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Infrastructure Conference
EQUITA

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Agenda

- 2017 at a Glance
- Business Update
- Latest Traffic & Financial Data
- 2017 Financial Outlook
2017 at a Glance
2016 Challenges overcome!

2016 Headwinds

- Weak Frankfurt traffic, -0.4% passengers
- No LCC to serve Frankfurt demand
- No adjustment of Frankfurt aviation charges
- Decline in Frankfurt retail revenue per passenger
- Strikes at Frankfurt main customer
- Geopolitics with strong negative impact on Antalya airport
- Delay of Greece concession commencement

2017 Tailwinds

- Strong Frankfurt traffic, +6.1% passengers
- New Ryanair basis, Wizz Air routes & EZJ announcement
- 1.9% adjustment of Frankfurt aviation charges
- Positive development of retail top line, diluting effects from LCC
- Labor issues at LH cabin crew, ground staff & pilot union solved
- Strong recovery of Russian traffic in Antalya
- Greece concessions commenced mid April
- 2 Brazilian airport concessions won
2017 at a Glance
Change in Group Dynamics

2016:
• FRA Segments c.75%
• Int. Activities c.25%

2017:
• FRA Segments c.2/3
• Int. Activities c.1/3

2018 Growth Forecast: Int. Activities Direction 40% of Group EBITDA
Agenda

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Business Update

Major Topics

Frankfurt

- Strongest traffic growth since financial crisis
- Operational challenges in existing infrastructure & new infrastructure to be constructed
- Good topline growth but dilution of average Aviation & Retail revenue
- New passenger groups (low cost & self connector) with different travel & shopping needs
- Joint approaches to further develop the airport
- Upcoming contracts in Ground Handling and restructuring

International Activities

- Incorporation of 2 new airports in Brazil
- Upgrading infrastructure in Greece
- Tendering & financing of Lima airport expansion
- Further recovery of Antalya airport
- Managing operational growth at Group sites
- Selective bids for new assets
- Increasing transparency of International Activities
Business Update
Frankfurt Passenger Dynamic

Strongest growth momentum since financial crisis
- Recovery of Far East and North African markets
- Strong increase in seat load factors: +~3PP
- New low cost operations
- Strong Winter Flight Plan 2017/18 at 8% more seat capacities

Minor role of low cost traffic in FRA in the past
- 2016 LCC share <2% at FRA
- Intra-European LCC share ~50%
Business Update
Frankfurt Expansion to handle Traffic Growth

Terminal 3: Main Hall and Piers H & J
- Planned inauguration: 2023
- Passenger capacity: ~14m p. a.
- Parking positions: 24
- 400m Pier H for Schengen operation
- 600m Pier J for Non-Schengen operation
- Capex: ~€3 bn

Terminal 3 Pier G: 1st stage
- Planned inauguration: 2020
- Passenger capacity: ~4 to 5m p. a.
- Parking positions: 9
- Flexible Schengen/Non-Schengen operations due to swing gates
- Capex: about €200m

Rough capex phasing

<table>
<thead>
<tr>
<th>Year</th>
<th>T3</th>
<th>Pier G</th>
<th>Pier H</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2022</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2023</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2024</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2025</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2026</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Business Update
Frankfurt Terminals 1 & 2 also in Focus
Business Update
Frankfurt 3 Pillars to enhance Retail Operations

Measures for existing areas
- Upgrading existing F&B and shopping areas
- Gaining new brands and products

Cooperation with existing tenants & new players
- Tailor made offerings and adverts for individual passenger groups
- Further promotion and usage of multichannel / CRM tool

Adapting offering to future client needs
- Developing new retail areas according to passenger groups / needs, a.o., Pier G
- Workshops for new services / products in Retail-Innovation-Circle
Business Update
Brazil

YTD Development

- Concession contracts signed July 28, operational transfer on January 2nd
- Local entities registered, capitalized and up & running
- Key management positions appointed and operational staff hired
- Capex master plan approved, tendering underway

Fortaleza Airport

- Remodeling and expanding Infrastructure (Capex 2018-22e: EURc.700 mil.)
- Renew passenger experience and prepare airports for recovery and growth of Brazilian aviation market
- Subject to F/X; 2018 financial forecast: Revenue: EUR>100 mil., EBITDA: EUR ~50 mil., Net Result: EUR ~0

Porto Alegre Airport

Mid-term Outlook
Business Update
Greece

YTD Development
• Concessions commenced on April 11
• Strong Easter and Summer season, Passengers 2017: 27.6 mil., +10.3%
• Operational quick-wins in place
• Main construction works now started
• 9M EBITDA: EUR 106 mil.
• 9M Net Result: EUR 29 mil.

