April 2017 / Dublin

Roadshow Dublin

Florian Fuchs / IR
Maximilian Schultheis / IR
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Agenda

- 2016 at Glance
- Financial Highlights
- Business Update
- 2017 Outlook
- Detailed Financials
2016 at a Glance
A volatile Year

Frankfurt:
- Traffic development suffered due to geopolitical unrest
  - Weak Asian and US inbound; also affecting EU transfer traffic
  - Weak O&D leisure outbound mostly to Turkey and Northern Africa
- Low oil price benefitted Low Cost point-to-point traffic at other German airports, diverting growth away from FRA
- Missing Asian travelers also with negative impact on Retail revenue
- Withdrawal of 2016 fee application continued underperformance in Aviation

External:
- Geopolitics and travel embargo with strong negative impact on Antalya and on St. Petersburg
- Clear positive trend in Varna & Burgas, Lima, and Xi’an
- Disposal of 10.5% stake in St. Petersburg brought anticyclical extra gain
- US$ ~270m payments for Manila terminal project received
2016 at a Glance
Frankfurt Airport Traffic Split

Western Europe: 42% (-1% vs. previous year)
Domestic: 12% (+1% vs. previous year)
Eastern Europe: 8% (-1% vs. previous year)
North America: 13% (0% vs. previous year)
Latin America: 4% (+4% vs. previous year)
Africa: 4% (-6% vs. previous year)
Middle East: 11% (-3% vs. previous year)
Far East: 6% (+4% vs. previous year)
Continental: 62% (0% vs. previous year)
Intercontinental: 38% (0% vs. previous year)
2016 at a Glance
Positive Long-Term Traffic Performance

in %


FRA +19%  LIM +114%  LED +96%  XIY +142%
BUL +55%  FRA +19%  HAJ +9%  AYT +4%
LJU -2%
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Financial Highlights

Strong Growth from One-Off’s, flat underlying Results

€ mil.

Revenue

- FRA traffic down by 0.4%, External investments with mixed performance
- Revenue unchanged close to EUR 2.6 bn
- Sharp increase in EBITDA and Group result driven by one-off’s
- Adjusted EBITDA and Group result in line with previous year\(^1\)
- Dividend proposal lifted to EUR 1.50 per share

\(^1\) w/o Manila payments, St. Petersburg book gain, staff-related provision, FraSec and Airmall write-downs
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Business Update
FRA Summer Flight Schedule 2017

1. Movements in total: +2.0%, seats: +2.0%
2. Summer season still impacted by geopolitical situation; Turkey still reduced level
3. Market entry of Ryanair and WizzAir, restructuring of Air Berlin
4. Other airlines also with increasing capacities and new routes

Summer Flight Schedule as of March 26, 2017
Business Update
FRA Terminal 3

- Terminal 3 progress on schedule
- Excavation work finished last year
- Results from detailed planning phase expected mid of the year
- Special excavation work and tendering of piers and people mover to commence this year
- Capex 2017 will be below EUR 100m and slightly above EUR 100m in 2018
- Inauguration planned for 2023
**Business Update**

**FRA Staff Restructuring Program initiated**

- “Future Contract Plus” Program for enhancement of Frankfurt Airport competitiveness launched at end of 2016
- Program targets overhead positions and operational positions in Ground Handling
- Program involves:
  - Compensation payments
  - Earlier retirement
  - Partial retirement
  - Shift of full-time to part-time employment
- 500+ identified positions
- ~€38 mil. provisions created
- Exercise of program based on bilateral acceptance
Business Update
Status Greek Concession Deal

Completed in last months:
- Hiring of 450+ administrative and operational employees
- Contract for rescue and fire fighting services signed
- IT systems up and running
- Process improvements & quick wins identified
- Design of construction works clarified
- EPC contract signed

On home stretch:
- Several agreements / CPs to be closed
- Project financing / Cash transfer
Business Update
Greek Operational Development

- Robust 2016 growth of total portfolio by 9% to 25.3 million
- 3 airports with declining passenger numbers due to lower demand as consequence of refugees
- Since 2013 passenger numbers have been up by more than 30%
- Promising expectations also for 2017 due to high attractiveness of Greece as holiday destination and increasing point to point traffic
Business Update
Brazilian Airport Privatization

