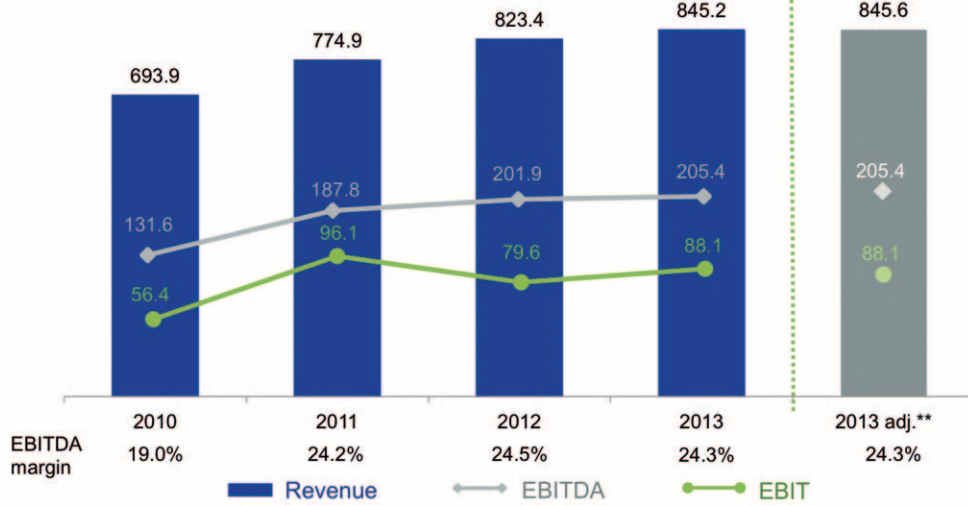


Example activities



## Aviation Key Figures\*

€ mil.



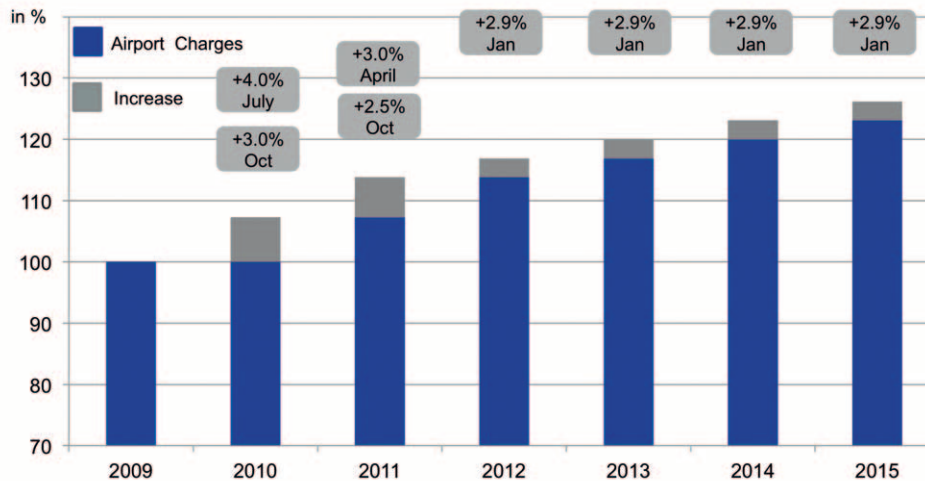
2013 adjusted for IFRS 11\*\*

\* Figures including special and consolidation effects; 2012 figures adjusted for IAS 19  
 \*\* From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively



## Aviation Airport Charges growing to support Expansion\*

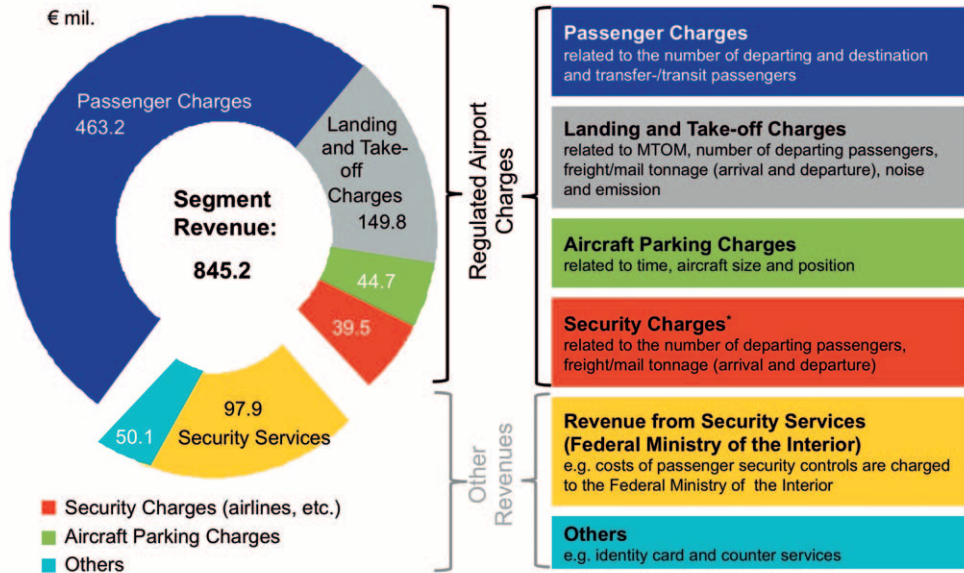
More than 25% price increase 2010-2015



\* 1/3 of the plan deviation in the years 2012-2015 will be taken as a cash-in / cash-out in the following year



## Aviation Segment Revenue Split 2013



\* E.g. critical parts, additional security measures and passenger segregation, insurance, etc.



## Aviation Components of regulated Airport Charges 2013

Passenger Charges (463.2 € mil.)	Landing and Take-off Charges (149.8 € mil.)	Aircraft Parking Charges (44.7 € mil.)	Security Charges (39.5 € mil.)
Passenger-related charges (only take-off) <ul style="list-style-type: none"> <li>Depending on destination (EU, Non-EU continental, or intercontinental)</li> <li>Discount for transfer passengers</li> <li>Defined Cap</li> </ul>	<ul style="list-style-type: none"> <li>Mass-related charges based on MTOM</li> <li>Passenger (only take-off) / freight/mail-related charges (variable charges)</li> <li>Noise-related charges</li> <li>Emission-related charges</li> </ul>	<ul style="list-style-type: none"> <li>All charges related to aircraft stand size and length of time parked</li> <li>Surcharges for use of terminal position</li> <li>Rental contracts can be signed under defined conditions</li> </ul>	<ul style="list-style-type: none"> <li>Passenger-related charges (only take-off)</li> <li>Charges related to freight or mail tonnage transported, per 100 kg or fraction thereof aboard the aircraft</li> </ul>
approx. €7,850*	approx. €1,800*	approx. €550*	approx. €650*

\* Example airport charges 2013 for one A380 landing-take-off-cycle at FRA approx. €10,850  
Assumptions: Daytime flight; 440 Passengers; Transfer rate 50%