New Rhodes Terminal

New Corfu Terminal

Mid-term Outlook
• Expand and refurbish infrastructure (Capex 2017-21e: EUR c.400 mil.)
• Participate from strong touristic demand in highly attractive region
• Mid-single Passenger CAGR (2018-21e)
• Increase financial profitability in Aviation and Non-Aviation business
• ~5 to 10% EBITDA CAGR (2018-21e)
• Increase Retail revenue p. Passenger from today EUR c.0.50 to EUR c.2 by 2022
**Business Update**

**Lima**

**YTD Development**

- Transfer of land to construct new / 2nd Runway concluded
- Concession period extended by 10 years until 2041 +10y option
- Passengers 2017: 20.6 mil., +9.3%
- 9M EBITDA: EUR 91.3 mil., +10.8%
- 9M Net Result: EUR 47.8 mil., +21.0%

**Mid-term Outlook**

- Commission new Infrastructure (RWY by ’21 & Terminal by ’23) to overcome capacity constraints (Capex 2018-24e: USDc.1.5 bn)
- Establish Lima as #1 Hub between North & Latin America and entry point to Peru to boost traffic and financial performances
- >5% Passenger and >5% EBITDA CAGR between 2018-24e
- Increase Retail revenue p. Passenger from today USD c.3 to USD c.4 with new Terminal
**Business Update**

**Antalya**

**YTD Development**

- Strong traffic recovery post 2016 crisis, Passengers 2017: +38.5%
- Fixed 2017 concession payment postponed to 2018
- Project finance renewed
- 9M EBITDA: EUR 188 mil. (PY: 112 mil.)
- 9M Net Result: EUR 42 mil. (PY: -18 mil.)

**Passengers from Russia 2015/16/17**

**Mid-term Outlook**

- Traffic to fully recover and exceed pre-crisis level
- Measures to further optimize operations, handle peak traffic and maximize Retail opportunities in focus
- Repayment of project finance
- Gradual cash back of Invested Capital with double digit IRR until concession expiration in 2024
**Business Update**

**Fraport USA, Slovenija, Twin Star & Minorities**

**YTD Development**
- Fraport USA won tender for JFK T5 and expanded Cleveland concession, lost Boston
- Adria Airways and LCC boost traffic in Ljubljana, Passengers 2017: +19.8%
- Twin Star adds to high 2016 Passenger level, Passengers 2017: +8.4%
- Hanover, St. Petersburg and Xi’An with robust growth rates

**Mid-term Outlook**
- Fraport USA to go for selected bids and grow its market share in the US
- Ljubljana to consolidate sub-regional hub for the Balkans
- Twin Star to participate from increasing demand for favorable price/value destinations and low cost traffic
- Hanover, St. Petersburg and Xi’An to benefit from more Point-to-Point traffic
Agenda

- 2017 at a Glance
- Business Update
- Latest Traffic & Financial Data
- 2017 Financial Outlook
# Latest Traffic & Financial Data