- 3rd round of Brazilian airport privatization
- Fraport submitted successful bids for the airports of Porto Alegre & Fortaleza
- Porto Alegre airport will be a 25 years concession
- Fortaleza airport will be a 30 years concession
- Both concessions are without Infraero co-shareholding
- Fraport bid without partner, i.e., 100% of concessions currently are allocated to Fraport
- Fraport bid fixed minimum of R$ 382 mil. for Porto Alegre + 5% revenue-related component
- Fixed minimum bid for Fortaleza was R$ 1,506 mil. also + 5% revenue-related component
- Mandatory capex requirements within first years
- Concessions will include commercial areas as well

1 CAGR between 2005 and 2016
**Business Update**  
**Lima Airport**

Strong partnership for 16 years:
- Passenger figures increased by more than 4 times since concession start, from 4.1 mil. to 18.8 mil.
- High service level reached: “Skytrax Best Airport in South America” won 8 times
- Net result growth from €6 mil. to €54 mil.

Preparing for future growth:
- High economical and touristic attractiveness of Peru to continue
- Already today peak hour runway and terminal capacities close to limits
- New runway clearly needed and to be constructed immediately after hand over of land to Lima Airport
- Terminal capacity expansion operationally required likewise
Agenda

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- 2017 Outlook
- Detailed Financials
## 2017 Outlook
**Like-for-like Growth + Greece!**

<table>
<thead>
<tr>
<th></th>
<th>2016 Results</th>
<th>2017 Outlook incl. Greece</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Passengers FRA</strong></td>
<td>60.8 mil.</td>
<td>Growth between 2 and 4%</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td>€ 2.59 bn</td>
<td>Up to ~€ 2.9 bn</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>€ 1,054 mil.</td>
<td>Between ~€980 mil. and ~€1,020 mil.</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>€ 694 mil.</td>
<td>Between ~€610 mil. and ~€650 mil.</td>
</tr>
<tr>
<td><strong>Group result before minorities</strong></td>
<td>€ 400 mil.</td>
<td>Between ~€310 mil. and ~€350 mil.</td>
</tr>
<tr>
<td><strong>Dividend proposal</strong></td>
<td>Lifted to € 1.50 / share</td>
<td>Stable</td>
</tr>
</tbody>
</table>
2017 Outlook
Reconciliation of Outlook

€ mil.
~1,054
-199
EBITDA FY 2016
Manila payment
Pulkovo book gain
Staff provision
EBITDA 2016 adj.
Aviation prices
Aviation volumes
Incentive discount
Retail & Real Estate potentials
GH
External activities
Greece
Wages
EBITDA Outlook 2017
~980 to ~1,020

~1,054
-199
EBITDA FY 2016
Manila payment
Pulkovo book gain
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Aviation prices
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Incentive discount
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External activities
Greece
Wages
EBITDA Outlook 2017
~980 to ~1,020

~980 to ~1,020
~370
~610 to ~650
-112
Subject to closing up to -80
Financial result 2016
GR interest payments
GR interest on concession liability
Antalya recovery
Retail JV
Xian
Other interest & financial results
EBIT Outlook 2017
~450 to ~490
-30%
~310 to ~350

~980 to ~1,020
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Group Financials

EBITDA Performance

<table>
<thead>
<tr>
<th>€ mil.</th>
<th>EBITDA FY 2015</th>
<th>Revenue excl. IFRIC 12</th>
<th>Other income</th>
<th>Cost of materials excl. IFRIC 12</th>
<th>Staff cost</th>
<th>Other opex</th>
<th>EBITDA FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>849</td>
<td>-18</td>
<td></td>
<td>+288</td>
<td>-7</td>
<td>-40</td>
<td>-18</td>
<td>1,054</td>
</tr>
</tbody>
</table>

List of Special Effects I

Other income:
- €241.2 mil. Manila payment (2016)

Staff cost:

List of Special Effects II

Other opex:
- €42.4 mil. Repayment of Federal guarantee for Manila (2016)