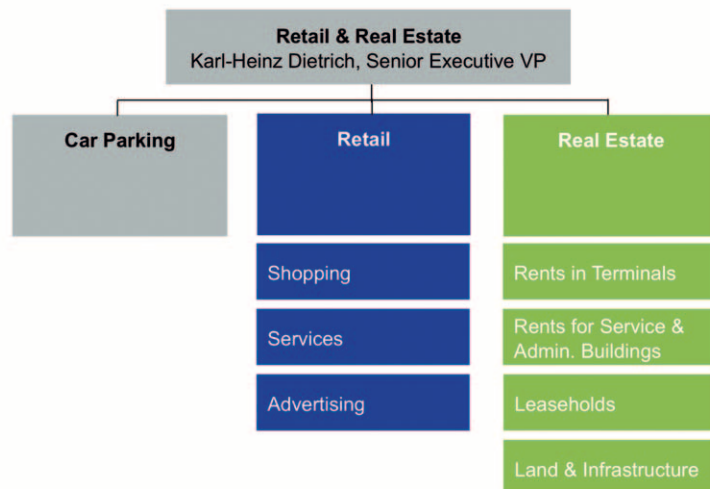


# Group Financials & Segments

## Retail & Real Estate

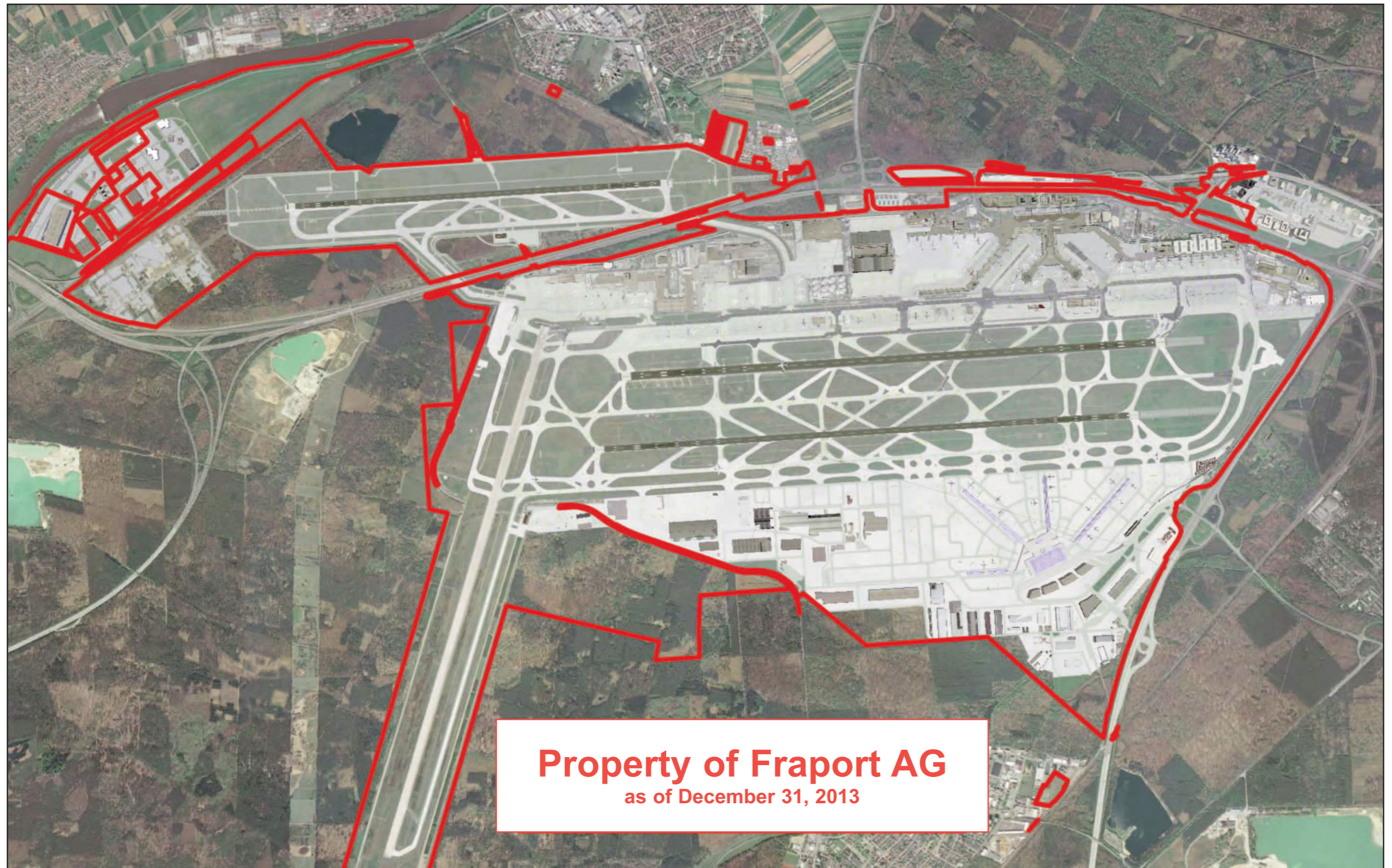


### Retail & Real Estate Segment Structure





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

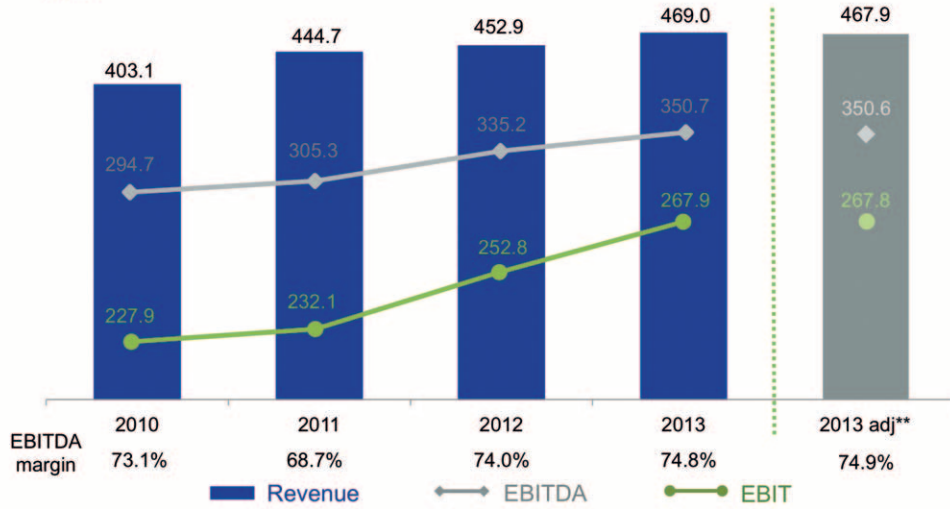


**Property of Fraport AG**  
as of December 31, 2013



## Retail & Real Estate Key Figures\*

€ mil.



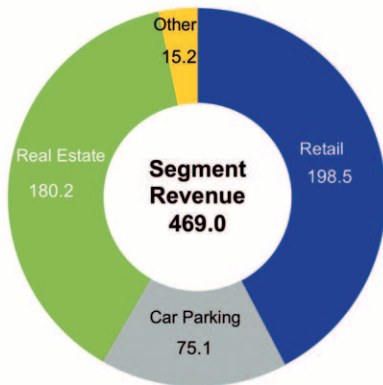
2013 adjusted for IFRS 11\*\*

\* Figures including special and consolidation effects; 2012 figures adjusted for IAS 19  
 \*\* From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively



## Retail & Real Estate Segment Revenue Split 2013

€ mil.



### Retail

- Rents in terminals for shops, restaurants, service units, etc.
- Rents for advertising space

### Car Parking

- Parking charges

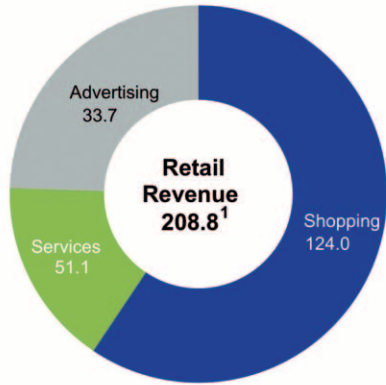
### Real Estate

- Rents in terminals for offices, lounges, storages etc.
- Leasing rates for land where buildings of airlines and other companies are built
- Energy supply



## Retail & Real Estate Retail Revenue Split 2013

€ mil.

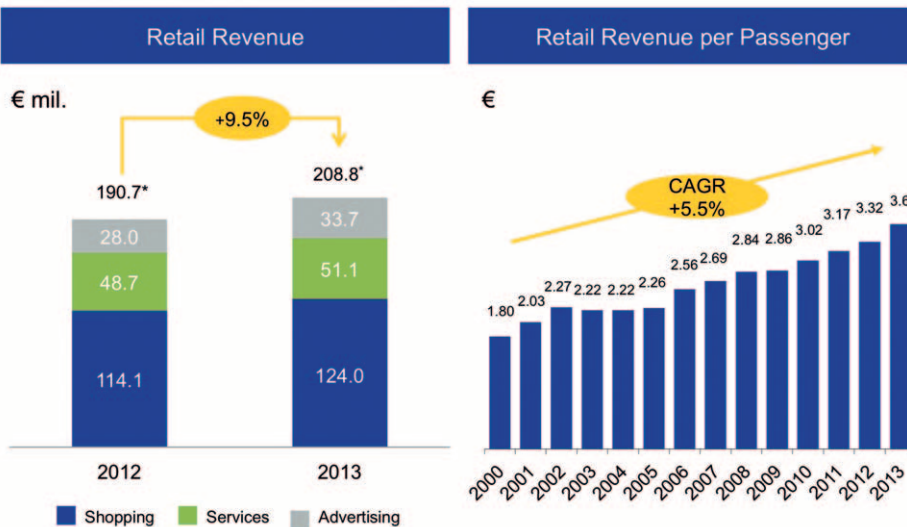


Retail Segments	Outlets <sup>2</sup>
Duty Free & Travel Value	25
Specialty Shops	146
Food & Beverages <sup>3</sup>	78
Other Services, e. g. Car Rental <sup>3</sup>	57

1) Revenue according to Fraport retail/passenger definition, difference to segment revenue due to IT services for passengers  
 2) As of 31/12/2013  
 3) Food & Beverage including mobile sales units; Services excluding ATMs



## Retail & Real Estate Increasing Retail Revenue per Passenger at FRA



\* Revenue according to Fraport retail/passenger definition, difference to segment revenue due to IT services for passengers



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## Retail & Real Estate Taking Advantage of the Passenger Mix

### Unique passenger structure ...

High share of international passengers:

- 50% of all passengers are Non-EU passengers with high spending power
- The broad international passenger mix balances other factors such as currency-fluctuations and below average local spending



### ... with high spending power

Top 5 destinations in spending power compared to total average Duty Free spendings of passengers in 2013



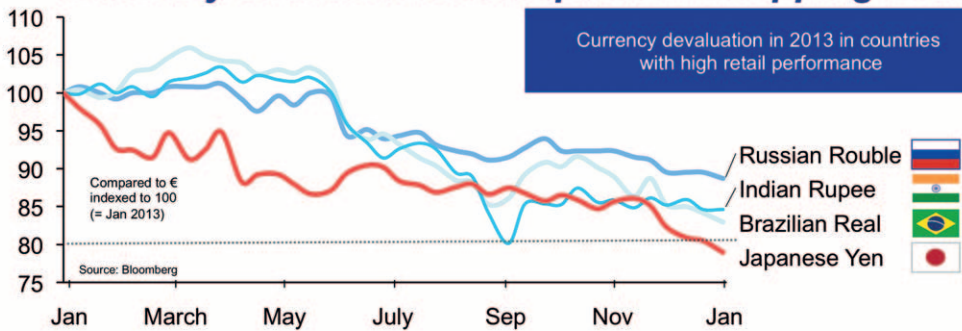
Average = 1.0



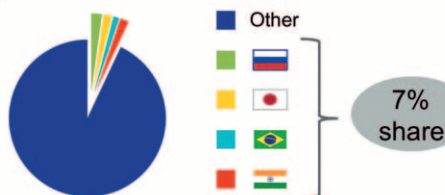
Slide 78 Visual Fact Book Full Year 2013



