

IR Presentation

6M 2019 Traffic figures
6M 2019 Financial results



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1 *Financial Highlights*

5 *2019 Outlook*

2 *Traffic Performances*

6 *Appendix*

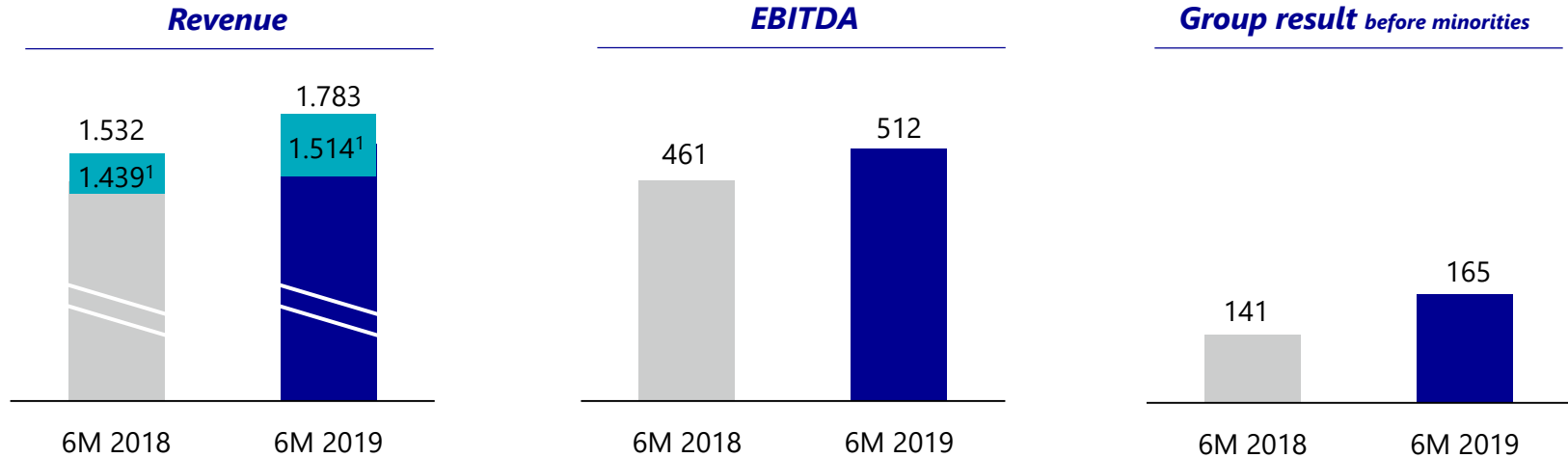
3 *Business Update*

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Continued growth based on robust traffic development

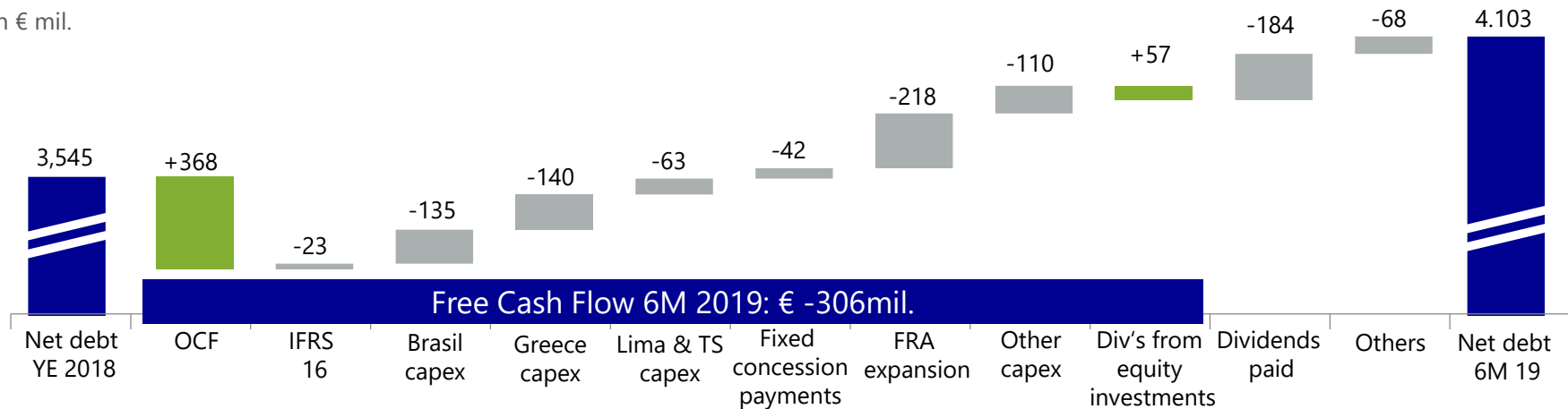


€ mil.



- Based on operational performance Group revenue growth of +5% (excl. IFRIC 12) continued
- EBITDA growth of +11% to EUR 512 mil. reflects positive passenger numbers as well as increased retail revenue and productivity
- EBITDA margin (excl. IFRIC 12 revenue) reaches 33.8% (compared to 32.1% in 6M 2018)
- Group result is up 17%, inter alia due to increased EBITDA, improved interest result and the AYT result
- EPS at EUR 1.70 compared to EUR 1.46 in 6M 2018 (+16%)

in € mil.