FCS (all 2015):
- €54.0 mil. Revenue
- €14.1 mil. Staff cost
- €28.7 mil. Cost of materials
- €12.9 mil. Other opex
Group Financials
Bridging Group Result

<table>
<thead>
<tr>
<th>Split of financial result</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>€ mil</td>
<td></td>
</tr>
<tr>
<td>Interest income</td>
<td>› Improved interest result due to lower average interest rates and lower indebtedness</td>
</tr>
<tr>
<td>FY 16: 32</td>
<td>› Antalya with negative swing in result from associates of ~€46 mil.</td>
</tr>
<tr>
<td>FY 15: 31</td>
<td>› Xi’an with ~€3 mil. higher net income to the Group</td>
</tr>
<tr>
<td>%: +4.6</td>
<td>› Hanover with broadly flat result</td>
</tr>
<tr>
<td>Interest expenses</td>
<td>› Other financial result negatively impacted by ~€9 mil. Manila F/X effect</td>
</tr>
<tr>
<td>FY 16: -139</td>
<td></td>
</tr>
<tr>
<td>FY 15: -156</td>
<td></td>
</tr>
<tr>
<td>At equity result</td>
<td></td>
</tr>
<tr>
<td>FY 16: -5</td>
<td></td>
</tr>
<tr>
<td>FY 15: 38</td>
<td></td>
</tr>
<tr>
<td>Other result</td>
<td></td>
</tr>
<tr>
<td>FY 16: -1</td>
<td></td>
</tr>
<tr>
<td>FY 15: 1</td>
<td></td>
</tr>
<tr>
<td>Financial result</td>
<td></td>
</tr>
<tr>
<td>FY 16: -112</td>
<td></td>
</tr>
<tr>
<td>FY 15: -87</td>
<td></td>
</tr>
</tbody>
</table>

1 2016 including €22.4 mil. FraSec goodwill write down & €7.4 Fraport USA book value write down
2 2016 including -€12.9 mil. from MNL and Pulkovo
Group Financials
Cash Development

FY 2016 development

› Lower OCF, among others, due to ~€47 mil. higher tax payments mainly for one-off tax repayments for previous years

› Spending on PPE up due to T3 progress and completion of T1 arrival lane

› Decline in DVD’s from investments due to lower 2015 AYT result

FY 2017 Outlook

› Higher 2017 OCF due to projected operational growth, inclusion of Fraport Greece, and less tax payments

› Higher 2017 capex due to Greece and Lima, Frankfurt on 2016 level or slightly above

› Also due to lack of AYT DVD’s, 2017 FCF will be below 2016 but remain noticeable positive

1 2016 including ~€10 mil. capitalized cost for Fraport Greece
### Group Financials

#### Financial Position

<table>
<thead>
<tr>
<th>FCF&lt;sup&gt;1&lt;/sup&gt;</th>
<th>Liquidity</th>
<th>Gross debt</th>
<th>Net debt</th>
<th>Equity</th>
<th>Gearing&lt;sup&gt;2&lt;/sup&gt;</th>
</tr>
</thead>
<tbody>
<tr>
<td>€ mil.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>532</td>
<td>394</td>
<td>3.603</td>
<td>3.817</td>
<td>3.841</td>
<td>84%</td>
</tr>
<tr>
<td>302</td>
<td>1.248</td>
<td>2.356</td>
<td>2.774</td>
<td>3.512</td>
<td></td>
</tr>
</tbody>
</table>

**“Net cash inflow” with Manila and St. Petersburg payments**

**“Organic Free Cash Flow”**

<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>FCF</td>
<td>€532 mil.</td>
</tr>
<tr>
<td>Gearing</td>
<td>65%</td>
</tr>
</tbody>
</table>

### Cash development

- Increase in Group liquidity despite repayment of financial debt and DVD cash out
- Significant de-leverage of 15% to net debt of €2.36 bn. due to high net cash inflow
- 2017 liquidity to substantially go down due to payment of Fraport Greece, at the same time net debt will sharply go up

### Balance sheet

- Group Equity above €3.8 bn., +9%
- €139 mil. profit earmarked for distribution
- Gearing ratio at 65%, -19 percentage points
- Equity ratio at 41% vs. 37% at year end 2015