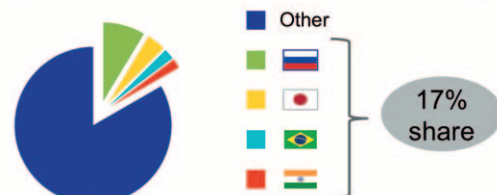
## Retail & Real Estate Currency Fluctuations & Impact on Shopping Behavior



### Traffic shares departing passengers 2013



### Share in Duty Free sales 2013\*



\* Based on ticket /Heinemann data, only indication of nationality



## Retail & Real Estate Retail Project Development



Modernization of existing market places

- Terminal 1, B Non Schengen: Refurbishment to generate higher POS-sales by optimized structure and better amenity values

**Realisation until end of 2015**

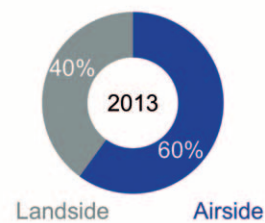
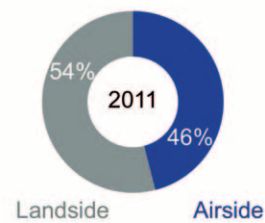
- Terminal 2, Food Plaza, public area: Full modernization and new F&B concepts

**Realisation until mid 2015**



## Retail & Real Estate Growing profitable Retail Space at FRA

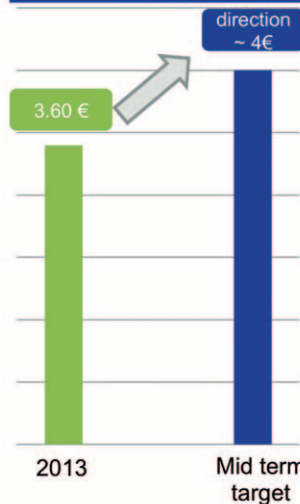
Space ratio improvement



Shop impressions



Retail revenue per passenger





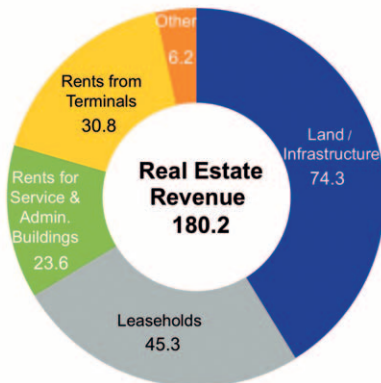
## Retail & Real Estate New Marketplace in redesigned Piers A and Z

- New marketplaces with extensive retail offerings
- Approx. 12,000 sqm new retail space
- Focus on widebody gates
- Features two big walk-through Duty Free / Travel Value shops right after security check



## Retail & Real Estate Real Estate Revenue Split 2013

€ 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

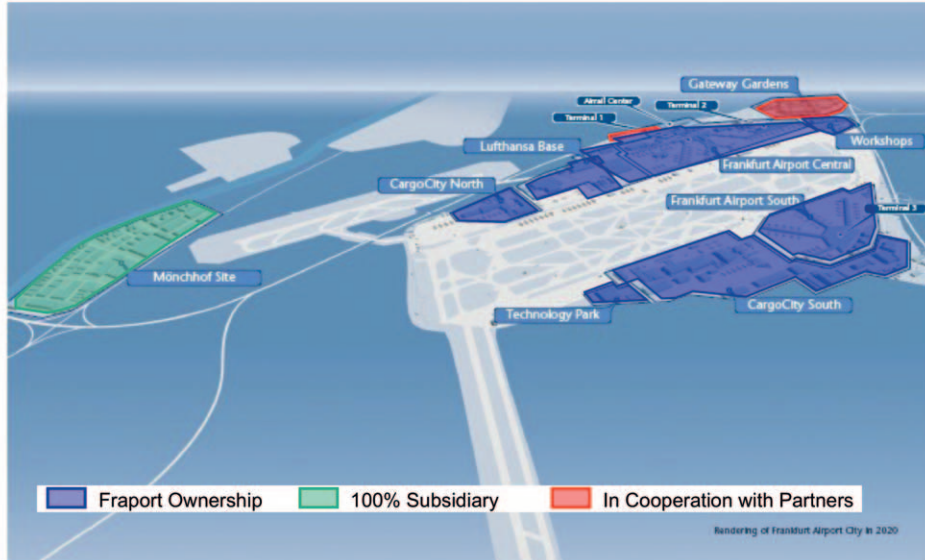
- Office buildings, maintenance and apron buildings

### Rents from Terminals

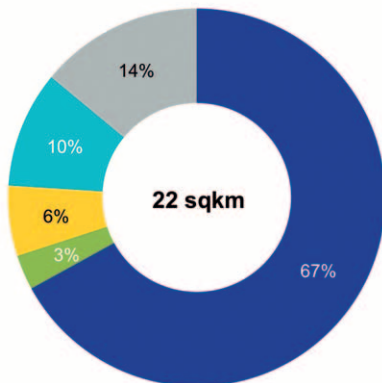
- Offices, lounges, storage mainly rented to airlines



## Retail & Real Estate Areas included in Frankfurt Airport City



## Retail & Real Estate Split of Space on Fraport Property 2013



- Aviation infrastructure
- Leaseholds, e. g. CCN/CCS
- Areas already developed, e. g. Terminal Area
- Areas to develop, e. g. Mönchhof Site
- Not available for usage



## Retail & Real Estate Rentable Areas 2013<sup>1</sup>

Property	Sqm <sup>2</sup>	Office space in sqm <sup>3</sup>	Storage in sqm	Others in sqm	Average rents/sqm/month <sup>4</sup>
Rents in Terminals	332,000	105,000	73,500	153,000	€27
Rents in Service & Admin. Buildings	602,000	225,500	181,500	195,000	€18
DLH Base <sup>5</sup>	473,200	75,000	165,000	233,200	n.a.

- 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) Plus service charges and auxiliary charges  
 5) Estimated figures for DLH Base, 2013 figures



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

Further development of the integrated business model	Growth at Frankfurt Airport	External growth
<p>Leveraging strong position in Aviation and Ground Handling</p> <p>Extend hub competence to strengthen business relationships with key customers</p> <p>Optimize productivity and efficiency</p> <p>→ Asset management</p>	<p>Extend capacities to secure medium-term growth and our competitive position</p> <p>Expand and modernize retail space</p> <p>Accelerate property development/expansion of the Airport City</p> <p>→ Site development</p>	<p>Utilize Fraport's expertise outside the Frankfurt site</p> <p>Acquire and operate airports and terminals</p> <p>Acquire airport management and service contracts</p> <p>→ Portfolio management</p>





## Retail & Real Estate Terminals and surrounding Areas



904,000 sqm of total gross floor space

### Mixed utilization

- Offices /Lounges
- Storage
- Operations

### Size and Features 2013

#### Locations:

- ~ 32% of gross floor space at Terminals
- ~ 68% of gross floor space service & administration buildings

#### Utilization split:

- ~ 37% offices/lounges
- ~ 32% storage
- ~ 31% other utilization

### Ownership

- 100% Fraport

### Clients

- DLH
- Other airlines
- Fraport
- Government agencies



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



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

### Size and Features 2013

- 1,490,000 sqm
- 11,600 employees
- A further 270,000 sqm gross land for building of space will be developed in the CCS, where 100,000 sqm of warehouse space are planned.

### Ownership

- 100% Fraport

### Clients

- 200 companies: airlines, forwarders, express services and other service providers
- Major logistics companies such as
  - Panalpina
  - Kühne & Nagel
  - Dachser
  - DHL Global Forwarders
  - YusenAir Sea Service
  - Agility
  - Nippon Express
  - WFS
  - DB Schenker
  - Lufthansa Cargo
  - LUG
  - Different Airlines like e.g. Air China Cargo, Emirates Cargo, Japan Airlines, Korean Air Cargo, Asiana, Air Bridge Cargo



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



1,040,000 sqm of land area

- Partly rented
- Partly under ground lease developed

Mixed utilization

- Offices
- Operational area

**Size and Features 2013**

- 790,000 sqm in the North
- 250,000 sqm in the South

**Ownership in the North – 790,000 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 airport ring 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 / investors own the buildings

- A 380 maintenance base
- Lufthansa Technik Maintenance International base

**Client**

- DLH



## Retail & Real Estate Mönchhof Site



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

Mixed utilization

- Logistics and distribution centers
- Retail facilities (small sized)
- Airport-related operations
- Offices, hotels and restaurants

**Size and Features 2013**

- 1,100,000 sqm of gross building land to sell and develop
- For 725,000 sqm net building land zoning plans are in place → largest contiguous industrial area under construction of the Rhine-Main region
- Approx. 400,000 sqm have been marketed already

**Ownership**

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

**Clients/Sales Contracts:**

- Logicreal Airport Ffm GmbHZoth (equipment manufacturer)
- DoKaSch (maintenance for airfreight containers)
- Ontour / Ontour II (freight forwarder)
- Würth AG (tools supplier)
- DHL / Harder Partner
- Multi Park / Multi Park II / Multi Park III(logistics/technology)
- Via Mat and
- My Logistics (logistics)
- WPG (project developer) / Rewe (distribution center perishables)
- Angelis I / Angelis II (casino)
- Weichinger /Infra Red (resold by Harder&Partner)
- Simon Hegele (Logistics) / Aramex International GmbH (Logistics)



## Retail & Real Estate THE SQUAIRE

Part of Airport City -  
not Fraport property



146,000 sqm of net floor space

- Office: 96,400 sqm  
incl. a business/  
conference center 3,200 sqm
- Hotel: 36,100 sqm
- Retail/ gastronomy: 7,800 sqm
- 625 parking spaces in-house
- 2500 parking spaces Squire parking

### Size and Features 2013

- 200,000 sqm of gross floor space on 9 floors (rentable area 146.000 sqm)
- 660 meters long and 65 meters wide
- Start of construction 1<sup>st</sup> of March 2007
- Opening in several steps during 2011
- Multi-storey car park SQUAIRE Parking with additional 2,500 parking spaces and 625 nearby the building
- THE SQUAIRE is an innovative world of working and living that is being created to perfectly harmonise the needs of employees, customers, and companies – a NEW WORK CITY.