Comments
<ul style="list-style-type: none"> Strong increase in OCF before working capital changes proves improvement in operational performance throughout the Group Progressing investment programs in Frankfurt and abroad, esp. in Brasil and Greece, as driver for negative free cash flow Dividend of €2 per share paid end of May, increase of +33% over 2018

€ mil.	6M 2019	6M 2018	%
Operating cash flow	368	325	+13.0
OCF before work. cap. changes	407	366	+11.3
Capex ¹	707	359	+97.0
Free cash flow ²	-306	-23	-
Net debt	4,103	3,545 ³	+15.7
Equity	4,329	4,368 ³	-0.9
Gearing ratio	98.4	88.7 ³	+9.7PP

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



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Solid Group-wide traffic growth

Preliminary Figures
 FRA JUL 2019: +0,8 %
 FRA YTD 2019: +2,6 %



Airport operations	Fraport Share	JUN 2019	Δ previous year	YTD 2019	Δ previous year	FY 2018	Δ previous year
Frankfurt	100%	6,580	+3.4%	33.644	+3.0%	69,510	+7.8%
Brazil	100%	1,153	+0.6%	7,417	+8.5%	14,915	+7.0%
Slovenija	100%	187	+6.7%	860	+3.4%	1,812	+7.7%
Lima	80.01%	1,894	+7.9%	11,297	+6.2%	22,118	+7.3%
Greek regionals	73.4%	4,465	+2.1%	10,922	+2.7%	29,877	+8.9%
Twin Star	60%	858	-12.4%	1,439	-12.9%	5,558	+12.2%
Antalya	51%	4,759	+10.0%	13,247	+8.1%	32,269	+22.5%
St. Petersburg	25%	1,988	+3.8%	8,768	+10.3%	18,122	+12.4%
Xi'an	24.5%	3,835	+4.3%	22,905	+6.2%	44,653	+6.7%



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Stake raised to 80.01%

- Fraport acquired 10% stake from AC Capiales in May 2019
- Remaining 19.99% shares held by IFC

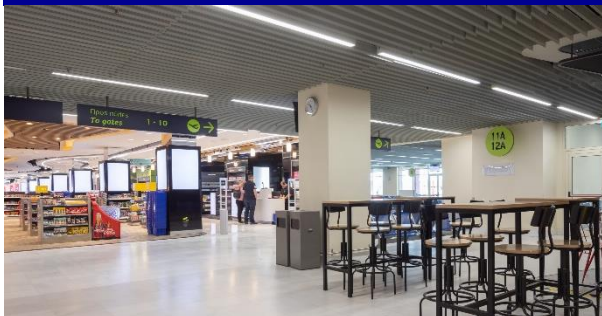
Construction progress

- Groundworks for expansion started
- Runway construction start expected H2 2019
- Terminal construction start expected 2020

First 3 Greek Airports Completed

- Mandatory capex programs at the airports of Chania, Kavala and Zakynthos have been completed in Q1 2019
- As of April 2019, regulated airport charges at those 3 airports have been increased
- Further construction and refurbishment works are progressing on time
- Six more airports to be completed end of 2019¹, all 14 airports will be finished by 2021

Chania (Crete)



Kavala



Zakynthos



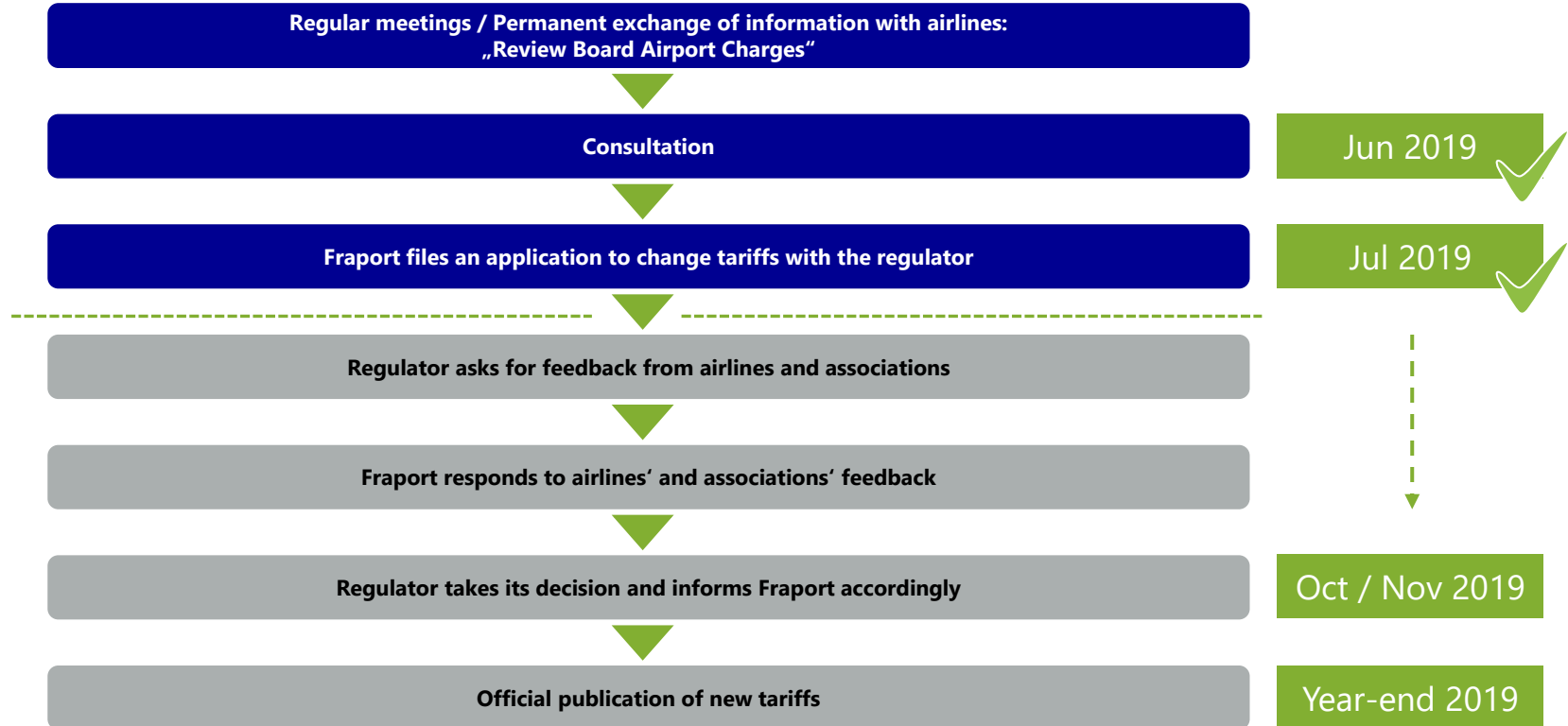
Inauguration of New Security Hall



Details:

- New security hall has been opened on July 24, 2019 as scheduled after a construction period of only 6 months
- 7 new security lanes to T1 Concourse A add capacity in summer peak season 2019
- Average throughput of up to 250 passengers/hour per lane will more than double existing capacity in T1 A Schengen (+1,750 passengers/hour)
- Mainly Lufthansa flights are handled in Terminal 1 Concourse A
- In October, the new security hall will be closed again to finalize construction which is necessary for permanent use
- The hall will be reopened before summer season 2020

Tariff Regulation Process





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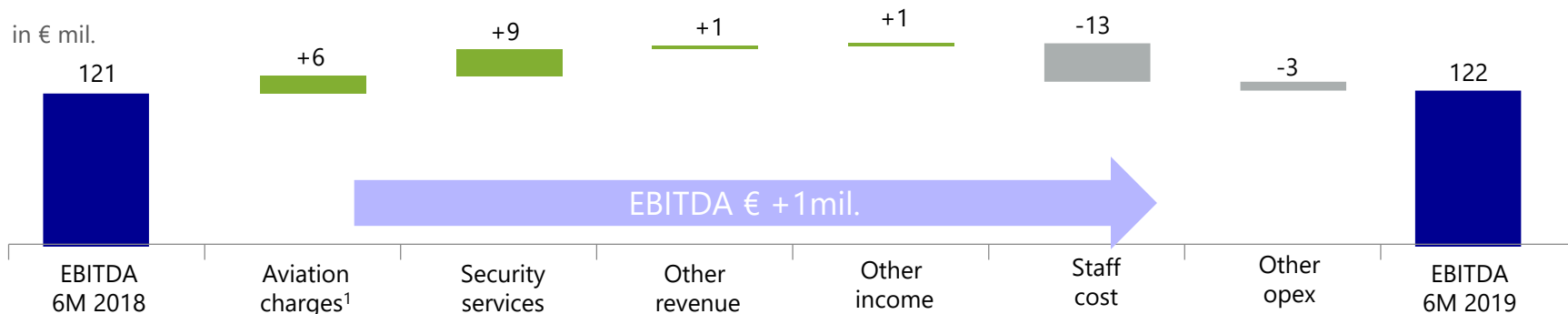
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Detailed Financials

Aviation



Comments

- › Revenue growth mainly driven by increase in security services over 2018 which incur cost in the same amount
- › EBITDA slightly above 2018 operating result mainly on the back of a slight increase in airport charges and opex control mainly in Q2
- › D&A increase reflects shorter assumed useful life times
- › EBIT has turned clearly positive in H1 after negative Q1 result

P&L in € mil.	6M 2019	6M 2018	%
Revenue	495	478	+3.4
- Airport charges ¹	389	383	+1.6
- Security services	81	72	+12.4
- Other revenue	25	24	+5.1
EBITDA	122	121	+1.0
EBIT	43	55	-21.4
Employees	6,341	6,124	+3.5

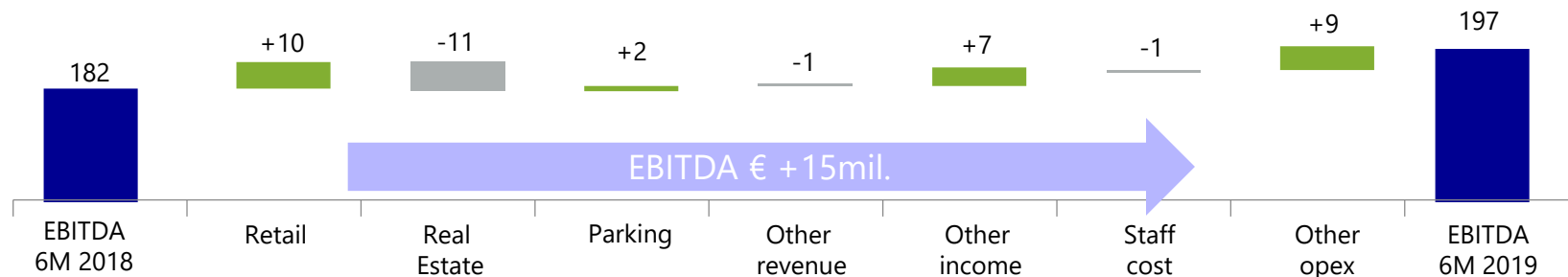
¹Aviation charges incl. reimbursements to airlines based on growth incentives. Due to commercial rounding discrepancies may occur when summing up, % changes based on unrounded figures

Detailed Financials

Retail & Real Estate



in € mil.



Comments

- › Flat revenues in H1 influenced by opposing effects
- › Strong increase in retail revenues and mainly traffic-driven parking revenue growth is compensated by decrease in real estate revenues based on the sale of energy supply subsidiary in January 2019
- › Retail spend per passenger: +6.5% to EUR 3.26 per passenger
- › Disposal of energy supply subsidiary positively influenced other income and opex which led to an EBITDA of EUR +15mil. YoY
- › Slightly higher D&A led to an EBIT well above 2018 (+9%)

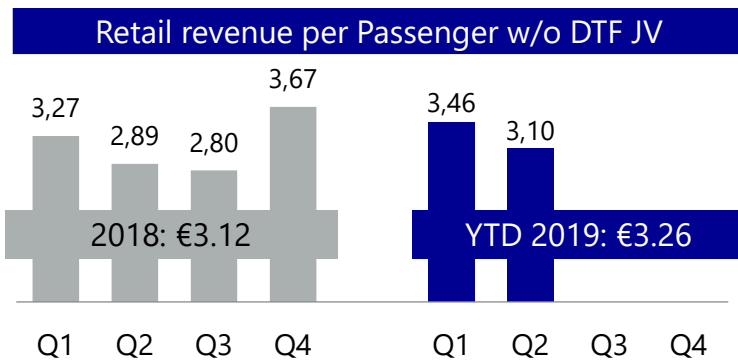
P&L in € mil.	6M 2019	6M 2018	%
Revenue	241	241	±0.0
- Retail	104	95	+10.0
- Real Estate	83	93	-11.5
- Parking	50	48	+4.6
- Other revenue	4	5	-18.9
EBITDA	197	182	+7.9
EBIT	152	139	+9.0
Employees	647	647	±0.0