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<sup>1</sup> FCF pre dividend payout; €532 mil. including cash from Manila & St. Petersburg

<sup>2</sup> Net debt divided by equity less non-controlling interests and profit earmarked for distribution
Segment Aviation
Lower Volumes led to lower underlying Earnings

<table>
<thead>
<tr>
<th>P&amp;L in € mil.</th>
<th>FY 16</th>
<th>FY 15</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>910</td>
<td>927</td>
<td>-1.8</td>
</tr>
<tr>
<td>- Airport charges</td>
<td>756</td>
<td>769</td>
<td>-1.7</td>
</tr>
<tr>
<td>- Security Services</td>
<td>113</td>
<td>118</td>
<td>-4.3</td>
</tr>
<tr>
<td>- Other revenue</td>
<td>42</td>
<td>41</td>
<td>+2.4</td>
</tr>
<tr>
<td>EBITDA</td>
<td>218</td>
<td>238</td>
<td>-8.3</td>
</tr>
<tr>
<td>EBIT</td>
<td>70</td>
<td>116</td>
<td>-39.5</td>
</tr>
<tr>
<td>Employees</td>
<td>6,048</td>
<td>6,043</td>
<td>+0.1</td>
</tr>
</tbody>
</table>

Comments
› Decline in airport charges driven by decline in passengers and movements
› €9 mil. staff-related provision balancing €10 mil. provision for fire brigade booked in previous year
› €22 mil. security business write down
› Adjusted EBITDA ~€227 mil. and adjusted EBIT ~€102 mil.

Due to commercial rounding slight discrepancies may occur when summing up, percent changes based on unrounded figures
## Segment Retail & Real Estate

**Weak Retail compensated by Property Sales & One-Off**

<table>
<thead>
<tr>
<th>P&amp;L in € mil.</th>
<th>FY 16</th>
<th>FY 15</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>494</td>
<td>488</td>
<td>+1.2</td>
</tr>
<tr>
<td>- Retail</td>
<td>201</td>
<td>209</td>
<td>-4.1</td>
</tr>
<tr>
<td>- Real Estate</td>
<td>192</td>
<td>184</td>
<td>+4.5</td>
</tr>
<tr>
<td>- Parking</td>
<td>81</td>
<td>82</td>
<td>-0.7</td>
</tr>
<tr>
<td>- Other revenue</td>
<td>20</td>
<td>13</td>
<td>+50.0</td>
</tr>
<tr>
<td>EBITDA</td>
<td>368</td>
<td>379</td>
<td>-2.9</td>
</tr>
<tr>
<td>EBIT</td>
<td>284</td>
<td>295</td>
<td>-3.9</td>
</tr>
<tr>
<td>Employees</td>
<td>645</td>
<td>624</td>
<td>+3.4</td>
</tr>
</tbody>
</table>

### Comments

- Decline in Retail revenue compensated by other revenue from property sales, and additional real estate revenue
- Higher cost from multichannel, internal cost allocation, and €2 mil. staff-related provision
- EBITDA and EBIT below previous year
- Adjusted EBITDA ~€370 mil. and adjusted EBIT ~€286 mil.

### EBITDA performance in € mil.

<table>
<thead>
<tr>
<th>EBITDA FY 2015</th>
<th>Revenue</th>
<th>Other income</th>
<th>Staff cost</th>
<th>Other</th>
<th>EBITDA FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>379</td>
<td>+6</td>
<td>+8</td>
<td>-5</td>
<td>-20</td>
<td>368</td>
</tr>
</tbody>
</table>

### Revenue split

- **Retail**: 40.6%
- **Real Estate**: 38.9%
- **Parking**: 16.5%
- **Other**: 4.0%

Due to commercial rounding slight discrepancies may occur when summing up, percent changes based on unrounded figures.
Segment Retail & Real Estate
Q4 / FY Retail Revenue per Passenger 4% below PY