### Ownership

- THE SQUAIRE GmbH & Co. KG – a joint project of IVG Immobilien AG (98%) and Fraport AG (2%)

### Clients

- Hilton Worldwide Group, with Hilton Frankfurt Airport and Hilton Garden Inn
- KPMG, European Headquarters
- Further tenants: Arthur D. Little, European Headquarters of Nemak (automotive supplier), plug-and-work Business and Conference Center, retail & gastronomy tenants



## Retail & Real Estate Gateway Gardens

Part of Airport City -  
not Fraport property



350,000 sqm of gross building land; resp.  
700,000 sqm gross floor space

### Mixed utilization

- Offices
- Hotels & gastronomy
- Congress center, trade center
- Research and science

### Size and Features 2013

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

### Ownership

- Grundstücksgesellschaft Gateway Gardens GmbH; Fraport AG holds 33.3% shares of the development company (the other 33,3% owned by Groß&Partner and OFB GmbH)

### Clients

- LSG Sky Chefs, operating Europe's most modern catering services, completed in 2008
- Park Inn Hotel opened in July 2010
- Condor, completed new headquarters /flight operation center in 2012
- Meininger Hotel, opened in January 2012
- Imtech, technical equipment supplier for buildings, completed new main office in April 2012
- House of Logistics and Mobility (HOLM), research and education institution, start of construction in April 2012, completion expected in 2014
- Alpha Rotex: Start of construction 2012, completed in 2013
- Elements Frankfurt Airport Hotel, start of construction in 2013, completion expected in 2014

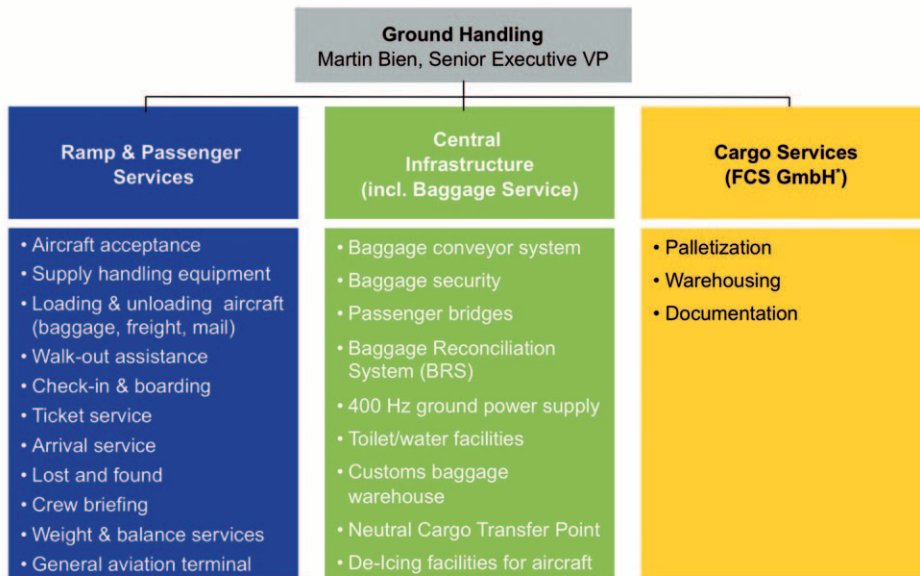


# Group Financials & Segments

## Ground Handling



### Ground Handling Segment Structure



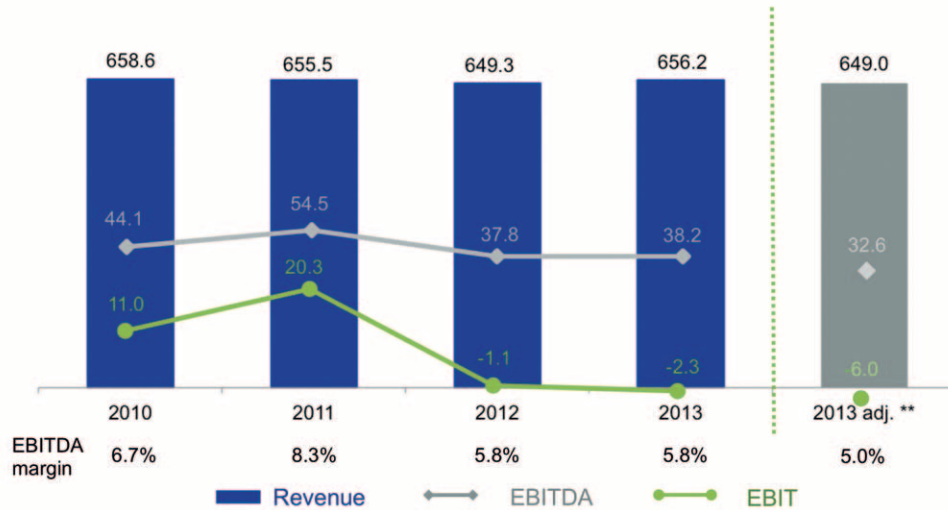
\* Fraport Cargo Services GmbH, 100% subsidiary of Fraport AG



## Ground Handling Key Figures\*

€ mil.

2013 adjusted for IFRS 11\*\*

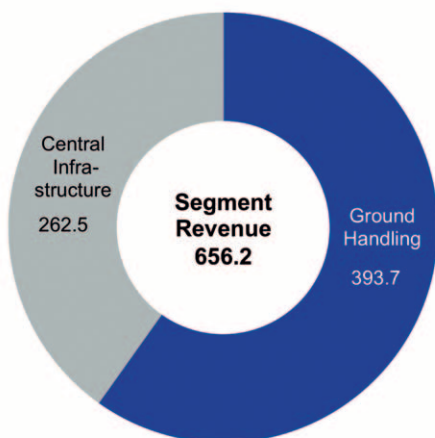


\* Figures including special and consolidation effects; 2012 figures adjusted for IAS 19  
 \*\* From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively



## Ground Handling Segment Revenue Split 2013

€ mil.



**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



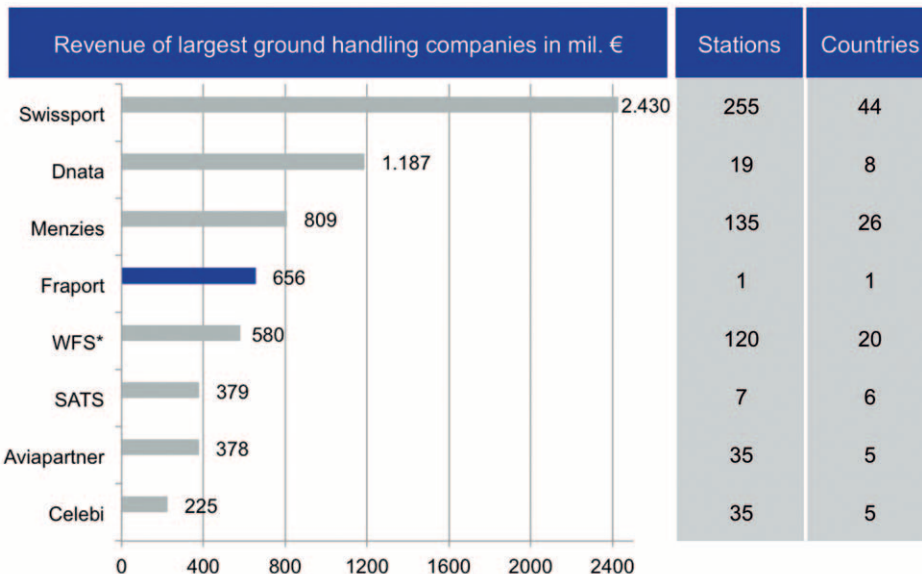
## Ground Handling Heterogeneous Markets

Market volume ~ 42 bn. €*		
Europe	North America	Asia
<ul style="list-style-type: none"> <li>• Heterogeneous market situation: monopolies, duopolies and fully liberalized markets</li> <li>• Airports, airlines, independent ground handling provider</li> <li>• Revision of EU directive</li> </ul>	<ul style="list-style-type: none"> <li>• Fully liberalized market</li> <li>• Self-handling by airlines at hubs</li> <li>• Independent ground handling provider</li> <li>• Airport authorities do not offer any ground handling services</li> </ul>	<ul style="list-style-type: none"> <li>• Regulated market</li> <li>• Self- and third-party handling by hub airlines</li> <li>• Mostly one independent ground handling provider</li> <li>• "Regulated duopolies"</li> </ul>

\*Global in 2015  
Source: KPMG estimates 2011



## Ground Handling Fraport among leading Worldwide GH companies



Source: Evercore; company data; Fraport; year of reported revenue and business model can vary

\* Total Group



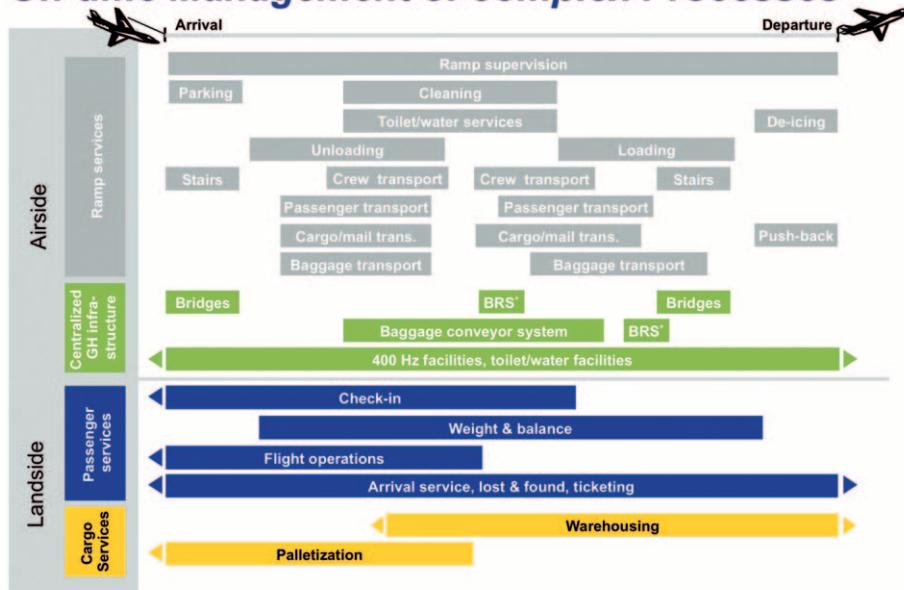
## Ground Handling Business Activities: Who does what?