## Group-wide Passenger Figures up!

<table>
<thead>
<tr>
<th>Airport operations</th>
<th>Fraport Share</th>
<th>DEC 2017</th>
<th>Δ previous year</th>
<th>FY 2017</th>
<th>Δ previous year</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frankfurt</td>
<td>100%</td>
<td>4,569</td>
<td>+7.3%</td>
<td>64,500</td>
<td>+6.1%</td>
<td>60,787</td>
</tr>
<tr>
<td>Ljubljana</td>
<td>100%</td>
<td>110</td>
<td>+15.4%</td>
<td>1,683</td>
<td>+19.8%</td>
<td>1,405</td>
</tr>
<tr>
<td>Greek regionals</td>
<td>73.4%</td>
<td>611</td>
<td>-8.6%</td>
<td>27,583</td>
<td>+10.3%</td>
<td>25,289</td>
</tr>
<tr>
<td>Lima</td>
<td>70.01%</td>
<td>1,783</td>
<td>+12.5%</td>
<td>20,607</td>
<td>+9.3%</td>
<td>18,845</td>
</tr>
<tr>
<td>Twin Star</td>
<td>60%</td>
<td>78</td>
<td>&gt;100%</td>
<td>4,953</td>
<td>+8.4%</td>
<td>4,568</td>
</tr>
<tr>
<td>Antalya</td>
<td>51%</td>
<td>753</td>
<td>+13.5%</td>
<td>26,346</td>
<td>+38.5%</td>
<td>19,028</td>
</tr>
<tr>
<td>Hanover</td>
<td>30%</td>
<td>336</td>
<td>+7.4%</td>
<td>5,870</td>
<td>+8.5%</td>
<td>5,409</td>
</tr>
<tr>
<td>St. Petersburg</td>
<td>25%</td>
<td>1,082</td>
<td>+10.2%</td>
<td>16,125</td>
<td>+21.6%</td>
<td>13,265</td>
</tr>
<tr>
<td>Xi’an</td>
<td>24.5%</td>
<td>3,538</td>
<td>+16.4%</td>
<td>41,856</td>
<td>+13.1%</td>
<td>36,997</td>
</tr>
</tbody>
</table>
## Latest Traffic & Financial Data

### Group P&L

| P&L in € mil. | 9M 17 | 9M 16 | %  
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>2,229</td>
<td>1,960</td>
<td>+13.7</td>
</tr>
<tr>
<td>- excl. IFRIC 12</td>
<td>2,206</td>
<td>1,945</td>
<td>+13.4</td>
</tr>
<tr>
<td>Total revenue</td>
<td>2,281</td>
<td>2,009</td>
<td>+13.5</td>
</tr>
<tr>
<td>EBITDA</td>
<td>808</td>
<td>677</td>
<td>+19.4</td>
</tr>
<tr>
<td>D&amp;A</td>
<td>268</td>
<td>247</td>
<td>+8.3</td>
</tr>
<tr>
<td>EBIT</td>
<td>540</td>
<td>430</td>
<td>+25.7</td>
</tr>
<tr>
<td>Interest result</td>
<td>-110</td>
<td>-83</td>
<td>-32.2</td>
</tr>
<tr>
<td>At equity result</td>
<td>36</td>
<td>2</td>
<td>&gt;100</td>
</tr>
<tr>
<td>Other financial result</td>
<td>9</td>
<td>2</td>
<td>&gt;100</td>
</tr>
<tr>
<td>Financial result</td>
<td>-66</td>
<td>-79</td>
<td>+17.0</td>
</tr>
<tr>
<td>EBT</td>
<td>475</td>
<td>351</td>
<td>+35.3</td>
</tr>
<tr>
<td>Taxes on income</td>
<td>-132</td>
<td>-112</td>
<td>+18.2</td>
</tr>
<tr>
<td><strong>Group result before minorities</strong></td>
<td>342</td>
<td>239</td>
<td>+43.3</td>
</tr>
<tr>
<td>Minority result</td>
<td>33</td>
<td>22</td>
<td>+52.1</td>
</tr>
<tr>
<td><strong>Group result after minorities</strong></td>
<td>309</td>
<td>217</td>
<td>+42.5</td>
</tr>
<tr>
<td>EPS in €, basic</td>
<td>3.35</td>
<td>2.35</td>
<td>+42.6</td>
</tr>
</tbody>
</table>

### Segment share in Group revenue

#### 9M 2016
- Aviation: 21%
- GH: 35%
- Retail & RE: 19%
- External Act.: 25%

#### 9M 2017
- Aviation: 28%
- GH: 32%
- Retail & RE: 18%
- External Act.: 22%

### Segment share in Group EBITDA

#### 9M 2016
- Aviation: 23%
- GH: 42%
- Retail & RE: 7%
- External Act.: 25%

#### 9M 2017
- Aviation: 34%
- GH: 36%
- Retail & RE: 5%
- External Act.: 25%
### Latest Traffic & Financial Data

**Cash Flow & Net Debt**

in € mil.