Retail revenue per Passenger

<table>
<thead>
<tr>
<th>FY 13: €3.60</th>
<th>FY 14: €3.43</th>
<th>FY 15: €3.62</th>
<th>FY 16: €3.49</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>Q2</td>
<td>Q3</td>
<td>Q4</td>
</tr>
<tr>
<td>Q1</td>
<td>3.74</td>
<td>3,42</td>
<td>3,24</td>
</tr>
<tr>
<td>Q2</td>
<td>27</td>
<td>31</td>
<td>33</td>
</tr>
<tr>
<td>Q3</td>
<td>11</td>
<td>13</td>
<td>14</td>
</tr>
<tr>
<td>Q4</td>
<td>6</td>
<td>8</td>
<td>9</td>
</tr>
<tr>
<td>Q2</td>
<td>28</td>
<td>31</td>
<td>33</td>
</tr>
<tr>
<td>Q3</td>
<td>13</td>
<td>14</td>
<td>15</td>
</tr>
<tr>
<td>Q4</td>
<td>7</td>
<td>9</td>
<td>9</td>
</tr>
</tbody>
</table>
Segment Retail & Real Estate
Negative Development of Core Spending Destinations

Volume Development
Change vs. FY 2015 in %

Top 5 by Retail Value

Top 5 by Volume

Retail Revenue per Passenger in EUR
Change vs. FY 2015 in %

Source: sales/revenue data of Gebr. Heinemann by destinations
## Segment Ground Handling

Positive underlying Performance

<table>
<thead>
<tr>
<th>P&amp;L in € mil.</th>
<th>FY 16</th>
<th>FY 15</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>630</td>
<td>673</td>
<td>-6.3</td>
</tr>
<tr>
<td>- Ground Handling</td>
<td>316</td>
<td>376</td>
<td>-16.0</td>
</tr>
<tr>
<td>- Infrastructure</td>
<td>299</td>
<td>297</td>
<td>+0.6</td>
</tr>
<tr>
<td>- Other revenue</td>
<td>16</td>
<td>0</td>
<td>&gt;100</td>
</tr>
<tr>
<td>EBITDA</td>
<td>35</td>
<td>46</td>
<td>-25.2</td>
</tr>
<tr>
<td>EBIT</td>
<td>-6</td>
<td>6</td>
<td>-</td>
</tr>
<tr>
<td>Employees</td>
<td>8,649</td>
<td>9,262</td>
<td>-6.6</td>
</tr>
</tbody>
</table>

### Comments

› Revenue down due to deconsolidation of Cargo subsidiary, which generated €54 mil. in 2015

› On flipside “other revenue” up due to charging of staff to cargo subsidiary now treated as 3rd party

› ~€19 mil. staff-related provision

› Adjusted EBITDA ~€53 mil. and adjusted EBIT ~€13 mil.

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**EBITDA performance in € mil.**

<table>
<thead>
<tr>
<th>EBITDA FY 2015</th>
<th>Revenue</th>
<th>Other income</th>
<th>Staff cost</th>
<th>Other</th>
<th>EBITDA FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>46</td>
<td>-43</td>
<td>0</td>
<td>-6</td>
<td>+38</td>
<td>35</td>
</tr>
</tbody>
</table>

**Revenue split**

- Ground Handling 50.1%
- Infrastructure 47.4%
- Other 2.5%

Due to commercial rounding slight discrepancies may occur when summing up, percent changes based on unrounded figures.
## Segment External Activities & Services

### Strong Lima & Twin Star Performance, high One-Off’s

#### P&L in € mil.

<table>
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<tr>
<th></th>
<th>FY 16</th>
<th>FY 15</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>552</td>
<td>510</td>
<td>+8.1</td>
</tr>
<tr>
<td>- excl. IFRIC 12</td>
<td>532</td>
<td>495</td>
<td>+7.4</td>
</tr>
<tr>
<td>EBITDA</td>
<td>434</td>
<td>186</td>
<td>&gt;100</td>
</tr>
<tr>
<td>EBIT</td>
<td>345</td>
<td>103</td>
<td>&gt;100</td>
</tr>
<tr>
<td>Employees</td>
<td>4,980</td>
<td>4,791</td>
<td>+3.9</td>
</tr>
</tbody>
</table>

#### Comments

- High revenue and earnings growth from Lima & Twin Star
- Lack of €8 mil. extra income from Air IT disposal in 2015 clearly offset by ~€239 mil. MNL and Pulkovo EBITDA effect
- Negatives: ~€8 mil. staff-related provision & ~€7 mil. AMU write-down
- Adjusted EBITDA ~€203 mil. and adjusted EBIT ~€122 mil.