\* 52% subsidiary of Fraport AG



## Ground Handling On-time Management of complex Processes



\* BRS = Baggage Reconciliation System



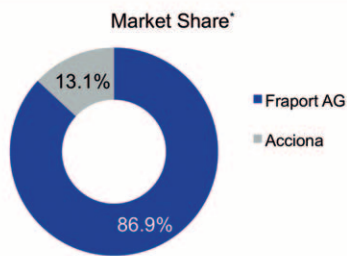
## Ground Handling Core Business Area: Ramp Services 2013

### Ramp Services

- Regulated market: one third-party handler, Acciona
- Main customers of Fraport: Lufthansa and Star Alliance partners
- ~196.100 aircraft handled in 2013
- ~ 24.7 mil. tons MTOM

### 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



\* Base: MTOM 2013



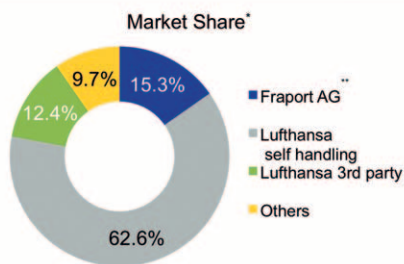
## Ground Handling Core Business Area: Passenger Services 2013

### Passenger Services

- Open market: third-party handlers (e.g., Acciona) and self-handling (e.g., Lufthansa)
- ~22,300 aircraft handled in 2013

### Activities

- Station representation
- Check-in & boarding
- Ticket service
- Baggage tracing (lost & found)
- Arrival service
- Training
- Flight and Ground Ops
- Ramp Agent Services
- General aviation terminal



Fraport handles approximately 40.9% of the „free market“ (excluding Lufthansa self handling)

\* Base: Passengers 2013 for Check-In and Gating; Source: Fraport AG \*\*FPS included





## Ground Handling Core Business Area: Central Infrastructure 2013

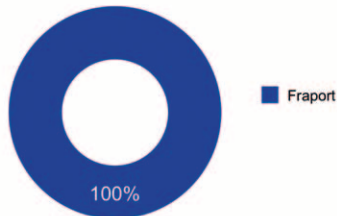
### Central Infrastructure

- Sole provider
- Provision of infrastructure, incl. Baggage conveyor system (>80 km)
- Baggage performance in 2013: 2.05‰ misconnected baggage
- ~ 27.5 mil. pieces of baggage (2013)

### Activities

- 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



## 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 EU hubs.



### Baggage facilities and conveyor system

- More than 80 km long, the Frankfurt Airport's baggage conveyor system is one of the world's largest facilities of its kind
- Enlargement by 6.5 km for pier A-Plus in 2012
- Capacity: approx. 20,000 items per hour
- Record: 114,455 baggage items a day
- System reliability rate: 99.5%
- Transport speed: 2.5 m/sec; max. speed 5 m/sec
- Only 2.05 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 2013

Cargo Services	Activities
<ul style="list-style-type: none"> <li>• Open market: third-party handlers (e.g., LUG, Aviapartner) &amp; self-handlers (LH)</li> <li>• Fraport Cargo Services (FCS), wholly owned subsidiary (100%)</li> <li>• ~ 450.000 metric tons of cargo</li> <li>• ~ 9.000 metric tons at Airport Hahn</li> </ul>	<ul style="list-style-type: none"> <li>• Handling and documentation of import, export and transfer freight</li> <li>• Handling of special freight</li> <li>• Commissioning and deconsolidation services</li> <li>• Bonded warehouse</li> <li>• Truck dispatching</li> <li>• Last-minute and express services</li> </ul>

Market Share\*

Category	Market Share
FCS	22.7%
Lufthansa	40.7%
Lufthansa 3rd party	6.7%
Others	29.9%

FCS handles around 40% of the „free market“ (excluding Lufthansa self handling)

\* Basis: Cargo Tonnage 2013; Source: FCS \*\*Several handlers with 1-5% market share each



## Ground Handling Revision of Ground Handling Directive 96/67/EC

2012	Rejection of the Regulation Proposal to the Committee on Transport and Tourism (TRAN) by the EU Parliament dated December 11 <sup>th</sup>
2013	Approval of the opinions of both responsible Committees (EMPL and TRAN) in the plenary session of the EU Parliament on April 16 <sup>th</sup> and referral of the dossiers to the EU Council
2014	Further negotiation under the Italian Council Presidency, starting in second half of 2014 in order to reach an agreement between EU Parliament and EU Council
Possibly by end of decade	In case of an approval by the EU Council in 2014 a further ground handling license could be granted at FRA in 2020

Source: Fraport



## **Ground Handling Restructuring for profitable Growth**



Step 1: Cutback of corporate benefits (starting in 2010), e.g.

- Employee stock plan reduced
- Pay for rotating shift pause abolished
- Benefit payments reduced by 70%
- Reduced tariff conditions for new staff

Step 2: Efficiency program to redevelop processes and structures (starting in 2013), e.g.

- Better manpower planning systems
- Integration of transport services
- Flexible work schedules
- Higher standardization level
- Reducing administrative costs
- Higher productivity in internal services



Creating sustainable savings over € 40 mil. p.a. by keeping the integrated business model



## **Group Financials & Segments**

## **External Activities & Services**



## External Activities & Segments Fraport Activities worldwide



\* Concession contract of future Dakar airport  
\*\* Management contract ended at the beginning of 2014



## External Activities & Services Segment Structure



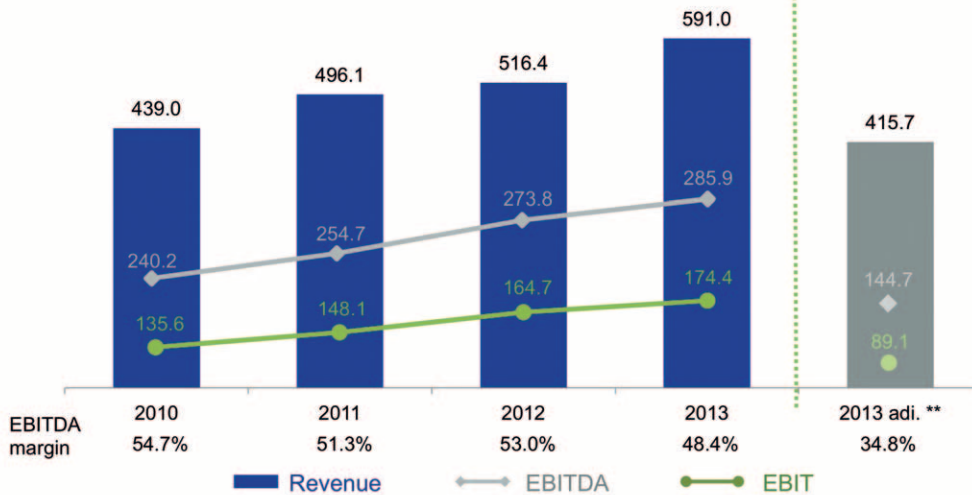
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## External Activities & Services Key Figures\*

€ mil.

2013 adjusted for IFRS 11\*\*

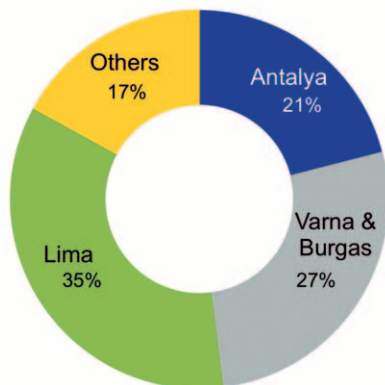


\* Figures including special and consolidation effects; 2012 figures adjusted for IAS 19  
 \*\* From 2014 IFRS11 "Joint arrangements" is applied, 2013 will be adjusted retrospectively



## External Activities & Services Segment Revenue Split 2013

€ mil.