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

Positive trend in retail spend per passenger confirmed in H1 2019



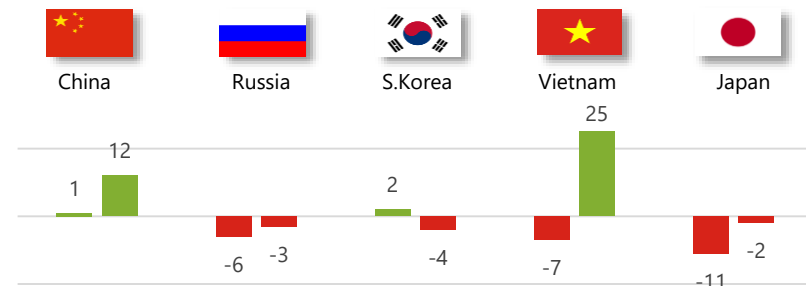
Retail revenue per Passenger incl. DTF JV							
2018: €3.16				YTD 2019: €3.32			
3.29	2.93	2.86	3.69	3.50	3.16		



Retail revenue streams

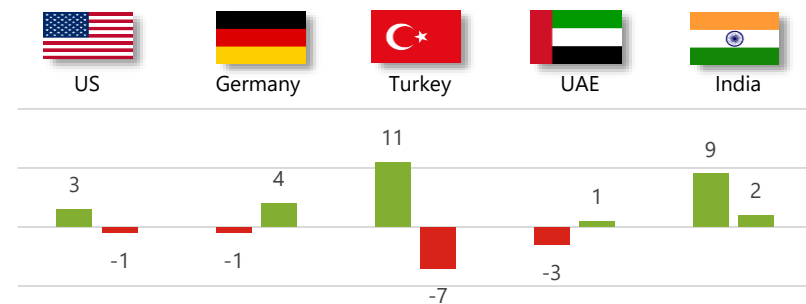
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Shopping	26.7	29.2	30.8	33.4	28.0	33.4		
Services	13.1	15.3	16.8	15.6	12.8	15.2		
Advertising	7.4	8.1	9.2	11.5	10.4	9.9		
DTF-JV	0.3	0.7	1.2	0.4	0.6	1.2		

6M Top 5 Spenders (Destination tracked, not nationality)



Left columns = % change in volumes vs. 6M 2018
 Right columns = % change in retail revenue per pax vs. 6M 2018

6M Top 5 Volumes (Destination tracked, not nationality)

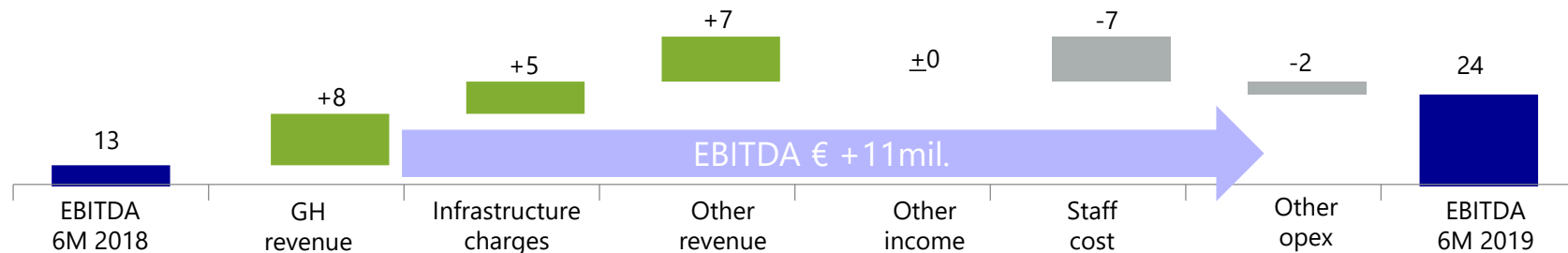


Detailed Financials

Ground Handling



in € mil.



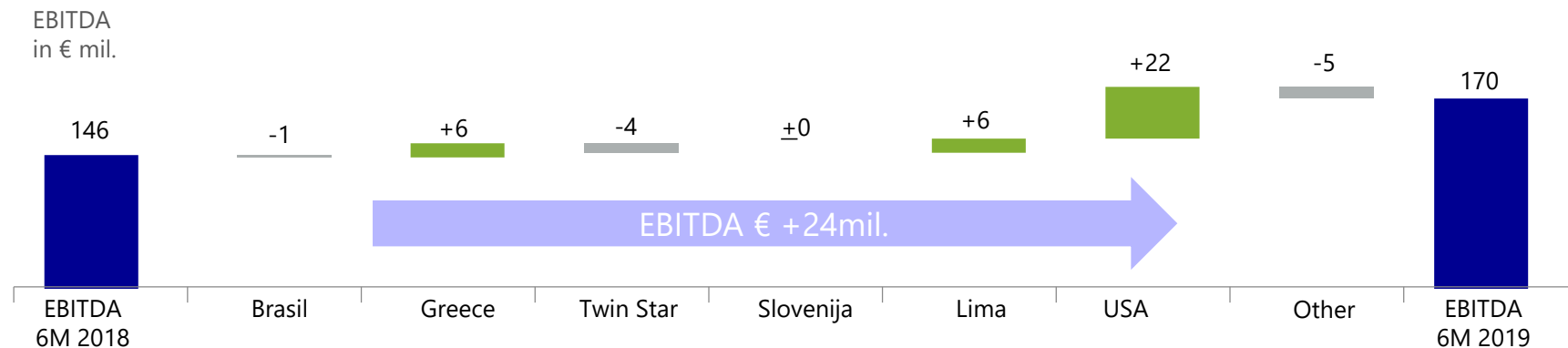
Comments

- › Gain of market share and positive traffic development, incl. the increase in MTOM, drive Ground Handling and Infrastructure revenues
- › Higher opex mainly due to regular salary increase as of March 2018 and April 2019 as well as additional staff to handle increasing traffic volumes
- › Strong EBITDA growth of c. 86% to EUR 24 mil. is mainly driven by Q2 results
- › With D&A moderately up, EBIT is positive after clearly negative result in 2018

P&L in € mil.	6M 2019	6M 2018	%
Revenue	345	325	+6.2
- Ground Handling	174	167	+4.5
- Infrastructure	157	152	+3.5
- Other revenue	13	6	> +100
EBITDA	24	13	+85.8
EBIT	0.1	-8	-
Employees	9,284	8,966	+3.5