<table>
<thead>
<tr>
<th>Net debt FY 2016</th>
<th>OCF</th>
<th>Capex T3</th>
<th>Greece Capex¹</th>
<th>Capex Lima</th>
<th>Other Capex</th>
<th>Dividends from associated companies</th>
<th>Dividends paid</th>
<th>9M 2017 Net debt before acquisitions</th>
<th>Greece upfront payment</th>
<th>Brazil initial payments</th>
<th>Misc.: F/X, consolidation, financing &amp; other effects</th>
<th>Net debt 9M 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>2,356</td>
<td>-687</td>
<td>+42</td>
<td>+66</td>
<td>+34</td>
<td>-6</td>
<td>+145</td>
<td>2,113</td>
<td>3,557</td>
<td>+1,234</td>
<td>+242</td>
<td>-32</td>
<td></td>
</tr>
</tbody>
</table>

**Free Cash Flow: €388m**

| Comment | € mil. 9M 17 | € mil. 9M 16 | %
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Strong increase in OCF mainly due to Greece</td>
<td>687</td>
<td>501</td>
<td>+37.3</td>
</tr>
<tr>
<td>Free cash flow improvement despite lack of €19m AYT DVD</td>
<td>303</td>
<td>214</td>
<td>+41.4</td>
</tr>
<tr>
<td>Greece &amp; Brazil upfront payments reflected in higher indebtedness and Gearing ratio</td>
<td>388</td>
<td>310</td>
<td>+25.1</td>
</tr>
<tr>
<td>Group equity above €4.0 bn., +5%</td>
<td>3,557</td>
<td>2,356</td>
<td>+51.0</td>
</tr>
<tr>
<td>Equity ratio at 35%; FY 2016: 41%</td>
<td>4,032</td>
<td>3,841</td>
<td>+5.0</td>
</tr>
<tr>
<td>Gearing ratio</td>
<td>92%</td>
<td>65%</td>
<td>+27PP</td>
</tr>
</tbody>
</table>

1 = Including €53.6 mil. prepayment to EPC company
2 = Capex in airport operating projects, other intangible assets, PPE, investment property, and at equity investments. No consideration of one-time payments for acquisitions
3 = Operating cash flow − Capex + Dividends from at equity investments
4 = 2016 values as at Dec. 31, 2016
Agenda

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# 2017 Financial Outlook

Unchanged Financial Outlook

<table>
<thead>
<tr>
<th></th>
<th>2016 Results</th>
<th>2017 Outlook</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passengers FRA</td>
<td>60.8 mil.</td>
<td>Growth of ~5%</td>
</tr>
<tr>
<td>Revenue</td>
<td>€ 2.59 bn</td>
<td>Up to ~€ 2.9 bn</td>
</tr>
<tr>
<td>EBITDA</td>
<td>€ 1,054 mil.</td>
<td>Between ~€980 mil. and ~€1,020 mil.</td>
</tr>
<tr>
<td>EBIT</td>
<td>€ 694 mil.</td>
<td>Between ~€610 mil. and ~€650 mil.</td>
</tr>
<tr>
<td>Group result before minorities</td>
<td>€ 400 mil.</td>
<td>Between ~€310 mil. and ~€350 mil.</td>
</tr>
<tr>
<td>Dividend proposal</td>
<td>Lifted to € 1.50 / share</td>
<td>Stable</td>
</tr>
</tbody>
</table>
Thank you for your Attention! www.meet-ir.com
Appendix
2017 Frankfurt Passenger Split

- Western Europe: 43% (+7%)
- Domestic: 11% (+5%)
- Eastern Europe: 9% (+8%)
- North America: 13% (+4%)
- Far East: 11% (+4%)
- Middle East: 6% (+4%)
- Africa: 4% (+17%)
- Latin America: 3% (0%)

Average seat load factors:
- 2017: 79.4%
- 2016: 76.9%

Delta:
- Continental: +7%
- Intercontinental: +5%
Appendix

2017/18 Frankfurt Winter Flight Season

1. Movement growth: ~8%, of which Europe: ~10% and Intercont: ~1%
2. Seat capacity growth: ~8%, of which Europe: ~11% and Intercont: ~2.5%
3. Strongest growth from Lufthansa and Ryanair with combined 16 new continental destinations

New Winter Flight Schedule as of October 29, 2017
Appendix
Antalya Airport Recovery

Strong Recovery of International / Russian Traffic  I  German Traffic Down

- # of departing international passengers: YTD +58%
  - # of departing Russian passengers: YTD >100%
  - # of departing German passengers: YTD -12%

- # of departing domestic passengers: YTD +5%

Graphs showing the recovery of international, Russian, and German passengers from January to December 2015, 2016, and 2017.
Appendix
Aviation Segment

in € mil.