### Other Revenues

are generated by majority owned subsidiaries/ management contracts, such as

- Air IT Systems, Hanover
- Fraport Saudi Arabia, Riyadh
- Air Transport IT, Orlando, USA
- Medical Airport Services, Kelsterbach

and service units at Frankfurt, such as

- Facility management
- Information and telecommunications



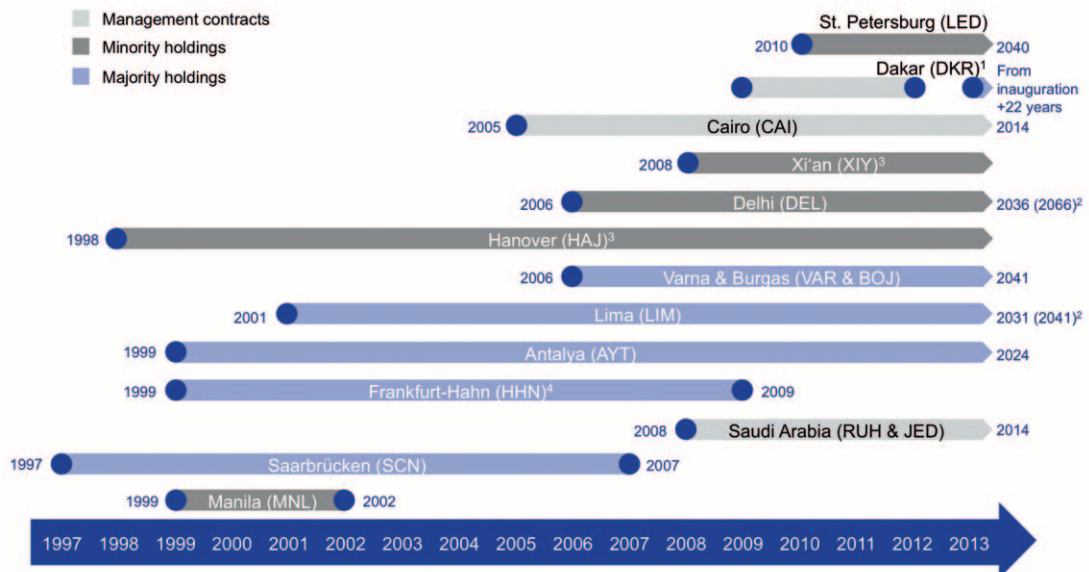
## External Activities & Services Fraport manages a Variety of Airports

Hubs	Regional Airports	Tourist Airports	Management Contracts
Frankfurt Main Share: 100% 58.0 mil. passengers	Xi'an Airport Share: 24.5% 26.0 mil. passengers	Antalya Airport Share: 51.0% 26.7 mil. passengers	Cairo Airport* Duration: 8Y 13.6 mil. passengers
Lima Airport Share: 70.01% 14.9 mil. passengers	Hanover Airport Share: 30.0% 5.2 mil. passengers	Burgas Airport Share: 60.0% 2.5 mil. passengers	Riyadh Airport Duration: 6Y 19.5 mil. Passengers
Delhi Airport Share: 10.0% 36.7 mil. passengers	Pulkovo Airport Share: 35.5% 12.9 mil. passengers	Varna Airport Share: 60.0% 1.3 mil. passengers	Jeddah Airport Duration: 6Y 26.6 mil. Passengers
	Dakar Airport Share: 100.0% (Under construction)		

\* Management contract ended at the beginning of 2014



## External Activities & Services History of Fraport's Airports



1) Until 2012 management contract 2) Extension option 3) No concession, shares 4) Frankfurt-Hahn sold to the State of Rhineland Palatinate in Jan. 2009



## External Activities & Services Antalya Airport at a Glance I



### Profile

- 2<sup>nd</sup> largest airport in Turkey 2013
- Tourist gateway to Turkish Riviera
- #1 Mediterranean touristic airport

### Infrastructure

- 2 independent runways (airside infrastructure managed by state authority)
- 2 international terminals and 1 domestic terminal + 1 CIP terminal

### Main Carriers

- SunExpress, Pegasus

### Further Carriers

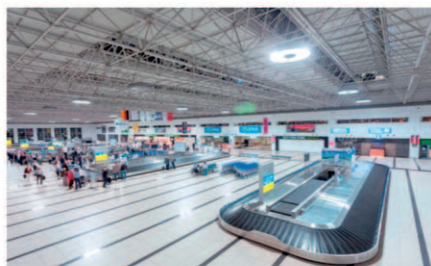
- Transaero, Condor, Nordwind, Freebird

### Passenger CAGR (2003–2013)

- 9.8%



## External Activities & Services Antalya Airport at a Glance II



### 2013 review

- Main origin markets are Russia and Germany
- Domestic growth due to cheap ticket prices and emergence of Low Cost Carrier

### 2013 onwards

- Sustainable demand from Russia and Western Europe expected in 2014
- Sufficient capacity to handle traffic growth



## External Activities & Services Antalya Airport Financials

€ mil.	2013	2012
Passengers <small>in mil.</small>	26.7	25.0
Movements <small>in '000</small>	169.5	159.2
Revenue*	320.7	301.1
EBITDA*	276.2	259.6
EBIT*	177.9	161.7
EBITDA margin	86.1%	86.2%
Fraport share	51%	51%
Consolidation	50%	50%

**Fraport share:** 51.00%

- 51% voting rights
- 50% dividend rights

**Other shareholders**

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

**Fraport history**

- Majority interest in Terminal 1 (BOT) since '99
- New concession contract since Sep. 2007
- Since Sep. 2007 Fraport is operating Terminal 1 + Domestic Terminal with its partners
- 23<sup>rd</sup> Sep 2009 takeover of Terminal 2
- From 23<sup>rd</sup> Sep. 2009 till 2024 Fraport operates all 3 terminals together with Turkish IC Holding

**Regulation**

- Fixed passenger fee

**Capex (Obligation)**

- EPC contract € 99 mil. for modernization of infrastructure and new domestic terminal (already in operation)

\* IFRS figures before consolidation



## External Activities & Services Lima Airport at a Glance I



**Profile**

- Largest airport in Peru
- Regional hub for LAN and TACA

**Main Carrier**

- LAN

**Further Carriers**

- American Airlines, Delta, United, Air Canada, Iberia, KLM, Air France, Air Europa, TACA, Copa, TAM, Sky Airlines, JetBlue, Aeromexico, Aerolíneas Argentinas, Tame, Spirit Airlines

**Passenger CAGR (2003–2013)**

- 12.6 %





## External Activities & Services Lima Airport at a Glance II



### 2013 review

- Traffic growth primarily driven by domestic passenger (+14.7%) due to better economic situation for the middle class in Peru
- >90% of Peruvian international traffic handled in Lima

### 2014 outlook

- Further passenger growth expected
- Apron expansion and implementation of additional check in counters



**World Travel Award**  
Leading Airport in South America  
2009, 2010, 2011, 2012 and 2013



**Skytrax World Airport Award**  
Category South America  
Best Airport of the year: 2005, 2009, 2010, 2011, 2012, 2013  
2nd Best Airport of the year: 2006, 2008



## External Activities & Services Lima Airport Financials

€ mil.	2013	2012
Passengers in mil.	14.9	13.3
Movements in '000	153.1	148.3
Revenue*	208.0	191.3
EBITDA*	71.3	65.5
EBIT*	57.7	52.5
EBITDA margin*	34.3%	34.2%
Fraport share	70.01%	70.01%
Consolidation	full	full

**Fraport share:** 70.01%

### Other shareholders:

- International Finance Corporation (IFC) (19.99%)
- AC Capitales SAFI S.A. (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 till

### Capex

- Until 2013 total CAPEX: USD 324.4 mil.
- Upcoming: new terminal, 2<sup>nd</sup> runway

\* Figures before consolidation / Figures refer to IFRS accounting, local GAAP figures may differ



## External Activities & Services Varna and Burgas Airports at a Glance



### Profile

- Tourist gateway to the Black Sea

### Infrastructure Varna

- 1 runway, capacity for 30 movements/hour
- New terminal capacity for 1.8 mil. passengers/year

### Infrastructure Burgas

- 1 runway, capacity for 30 movements/hour
- New terminal capacity for 2.7 mil. passengers/year

### Main Carriers

- Bulgaria Air, BH Air

### Further Carriers

- Bulgarian Air Charter

### Passenger CAGR (2003–2013)

- 5.5%



## External Activities & Services Varna and Burgas Airports Financials

ACI 2013 Traffic Forecast for Bulgaria:  
Annually 5.0% until 2031

€ mil.	2013	2012
Revenue	101.1	63.3
EBITDA	28.2	25.9
EBIT	20.2	18.8
EBITDA margin*	27.9%*	40.9%*
Fraport share	60%	60%
Consolidation	full	full
Varna		
Passengers <small>in mil.</small>	1.3	1.2
Movements <small>in '000</small>	11.5	10.7
Burgas		
Passengers <small>in mil.</small>	2.5	2.4
Movements <small>in '000</small>	18.4	18.9

**Fraport share:** 60.00%

### Other shareholders

- Airport Services Ltd. (40.00%)

### Fraport history

- In September 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 mil. until 2011
- 2 new terminals completed in 2013
- Further investments subject to traffic growth

\* Influenced by IFRIC 12: organic EBITDA margin 2013: 56.9% 2012: 56.4%



## External Activities & Services Minority: Hanover Airport, Germany



**Fraport share:** 30.00%

**Other shareholders**

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

**Profile**

- 24 hour operation
- 3<sup>rd</sup> highest runway capacity in Germany

**Infrastructure**

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

**Main Carriers**

- Lufthansa, TUIfly, Germanwings

**Further Carriers**

- AirBerlin, Swiss, Condor, Turkish Airlines, SunExpress

**Passenger CAGR (2002–2013)**

- 0.9%

**Passengers Total 2013**

- 5.2 mil.



## 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**

- Largest airport in India
- Capital Airport

**Infrastructure**

- 3 runways, capacity for 70 movements/hour
- 3 terminals, capacity for 46 mil. passengers/year

**Main Carrier**

- Air India

**Further Carriers**

- Jet Airways, IndiGo, SpiceJet

**Passenger CAGR (2003–2013)**

- 14.0%

**Passengers Total 2013**

- 36.7 mil.