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

International Activities & Services



Comments

- › IFRIC 12 Revenues of EUR 270 mil. mainly driven by investment programs in Brasil, Greece and Lima
- › Good operational performance in Lima and USD appreciation led to EBITDA growth of >10% (in USD +3.3%) despite slight tariff decrease
- › IFRS16 increased US EBITDA and D&A by c. 20 mil. In H1 2019
- › Tariff increase at 3 airports drove Fraport Greece EBITDA (+13%)
- › Fraport Brasil EBITDA below 2018 level (local EBITDA +1.2m BRL or +1.5%) due to BRL devaluation, temporary construction-driven closure of market places and shops as well as missing revenues from leasing a hangar to TAP

P&L in € mil.	6M 2019	6M 2018	%
Revenue	702	487	+44.0
Revenue excl. IFRIC 12	433	394	+9.9
EBITDA	170	146	+16.3
EBIT	84	82	+1.6
Employees	6,117	5,877	+4.1

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Unchanged: Growth expectations for FY 2019 confirmed



	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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IR Contact

T: +49 69 690 - 74844

F: +49 69 690 - 74843

M: investor.relations@fraport.de

www.meet-ir.com

Postal

Fraport AG

Frankfurt Airport Services Worldwide

60547 Frankfurt am Main

Germany



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Group P+L



€ million	6M 2019	6M 2018	Q2 2019	Q2 2018
Revenue	1,783.0	1,532.2	979.2	850.5
Change in work-in-process	0.2	0.1	0.0	0.0
Other internal work capitalized	18.2	16.2	9.4	7.8
Other operating income	23.3	19.1	5.8	7.2
Total revenue	1,824.7	1,567.6	994.4	865.5
Cost of materials	-612.3	-432.3	-324.1	-231.0
Personnel expenses	-618.5	-586.0	-318.4	-301.9
Other operating expenses	-82.4	-88.0	-41.0	-46.0
EBITDA	511.5	461.3	310.9	286.6
Depreciation and amortization	-232.4	-192.4	-117.9	-100.0
EBIT/Operating result	279.1	268.9	193.0	186.6
Interest income	20.1	13.6	11.2	7.2
Interest expenses	-105.1	-102.3	-55.2	-51.8
Result from companies accounted for using the equity method	16.1	5.0	26.9	18.0
Other financial result	4.6	6.3	2.4	5.3
Financial result	-64.3	-77.4	-14.7	-21.3
EBT/Result from ordinary operations	214.8	191.5	178.3	165.3
Taxes on income	-49.9	-50.7	-41.4	-44.1
Group result	164.9	140.8	136.9	121.2
thereof profit attributable to non-controlling interests	7.7	6.2	10.2	9.7
thereof profit attributable to shareholders of Fraport AG	157.2	134.6	126.7	111.5
Earnings per €10 share in €				
basic	1.70	1.46	1.37	1.21
diluted	1.70	1.45	1.37	1.20

Appendix

Group Cash Flow



€ million	6M 2019	6M 2018	Q2 2019	Q2 2018
Profit attributable to shareholders of Fraport AG	157.2	134.6	126.7	111.5
Profit attributable to non-controlling interests	7.7	6.2	10.2	9.7
Adjustments for				
Taxes on income	49.9	50.7	41.4	44.1
Depreciation and amortization	232.4	192.4	117.9	100.0
Interest result	85.0	88.7	44.0	44.6
Gains/losses from disposal of non-current assets	0.2	-3.1	0.2	1.7
Others	-18.9	-15.1	-3.4	-10.5
Changes in the measurement of companies accounted for using the equity method	-16.1	-5.0	-26.9	-18.0
Changes in inventories	0.8	1.6	0.3	-0.1
Changes in receivables and financial assets	-40.0	-75.5	-44.2	-28.8
Changes in liabilities	32.3	53.2	47.1	61.2
Changes in provisions	-32.9	-19.9	-21.3	-15.3
Operating activities	457.6	408.8	292.0	300.1
Financial activities				
Interest paid	-32.6	-34.5	-27.7	-24.6
Interest received	8.8	5.0	4.6	2.3
Paid taxes on income	-66.3	-54.1	-30.4	-33.1
Cash flow from operating activities	367.5	325.2	238.5	244.7

€ million	6M 2019	6M 2018	Q2 2019	Q2 2018
Investments in airport operating projects	-378.2	-158.7	-200.0	-87.0
Capital expenditure for other intangible assets	-9.1	-3.5	-6.9	-1.5
Capital expenditure for property, plant, and equipment	-318.4	-196.5	-96.7	-122.7
Capital expenditure for "Investment property"	-0.7	-0.5	-0.6	0.0
Investments in companies accounted for using the equity method	-0.6	0.0	-0.6	0.0
Sale of consolidated subsidiaries	4.5	0.0	0.0	0.0
Dividends from companies accounted for using the equity method	56.6	10.8	18.4	10.2
Proceeds from disposal of non-current assets	1.7	14.1	1.2	0.0
Cash flow used in investing activities excluding investments in cash deposits and securities	-644.2	-334.3	-285.2	-201.0
Financial investments in securities and promissory note loans	-80.5	-53.0	-0.7	-10.0
Proceeds from disposal of securities and promissory note loans	98.8	68.6	55.3	18.0
Increase/decrease of time deposits with a term of more than three months	-20.6	19.6	0.2	10.0
Cash flow used in investing activities	-646.5	-299.1	-230.4	-183.0
Dividends paid to shareholders of Fraport AG	-184.8	-138.6	-184.8	-138.6
Dividends paid to non-controlling interests	-1.1	-1.1	-1.1	-1.1
Capital increase	0.0	0.0	0.0	0.0
Transactions with non-controlling interests	-40.3	0.0	-40.3	0.0
Cash inflow from long-term financial liabilities	790.8	2.0	201.4	0.0
Repayment of long-term financial liabilities	-211.3	-101.3	-89.6	-70.0
Changes in current financial liabilities	-102.8	226.3	33.9	141.5
Cash flow from/used in financing activities	250.5	-12.7	-80.5	-68.2
Changes in restricted cash and cash equivalents	30.1	23.7	-5.2	23.7
Change in cash and cash equivalents	1.6	37.1	-77.6	17.2
Cash and cash equivalents as at January 1 and April 1	598.2	461.0	682.8	476.8
Foreign currency translation effects on cash and cash equivalents	4.1	1.4	-1.3	5.5
Cash and cash equivalents as at June 30	603.9	499.5	603.9	499.5