<table>
<thead>
<tr>
<th>EBITDA 9M 2016</th>
<th>Aviation charges</th>
<th>Security services</th>
<th>Other revenue</th>
<th>Other income</th>
<th>Staff cost</th>
<th>Other opex</th>
<th>EBITDA 9M 2017</th>
<th>D&amp;A</th>
<th>EBIT 9M 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>192</td>
<td>+15</td>
<td>+9</td>
<td>+4</td>
<td>+2</td>
<td>-10</td>
<td>-11</td>
<td>201</td>
<td>-87</td>
<td>114</td>
</tr>
</tbody>
</table>

Comments

› 1.9% higher average airport charges as of Jan. 1, 2017
› Traffic growth further increased airport charges, dampened by incentive scheme
› Revenue from security services up due to volumes and new Berlin contract
› ~€8m higher wages & ~€3m higher cost for staff restructuring provision

P&L in € mil. 9M 17 9M 16 %

<table>
<thead>
<tr>
<th></th>
<th>9M 17</th>
<th>9M 16</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>721</td>
<td>693</td>
<td>+4.0</td>
</tr>
<tr>
<td>- Airport charges</td>
<td>592</td>
<td>578</td>
<td>+2.6</td>
</tr>
<tr>
<td>- Security services</td>
<td>95</td>
<td>86</td>
<td>+10.5</td>
</tr>
<tr>
<td>- Other revenue</td>
<td>34</td>
<td>30</td>
<td>+12.9</td>
</tr>
<tr>
<td>EBITDA</td>
<td>201</td>
<td>192</td>
<td>+4.6</td>
</tr>
<tr>
<td>EBIT</td>
<td>114</td>
<td>99</td>
<td>+15.4</td>
</tr>
<tr>
<td>Employees</td>
<td>5,854</td>
<td>6,082</td>
<td>-3.7</td>
</tr>
</tbody>
</table>

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

in € mil.

<table>
<thead>
<tr>
<th></th>
<th>EBITDA 9M 2016</th>
<th>Retail</th>
<th>Real Estate</th>
<th>Parking</th>
<th>Other revenue</th>
<th>Other income</th>
<th>Staff cost</th>
<th>Other opex</th>
<th>EBITDA 9M 2017</th>
<th>D&amp;A 9M 2017</th>
<th>EBIT 9M 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>9M 2016</td>
<td>282</td>
<td>+4</td>
<td>+1</td>
<td>+4</td>
<td></td>
<td>-4</td>
<td>-2</td>
<td>-11</td>
<td>288</td>
<td>-64</td>
<td>226</td>
</tr>
</tbody>
</table>

Comments
› Retail revenue up due to higher passenger volumes
› Average retail revenue per passenger down due to F/X and high continental passenger growth
› More parking revenue due to volumes & price
› Higher other revenue due to land sales mainly in Q2
› ~3m higher opex from invest. that were not capitalized
› Solid EBITDA & EBIT performance

P&L in € mil. 9M 17 9M 16 %
Revenue 394 371 +6.3
- Retail 153 149 +2.8
- Real Estate 145 144 +0.9
- Parking 65 61 +6.7
- Other revenue 31 17 +78.7
EBITDA 288 282 +2.2
EBIT 226 219 +3.2
Employees 651 643 +1.2

Due to commercial rounding slight discrepancies may occur when summing up, percent changes based on unrounded figures.
**Appendix**

**Frankfurt Retail Revenue per Passenger**

**Retail revenue per Passenger**

<table>
<thead>
<tr>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.62</td>
<td>3.42</td>
<td>3.17</td>
<td>3.87</td>
</tr>
</tbody>
</table>

*9M 16: €3.38*

<table>
<thead>
<tr>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.76</td>
<td>3.28</td>
<td>3.02</td>
<td>3.76</td>
</tr>
</tbody>
</table>