## External Activities & Services Minority: Xi'an, China



**Fraport share:** 24.5% Fraport Asia Ltd.

**Other shareholders**

- 50.9% China West Airport Co., Ltd.
- 24.5% China Nat. Aviation Corporation Airport Inv., Ltd.
- 0.1% CWAG Aviation Logistics (Xi'an) Co. Ltd.

**Profile**

- 8<sup>th</sup> biggest airport in China
- Center of the Chinese aerospace and aviation industry
- Known for its world-famous Terracotta Army

**Infrastructure**

- 2 runways, mid term capacity for ~65 movements/hour
- 2 terminals, capacity for ~40 mil. passengers/year
- Former T1 used as pier of T2 after opening of T3

**Main Carrier**

- China Eastern Group

**Further Carriers**

- Hainan Airlines Group, China Southern Group, Air China Group, Shenzhen Airport Group

**Passenger CAGR (2003–2013)**

- 17.6%

**Passengers Total 2013**

- 26.0 mil.



## External Activities & Services Minority: Saint Petersburg, Russia



**Fraport share:** 35.5%

**Other shareholders**

- VTB Bank 50.0%, Russia
- Koltseva Holding 7.5%, Cyprus
- Copelouzos Group 7.0%, Greece

**Profile**

- 3<sup>rd</sup> largest Russian Airport (after Moscow-DME and Moscow-SVO)

**Infrastructure**

- 2 parallel runways, current capacity for 28, potential capacity up to 100 movements/hour possible
- 2 terminals, capacity 17 m passengers/year

**Main Carrier**

- Rossiya Airlines/ Aeroflot

**Further Major Carriers**

- Transaero, S7 Airlines, Lufthansa, Emirates

**Passenger CAGR (2003–2013)**

- 13.0%

**Passengers Total 2013**

- 12.9 mil.



## External Activities & Services Management Contracts & Others

Cairo, Egypt*	Dakar, Senegal	Riyadh & Jeddah, Saudi Arabia	
 <p><b>Profile</b></p> <ul style="list-style-type: none"> <li>On the way of becoming the hub of MENA (Middle East North Africa)</li> </ul> <p><b>Infrastructure</b></p> <ul style="list-style-type: none"> <li>3 parallel runways, capacity for 100+ movements/hour</li> <li>2 passenger terminals, capacity for 19 mil. passengers/year</li> <li>3<sup>rd</sup> terminal under construction, capacity for 8 mil. passengers/year</li> </ul> <p><b>Main Carrier</b></p> <ul style="list-style-type: none"> <li>Egypt Air</li> </ul> <p><b>Further Carriers</b></p> <ul style="list-style-type: none"> <li>Saudi Arabian Airlines, Lufthansa, Emirates, Gulf Air</li> </ul> <p><b>Passengers total 2013</b></p> <ul style="list-style-type: none"> <li>13.6 mil.</li> </ul>	 <p><b>Profile</b></p> <ul style="list-style-type: none"> <li>New Airport currently under construction</li> <li>Fraport has a concession contract for the future airport (100%)</li> </ul> <p><b>Infrastructure</b></p> <ul style="list-style-type: none"> <li>1 runway</li> <li>1 terminal, capacity for 3.0 mil. passengers/year</li> </ul> <p><b>Profile old airport</b></p> <ul style="list-style-type: none"> <li>In operation until opening of the new airport</li> </ul> <p><b>Carriers</b></p> <ul style="list-style-type: none"> <li>Senegal Airlines, Air France, Royal Air Maroc, Brussels Airlines, Iberia Airlines</li> </ul> <p><b>Passengers total 2012</b></p> <ul style="list-style-type: none"> <li>1.7 mil.**</li> </ul>	 <p><b>Riyadh</b></p> <p><b>Profile</b></p> <ul style="list-style-type: none"> <li>Capital airport</li> </ul> <p><b>Infrastructure Riyadh</b></p> <ul style="list-style-type: none"> <li>2 runways</li> <li>4 terminals</li> </ul> <p><b>Main Carrier</b></p> <ul style="list-style-type: none"> <li>Saudi Arabian Airlines</li> </ul> <p><b>Further Carriers</b></p> <ul style="list-style-type: none"> <li>Emirates, Air India, Pakistan International Airlines, Lufthansa</li> </ul> <p><b>Passengers total 2013</b></p> <ul style="list-style-type: none"> <li>19.5 mil.</li> </ul>	 <p><b>Jeddah</b></p> <p><b>Profile</b></p> <ul style="list-style-type: none"> <li>Pilgrim airport, Red Sea</li> </ul> <p><b>Infrastructure Jeddah</b></p> <ul style="list-style-type: none"> <li>3 runways</li> <li>3 terminals</li> </ul> <p><b>Main Carrier</b></p> <ul style="list-style-type: none"> <li>Saudi Arabian Airlines</li> </ul> <p><b>Further Carriers</b></p> <ul style="list-style-type: none"> <li>NAS Air, Egypt Air, Air India, Lufthansa</li> </ul> <p><b>Passengers total 2013</b></p> <ul style="list-style-type: none"> <li>26.6 mil.</li> </ul>

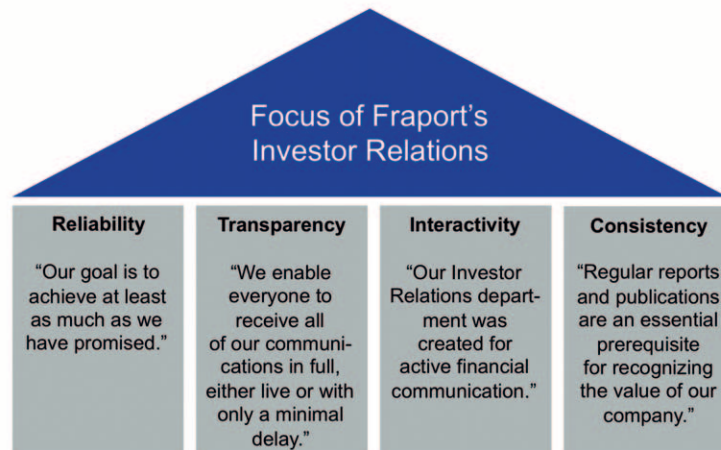
\* Management contract ended at the beginning of 2014    \*\*2012 figures; 2013 figures not available at time of publication



## Fraport Share & Management



## Fraport Share & Management IR Strategy



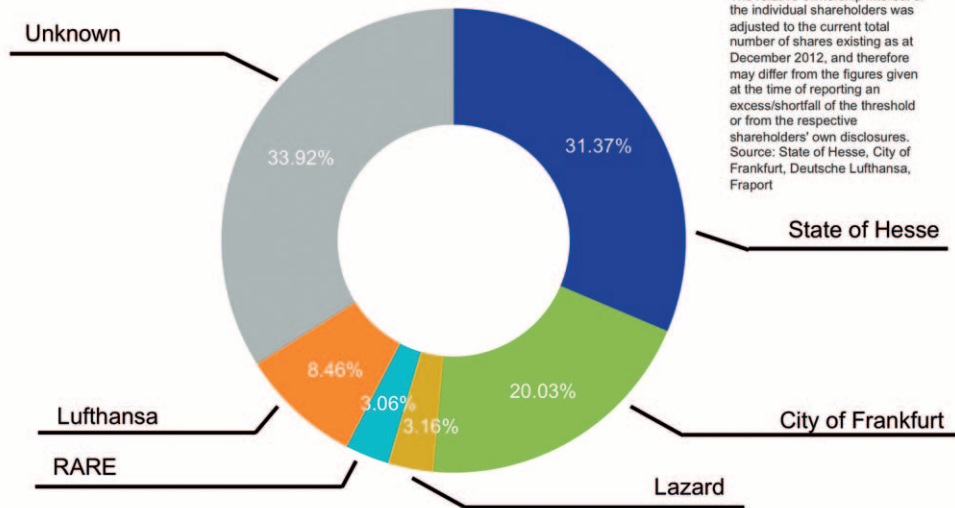
## Fraport Share & Management Share Data

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):	€ 922.9 million
Calculated par value per share:	€ 10.00
Number of floating shares* on Dec. 31, 2013:	92,212,289
Listing:	Frankfurt Stock Exchange – official trading (Prime Standard), MDAX**
Sustainability Share Indices:	Dow Jones Sustainability World Index (DJSI World), FTSE4Good-Index, Carbon Disclosure Leadership Index (CDLI)
IPO:	June 11, 2001
Placement price:	€35.00

\* Total number of shares on the balance sheet date minus treasury shares  
\*\* Index of Deutsche Börse for mid caps from classic sectors