#### EBITDA performance in € mil.

- Lima: 434
- Twin Star: +235
- LJU: +10
- Twin Star: +8
- MNL, LED & other: -3
- Other: -8
- USA: +10
- LED: -8
- Air IT: +3

#### Revenue split

- Lima: 55.4%
- Twin Star: 15.1%
- Other: 11.4%
- Fraport USA: 11.6%
- Ljubljana: 6.5%

---

Due to commercial rounding slight discrepancies may occur when summing up, percent changes based on unrounded figures.
# External Activities

## Performance of major Investments

<table>
<thead>
<tr>
<th>Fraport USA</th>
<th>Ljubljana</th>
<th>Lima</th>
<th>Twin Star</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>€ mil.</strong></td>
<td>FY 16</td>
<td>FY 15</td>
<td>%</td>
</tr>
<tr>
<td>Revenue</td>
<td>63</td>
<td>60</td>
<td>5.4</td>
</tr>
<tr>
<td>-ex IFRIC 12</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>EBITDA</td>
<td>12</td>
<td>12</td>
<td>1.7</td>
</tr>
<tr>
<td>EBIT</td>
<td>-3</td>
<td>4</td>
<td>-</td>
</tr>
<tr>
<td>Result</td>
<td>-1</td>
<td>4</td>
<td>-</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Antalya</th>
<th>Pulkovo</th>
<th>Hanover</th>
<th>Xi‘An</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>€ mil.</strong></td>
<td>FY 16</td>
<td>FY 15</td>
<td>%</td>
</tr>
<tr>
<td>Revenue</td>
<td>181</td>
<td>301</td>
<td>-39.9</td>
</tr>
<tr>
<td>-ex IFRIC 12</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>EBITDA</td>
<td>141</td>
<td>258</td>
<td>-45.4</td>
</tr>
<tr>
<td>EBIT</td>
<td>33</td>
<td>150</td>
<td>-78.3</td>
</tr>
<tr>
<td>Result</td>
<td>-32</td>
<td>59</td>
<td>-</td>
</tr>
</tbody>
</table>

Figures refer to IFRS accounting, not local GAAP, percent changes based on unrounded figures.
Thank you for your Attention!
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## Appendix

### Passenger Development at Group Airports  (stakes above 10%)

<table>
<thead>
<tr>
<th>IATA Code</th>
<th>Airport</th>
<th>Share</th>
<th>FEB 2017</th>
<th>Δ previous year</th>
<th>YTD 2017</th>
<th>Δ previous year</th>
<th>FY 2016</th>
<th>Δ previous year</th>
</tr>
</thead>
<tbody>
<tr>
<td>FRA</td>
<td>Frankfurt, Germany</td>
<td>100%</td>
<td>4,025</td>
<td>+1.0%</td>
<td>8,252</td>
<td>+1.4%</td>
<td>60,787</td>
<td>-0.4%</td>
</tr>
<tr>
<td>LJU</td>
<td>Ljubljana, Slovenia</td>
<td>100%</td>
<td>90</td>
<td>+15.4%</td>
<td>179</td>
<td>+18.4%</td>
<td>1,405</td>
<td>-2.3%</td>
</tr>
<tr>
<td>LIM</td>
<td>Lima, Peru</td>
<td>70%</td>
<td>1,564</td>
<td>+5.9%</td>
<td>3,234</td>
<td>+8.5%</td>
<td>18,845</td>
<td>+10.1%</td>
</tr>
<tr>
<td>BOJ</td>
<td>Burgas, Bulgaria</td>
<td>60%</td>
<td>8</td>
<td>-14.4%</td>
<td>19</td>
<td>-17.2%</td>
<td>2,879</td>
<td>+22.0%</td>
</tr>
<tr>
<td>VAR</td>
<td>Varna, Bulgaria</td>
<td>60%</td>
<td>29</td>
<td>+16.6%</td>
<td>58</td>
<td>+9.1%</td>
<td>1,690</td>
<td>+20.8%</td>
</tr>
<tr>
<td>AYT</td>
<td>Antalya, Turkey</td>
<td>51%</td>
<td>601</td>
<td>-9.4%</td>
<td>1,277</td>
<td>-5.6%</td>
<td>19,028</td>
<td>-30.9%</td>
</tr>
<tr>
<td>HAJ</td>
<td>Hanover, Germany</td>
<td>30%</td>
<td>286</td>
<td>-6.7%</td>
<td>587</td>
<td>-2.6%</td>
<td>5,409</td>
<td>-0.8%</td>
</tr>
<tr>
<td>LED</td>
<td>St. Petersburg, Russia</td>
<td>25%</td>
<td>888</td>
<td>+26.4%</td>
<td>1,870</td>
<td>+25.8%</td>
<td>13,265</td>
<td>-1.7%</td>
</tr>
<tr>
<td>XIY</td>
<td>Xi’an, China</td>
<td>24.5%</td>
<td>3,210</td>
<td>+10.4%</td>
<td>6,520</td>
<td>+14.7%</td>
<td>36,997</td>
<td>+12.2%</td>
</tr>
</tbody>
</table>
# Appendix