Group Financial Position



Assets

€ million	June 30, 2019	December 31, 2018
Non-current assets		
Goodwill	19.3	19.3
Investments in airport operating projects	3,154.2	2,844.3
Other intangible assets	136.5	134.5
Property, plant and equipment	6,601.4	6,081.7
Investment property	88.9	88.8
Investments in companies accounted for using the equity method	227.7	260.0
Other financial assets	459.7	426.1
Other receivables and financial assets	194.1	195.0
Deferred tax assets	58.0	56.7
	10,939.8	10,106.4
Current assets		
Inventories	28.1	28.9
Trade accounts receivable	244.0	177.9
Other receivables and financial assets	232.2	304.3
Income tax receivables	18.1	13.1
Cash and cash equivalents	797.5	801.3
	1,319.9	1,325.5
Non-current assets held for sale	0.0	17.2
Total	12,259.7	11,449.1

Liabilities and equity

€ million	June 30, 2019	December 31, 2018
Shareholders' equity		
Issued capital	923.9	923.9
Capital reserve	598.5	598.5
Revenue reserves	2,645.9	2,657.9
Equity attributable to shareholders of Fraport AG	4,168.3	4,180.3
Non-controlling interests	160.9	187.7
	4,329.2	4,368.0
Non-current liabilities		
Financial liabilities	4,837.4	4,100.3
Trade accounts payable	44.5	45.5
Other liabilities	1,289.5	1,016.7
Deferred tax liabilities	229.0	228.3
Provisions for pensions and similar obligations	37.4	31.7
Provisions for income taxes	75.7	74.2
Other provisions	153.9	160.2
	6,667.4	5,656.9
Current liabilities		
Financial liabilities	409.9	608.3
Trade accounts payable	281.3	286.5
Other liabilities	396.7	275.6
Provisions for income taxes	31.1	43.9
Other provisions	144.1	201.1
	1,263.1	1,415.4
Liabilities related to assets held for sale	0.0	8.8
Total	12,259.7	11,449.1

Performance of Major Airport Investments



Fully consolidated Group companies

€ million	Share in %	Revenue ¹⁾			EBITDA			EBIT			Result		
		6M 2019	6M 2018	Δ %	6M 2019	6M 2018	Δ %	6M 2019	6M 2018	Δ %	6M 2019	6M 2018	Δ %
Fraport USA	100	38.6	25.6	+50.8	24.6	2.4	>100	2.7	0.2	>100	-1.7	0.0	-
Fraport Slovenija	100	22.6	22.0	+2.7	8.5	8.6	-1.2	3.3	3.6	-8.3	2.6	3.1	-16.1
Fortaleza + Porto Alegre ²⁾	100	162.8	76.4	>100	17.8	18.4	-3.3	11.7	11.7	-	4.9	3.5	+40.0
Lima	80.01	215.4	160.7	+34.0	65.4	59.0	+10.8	58.2	52.0	+11.9	40.5	33.9	+19.5
Fraport Greece ³⁾	73.4	206.2	141.7	+45.5	46.8	41.3	+13.3	23.1	19.2	+20.3	-19.2	-20.7	-
Twin Star	60	18.2	21.5	-15.3	7.6	11.3	-32.7	1.6	5.4	-70.4	-0.3	2.8	-

Group companies accounted for using the equity method

€ million	Share in %	Revenue ¹⁾			EBITDA			EBIT			Result		
		6M 2019	6M 2018	Δ %	6M 2019	6M 2018	Δ %	6M 2019	6M 2018	Δ %	6M 2019	6M 2018	Δ %
Antalya	51/50 ⁴⁾	138.0	115.4	+19.6	112.8	90.8	+24.2	57.6	36.2	+59.1	27.2	4.4	>100
Pulkovo/Thalita	25	132.3	125.2	+5.7	75.9	65.9	+15.2	58.5	48.3	+21.1	6.4	-18.5	-
Xi'an	24.5	130.7	123.2	+6.1	58.0	58.9	-1.5	34.0	35.5	-4.2	30.4	29.3	+3.8

¹⁾ Revenue adjusted by IFRIC 12: Lima 6M 2019: €168.7 million (6M 2018: €148.9 million); Q2 2019: €86.9 million (Q2 2018: €77.3 million); Fraport Greece 6M 2019: €103.1 million (6M 2018: €92.3 million); Q2 2019: €80.5 million (Q2 2018: €72.2 million); Fortaleza + Porto Alegre 6M 2019: €43.5 million (6M 2018: €43.8 million); Q2 2019: €20.5 million (Q2 2018: €21.5 million); Antalya 6M 2019: €136.4 million (6M 2018: €109.8 million); Q2 2019: €112.5 million (Q2 2018: €92.3 million). Pulkovo/Thalita: 6M 2019: €131.6 million; Q2 2019: €76.9 million.

²⁾ Sum of the Group companies Fortaleza and Porto Alegre.