## Fraport Share & Management Shareholder Structure (as of December 31, 2013)

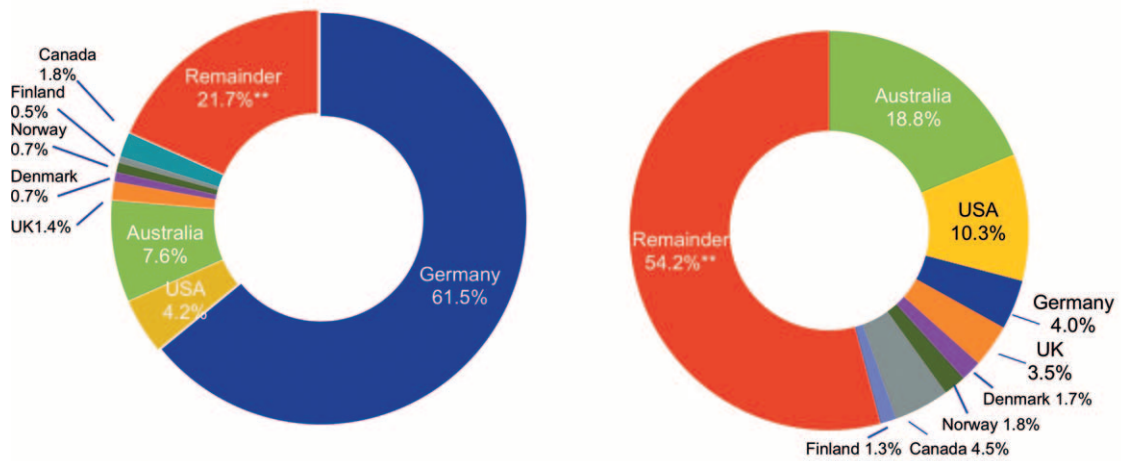


The relative ownership interest of the individual shareholders was adjusted to the current total number of shares existing as at December 2012, and therefore may differ from the figures given at the time of reporting an excess/shortfall of the threshold or from the respective shareholders' own disclosures. Source: State of Hesse, City of Frankfurt, Deutsche Lufthansa, Fraport



## Fraport Share & Management Geographical Split

Total Geographical Split of Share      Geographical Split of Free Float\*



Source: own estimates  
 \* Free float without the shares of State of Hesse, Stadtwerke Frankfurt am Main Holding GmbH and Deutsche Lufthansa AG  
 \*\* Remainder: Countries below 0.5% in total split, 1.0% in free float split



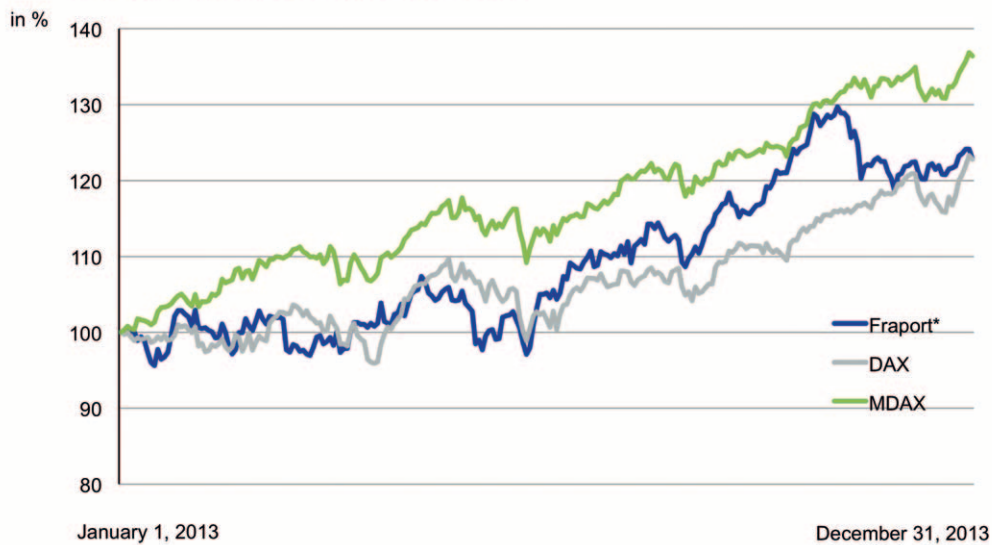
## Fraport Share & Management Key Figures of Fraport Share

		2007	2008	2009	2010	2011	2012	2013
Year-end closing price	€	53.87	30.91	36.28	47.16	38.00	43.94	54.39
Highest price	€	64.65	54.34	38.80	48.78	58.10	49.37	57.41
Lowest price	€	45.53	23.67	22.46	34.40	37.60	38.41	42.33
Annual performance (including dividend)	%	1.9	-40.4	21.1	33.2	-16.8	18.9	26.6
Earnings per share (basic)	€	2.44	2.07	1.60	2.86	2.62	2.59	2.40
Dividend per share*	€	1.15	1.15	1.15	1.25	1.25	1.25	1.25*
Dividend yield on Dec. 31	%	2.1	3.7	3.2	2.7	3.3	2.8*	2.3
Payout ratio	%	47.2	55.7	70.8	44.0	48.0	48.5	52.2
Price-earnings ratio		22.1	14.9	22.7	16.5	14.5	17.0	22.7
Average trading volume per day (XETRA)	number	262,132	296,704	163,070	160,634	190,671	156,604	118,554
Market capitalization on Dec. 31	€ million	4,932	2,835	3,333	4,335	3,494	4,052	5,020
Total number of shares on Dec. 31	million	91.6	91.7	91.9	91.9	92.0	92.2	92.3
Number of floating shares on Dec. 31	million	91.5	91.6	91.8	91.8	91.9	92.1	92.2

\*Proposed dividend for fiscal year 2013



## Fraport Share & Management Stock Performance 2013



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





## **Fraport Share & Management**

### **Chief Executive Officer: Dr. Stefan Schulte**



#### **Fraport AG's CEO since September 2009**

Responsible for:

- Corporate Compliance, Risk and Values Management
- Legal Affairs
- Internal Auditing
- Corporate Development, Environment and Sustainability
- Corporate Communications

#### **Brief biography:**

- 2007 – 2009: Vice Chairman and COO
- 2003 – 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 Italian fixed-network subsidiary in Milan
- Divisional Director at Mannesmann Arcor
- Deutsche Bank's group development department
- 1991: Finished his doctorate degree



## **Fraport Share & Management**

### **Executive Director Ground Handling: Anke Giesen**



#### **Fraport AG's Executive Director Ground Handling since January 2013**

Responsible for:

- Retail and Properties
- Ground Services
- HR Top Executives

#### **Brief biography:**

- 2009 – 2012: Director Labor Relations and Member of the Executive Board at Douglas Holding AG
- 2004 – 2009: Head of Human Resources and Member of the Management Board at Pfeleiderer AG
- 2001 – 2004: Several management positions at Pfeleiderer AG
- 1992 – 2001: Specialist for Human Resources and Management Personnel in the mechanical and electrical engineering sector at Mannesmann Dematic AG
- Studied Law



## **Fraport Share & Management** **Executive Director Labor Relations: Michael Müller**



### **Fraport AG's Executive Director Labor Relations since October 2012**

Responsible for:

- Airport Security Management
- Human Resources
- Central Purchasing, Construction Contracts

### **Brief biography:**

- 2009 – 2012: Senior Executive VP Ground Handling Fraport AG
- 1997 – 2009: Senior Vice President Human Resources Fraport AG
- 1993 – 1997: Several management positions in the Human Resources department of FAG (former name of Fraport AG)
- 1984 – 1993: Staff function reporting to the company's Executive Board Member responsible for labor relations at Flughafen Frankfurt/Main AG
- Studied Economics



## **Fraport Share & Management** **Executive Director Operations: Peter Schmitz**



### **Fraport AG's COO since September 2009**

Responsible for:

- Airside and Terminal Management, Corporate Safety and Security
- Real Estate and Facility Management
- Information and Telecommunications

### **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
- 1996–1998: Commander at Technical School German Air Force, Fassberg, Germany
- 1984–1996: Different German Air Force appointments



## Fraport Share & Management CFO\*: Dr. Matthias Zieschang



### Fraport AG's CFO since April 2007

Responsible for:

- Corporate Infrastructure Management
- Global Investments and Management
- Controlling
- Finance and Investor Relations
- Accounting

### Brief biography:

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

\* Executive Director Controlling & Finance



## Glossary

### ACI

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

### Aviation

Fraport business segments. The segment is responsible for Runway and terminal operations, security & expansion

### BOT

Acronym for Build Operate Transfer

### CAGR

Acronym for Compound Annual Growth Rate

### CUTE

Common Use Terminal Equipment

### EIB

Acronym for European Investment Bank

### External Activities & Services

Fraport business segments. The segment encompasses all holdings and activities not located at Frankfurt

### Ground Handling

Fraport business segments. The 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

### MTOW/MTOM

Acronym for maximum takeoff weight/mass for which an aircraft is certified. The MTOW/MTOM is the parameter for determining takeoff and landing charges

### O & D

Origin and Destination

### RAB

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

### Retail & Real Estate

Fraport business segments. The segment encompasses the letting of shops & offices, management of parking facilities and real estate

### 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

### WiBank

Bank for Infrastructure in State of Hesse



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## Investor Relations IR Service – meet IR

### Financial Calendar

Group Interim Report – January 1 to March 31, 2014	Thursday, May 8
Annual General Meeting	Friday, May 30
Group Interim Report – January 1 to June 30, 2014	Thursday, August 7
Group Interim Report – January 1 to September 30, 2014	Thursday, November 6

### Traffic Calendar

March 2014 / 3M 2014	Thursday, April 10, 2014
April 2014	Tuesday, May 13, 2014
May 2014	Thursday, June 12, 2014
June 2014 / 6M 2014	Thursday, July 10, 2014
July 2014	Tuesday, August 12, 2014
August 2014	Wednesday, September 10, 2014
September 2014 / 9M 2014	Monday, October 13, 2014
October 2014	Wednesday, November 12, 2014
November 2014	Wednesday, December 10, 2014

The latest IR Information

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

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

Here you find additional  
information, dates of  
roadshows and  
conferences and  
downloads of the latest  
presentations

**Imprint**

Published by: Fraport AG Frankfurt Airport Services Worldwide

Responsibility for contents: Finance & Investor Relations (FIR)

Cover photo: Michael Gernhuber, Essen

Prepress: Layout Service Darmstadt GmbH

Printing: H. Reuffurth GmbH