## Simplified Greek Concession Accounting

### Opening balance sheet

<table>
<thead>
<tr>
<th>Assets</th>
<th>Equity &amp; liabilities</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Intangible assets</strong></td>
<td><strong>Equity</strong></td>
</tr>
<tr>
<td>1.234 bn upfront payment</td>
<td>73.4% Fraport</td>
</tr>
<tr>
<td>NPV of fixed minimum concession payments</td>
<td>26.6% Copelouzos</td>
</tr>
<tr>
<td></td>
<td>No effect on Group equity</td>
</tr>
<tr>
<td><strong>Cash &amp; cash equivalents</strong></td>
<td><strong>Minority share in Group equity = non-controlling interest</strong></td>
</tr>
<tr>
<td>Balance of equity injection,</td>
<td></td>
</tr>
<tr>
<td>project finance &amp; cash out for upfront</td>
<td></td>
</tr>
<tr>
<td>payment</td>
<td></td>
</tr>
</tbody>
</table>

#### Equity
- Around €650 mil. of which
- 73.4% Fraport
- 26.6% Copelouzos

#### Liabilities
- Financial debt: Project finance
- Capitalized fixed minimum concession obligations

### FY profit & loss

<table>
<thead>
<tr>
<th>FY profit &amp; loss</th>
<th>FY cash flow</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EBITDA</strong></td>
<td><strong>EBITDA</strong></td>
</tr>
<tr>
<td>min. 100m</td>
<td>min. 100m</td>
</tr>
<tr>
<td><strong>D&amp;A</strong></td>
<td>Fixed minimum concession payment</td>
</tr>
<tr>
<td>~ 45m</td>
<td>~ 23m</td>
</tr>
<tr>
<td>Intangible assets / 40 years</td>
<td>Cash interest</td>
</tr>
<tr>
<td>Capex / lifetime</td>
<td>~ 35m</td>
</tr>
<tr>
<td><strong>Financial result</strong></td>
<td>Commission fee for project finance</td>
</tr>
<tr>
<td>~ 75m</td>
<td>not disclosed</td>
</tr>
<tr>
<td>Cash interest</td>
<td>Taxes</td>
</tr>
<tr>
<td>~ 35m</td>
<td>subject to EBT</td>
</tr>
<tr>
<td>Interest on concession liability</td>
<td><strong>Operating cash flow</strong></td>
</tr>
<tr>
<td>~ 40m</td>
<td>subject to EBITDA &amp; Taxes</td>
</tr>
<tr>
<td>Commission fee for project finance</td>
<td>Capex</td>
</tr>
<tr>
<td>not disclosed</td>
<td>mandatory capex in first 4 years</td>
</tr>
<tr>
<td><strong>Proportionate net result 2017</strong></td>
<td>Free cash flow</td>
</tr>
<tr>
<td>around 0</td>
<td>likely to be negative in first years</td>
</tr>
</tbody>
</table>
## Appendix