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



Brasil



Greece



Lima¹

EUR c.600 - 650mn

EUR c.200mn

EUR c.150 - 200mn

EUR c.150mn

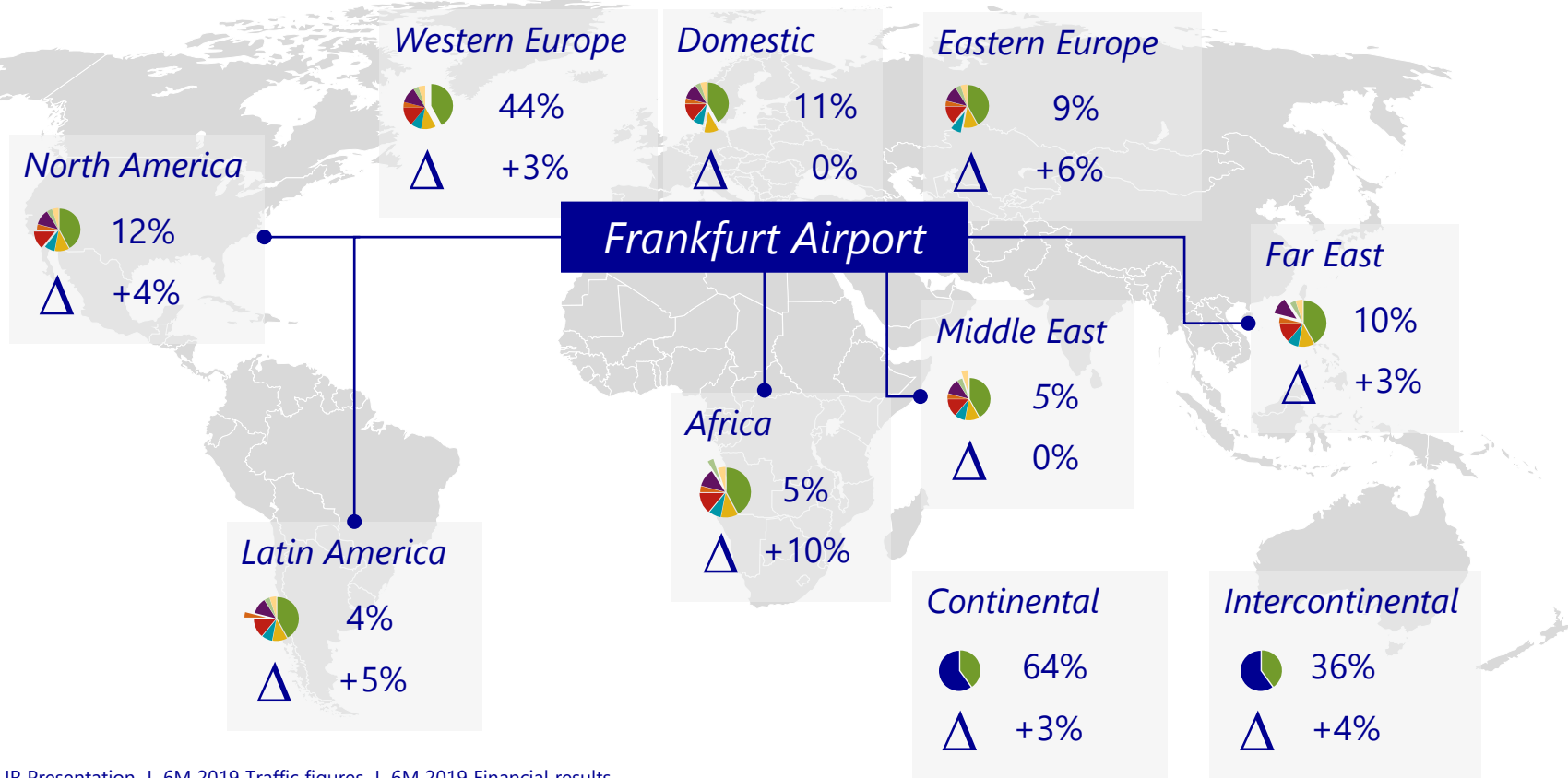


FY 2019 Capex estimate up to EUR c. 1.2bn
FCF to turn clearly negative
YE 2019 Net debt estimate of EUR c. 4bn²

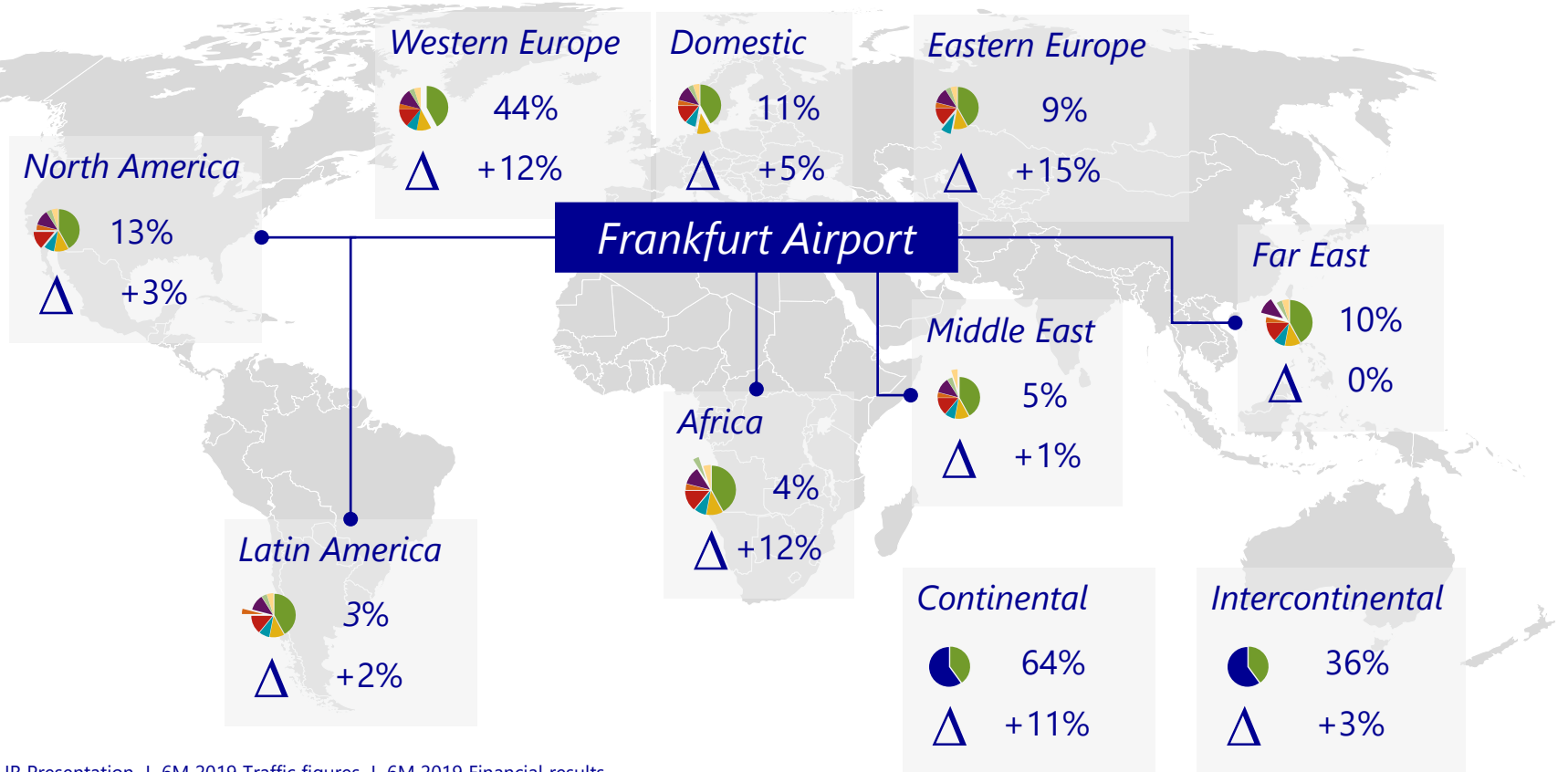
¹ Lima Capex will largely depend on awarding processes for Runway and Terminal projects