### FRA Airport Charges – Growth Incentives

#### Intercontinental traffic

<table>
<thead>
<tr>
<th>Year (12-month period)</th>
<th>Incentive per departing passenger</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>1.</strong></td>
<td>€20.00</td>
</tr>
<tr>
<td><strong>2.</strong></td>
<td>€15.00</td>
</tr>
<tr>
<td><strong>3.</strong></td>
<td>€10.00</td>
</tr>
</tbody>
</table>

**Conditions:**
- The new destination must be flown at least 25 times per year; route must be operated during a minimum of three consecutive flight-schedule periods, or at least during three consecutive winter or summer flight schedules.
- Airline flies non-stop to a new intercontinental destination from FRA, i.e. a destination not served directly from FRA for the previous three flight-schedule periods.
- Total airline growth must be > 0% per year.

#### Continental traffic (excluding Germany)

<table>
<thead>
<tr>
<th>% Growth (referred to base year)</th>
<th>Incentive per departing passenger (per growth interval)</th>
</tr>
</thead>
<tbody>
<tr>
<td>&gt; 3 to 4</td>
<td>€2.00</td>
</tr>
<tr>
<td>4 to 5</td>
<td>€3.00</td>
</tr>
<tr>
<td>5 to 7.5</td>
<td>€4.00</td>
</tr>
<tr>
<td>7.5 to 10</td>
<td>€5.50</td>
</tr>
<tr>
<td>10 to 15</td>
<td>€7.50</td>
</tr>
<tr>
<td>15 to 20</td>
<td>€10.50</td>
</tr>
<tr>
<td>&gt; 20</td>
<td>€14.00</td>
</tr>
</tbody>
</table>

**Conditions:**
- Airline carries at least 10,000 departing passengers per year.
- Incentive is paid for each additional pax, if growth exceeds 3% compared to previous year.
- Seven growth intervals.
- No incentives for domestic (intra-German) traffic.
- 2-year sustainability incentivization (Year 1: -20% compared to the base year / Year 2: -40% compared to Year 1 / Pax volume in each year must reach at least the amount of the base year).
### Fraport AG

#### Appendix

**Maturity Profile & Cash Position as at Dec. 31, 2016**

<table>
<thead>
<tr>
<th>Year</th>
<th>Liquidity</th>
<th>Gross Debt</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>1,248</td>
<td>339</td>
</tr>
<tr>
<td>2018</td>
<td>517</td>
<td>517</td>
</tr>
<tr>
<td>2019</td>
<td>1,133</td>
<td>1,133</td>
</tr>
<tr>
<td>2020</td>
<td>186</td>
<td>423</td>
</tr>
<tr>
<td>2021</td>
<td>401</td>
<td>401</td>
</tr>
<tr>
<td>2022</td>
<td>33</td>
<td>33</td>
</tr>
<tr>
<td>2023</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>2024</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>2025</td>
<td></td>
<td>3</td>
</tr>
<tr>
<td>2026++</td>
<td></td>
<td>546</td>
</tr>
</tbody>
</table>

**Fraport debt conditions on average**
- ~ 3.2% interest rate
- ~ 4.5 years maturity

### Book values
- Nominal values
Appendix
IR Contact

Fraport AG
Frankfurt Airport Services Worldwide
60547 Frankfurt am Main
Germany

Stefan J. Rüter
Head of Finance & IR
T: +49 69 690 74840
s.rueter@fraport.de

Christina Doorn
IR Assistant
T: +49 69 690 74842
c.doorn@fraport.de

Florian Fuchs
IR
T: +49 69 690 74844
f.fuchs@fraport.de

Tanja Nagel
IR / Reporting
T: +49 69 690 74846
t.nagel@fraport.de

Maximilian Schultheis
IR / Reporting
T: +49 69 690 29996
m.schultheis@fraport.de

T: +49 69 690 74842
F: +49 69 690 74843
investor.relations@fraport.de
www.meet-ir.com