² No consideration of further M&A activities or divestments

6M 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	

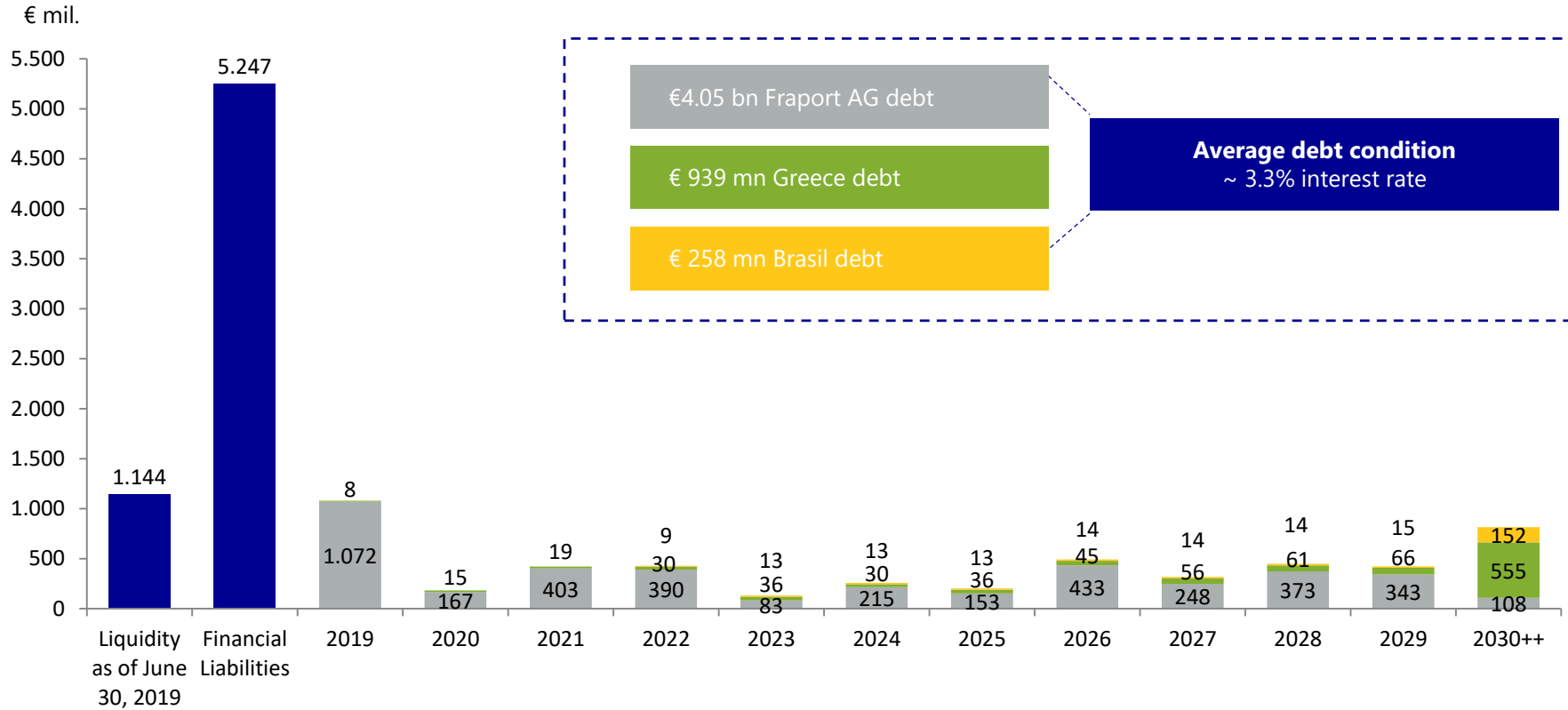
P+L	
Revenue	Expenses
n. a.	EBITDA unimpacted by lease cost
	D&A on Right to use
	EBIT partly impacted by D&A on right to use
	Interest on NPV adjustment
	Cost 100% reflected in EBT

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 June 30, 2019



2019 Financial Calendar

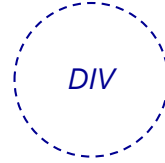
May 8, 2019



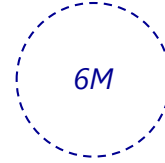
May 28, 2019



May 31, 2019



Aug 7, 2019



Nov 7, 2019



2019 Traffic Calendar

Apr 12, 2019



May 14, 2019



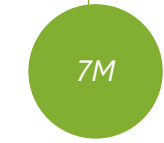
Jun 14, 2019



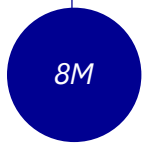
Jul 12, 2019



Aug 13, 2019



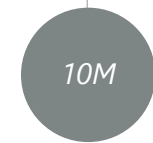
Sep 13, 2019



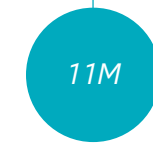
Oct 14, 2019



Nov 13, 2019



Dec 13, 2019



Jan 15, 2020