*9M 17: €3.31*

**Top 5 Spenders**

<table>
<thead>
<tr>
<th>Country</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>-3</td>
<td>-10</td>
<td>-10</td>
<td>-10</td>
</tr>
<tr>
<td>Russia</td>
<td>7</td>
<td>-10</td>
<td>11</td>
<td>2</td>
</tr>
<tr>
<td>S.Korea</td>
<td>11</td>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Vietnam</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Japan</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
</tbody>
</table>

Left columns = % change in volumes vs. 9M 2016
Right columns = % change in spending per destination vs. 9M 2016

**Retail revenue streams**

<table>
<thead>
<tr>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shopping</td>
<td>27.6</td>
<td>30.8</td>
<td>33.4</td>
</tr>
<tr>
<td>Services</td>
<td>12.7</td>
<td>14.1</td>
<td>15.3</td>
</tr>
<tr>
<td>Advertising</td>
<td>6.6</td>
<td>8.8</td>
<td>8.6</td>
</tr>
<tr>
<td>DTF-JV</td>
<td>1.4</td>
<td>1.6</td>
<td>1.7</td>
</tr>
</tbody>
</table>

**Top 5 Volumes**

<table>
<thead>
<tr>
<th>Country</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
</tr>
</thead>
<tbody>
<tr>
<td>US</td>
<td>2</td>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td>Germany</td>
<td>-3</td>
<td>-11</td>
<td>-5</td>
</tr>
<tr>
<td>Turkey</td>
<td>-5</td>
<td>-6</td>
<td>-6</td>
</tr>
<tr>
<td>UAE</td>
<td>5</td>
<td>13</td>
<td>2</td>
</tr>
<tr>
<td>India</td>
<td>5</td>
<td>13</td>
<td>2</td>
</tr>
</tbody>
</table>

Left columns = % change in volumes vs. 9M 2016
Right columns = % change in spending per destination vs. 9M 2016

Source: sales/revenue data of Gebr. Heinemann by destinations

---

Including Heinemann JV
Appendix
Ground Handling Segment

in € mil.

Comments

› Slight increase in revenue due to more passengers
› ~€5m higher wages & ~€6m higher cost for staff restructuring provision & other one-off items
› Slight improvement in non-staff costs
› EBITDA & EBIT down

P&L in € mil. | 9M 17 | 9M 16 | %
--- | --- | --- | ---
Revenue | 483 | 478 | +0.9
- Ground Handling | 243 | 239 | +1.7
- Infrastructure | 230 | 229 | +0.4
- Other revenue | 10 | 10 | -6.8
EBITDA | 38 | 45 | -15.1
EBIT | 9 | 16 | -45.1
Employees | 8,536 | 8,654 | -1.4

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

External Activities & Services Segment

EBITDA in € mil.

Comments

- First-time revenue and earnings contribution from Fraport Greece
- Strong Lima performance, despite negative F/X effect in Q3
- ~€4m higher wages & ~€3m higher cost for staff restructuring provision & other one-off items in FRA facility and IT management staff
- EBITDA & EBIT significantly up

P&L in € mil.  

<table>
<thead>
<tr>
<th></th>
<th>9M 17</th>
<th>9M 16</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>631</td>
<td>417</td>
<td>+51.2</td>
</tr>
<tr>
<td>- excl. IFRIC 12</td>
<td>608</td>
<td>402</td>
<td>+51.2</td>
</tr>
<tr>
<td>EBITDA</td>
<td>280</td>
<td>158</td>
<td>+77.8</td>
</tr>
<tr>
<td>EBIT</td>
<td>192</td>
<td>97</td>
<td>+97.9</td>
</tr>
<tr>
<td>Employees</td>
<td>5,618</td>
<td>5,088</td>
<td>+10.4</td>
</tr>
</tbody>
</table>

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

**Performance of External Investments**

<table>
<thead>
<tr>
<th>€ mil.</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Fully consolidated Group companies</th>
<th>Share in %</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
<th>Result</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fraport USA</td>
<td>100%</td>
<td>48.9</td>
<td>46.6</td>
<td>+4.9</td>
<td>10.2</td>
</tr>
<tr>
<td>Fraport Slovenija</td>
<td>100%</td>
<td>31.4</td>
<td>27.0</td>
<td>+16.3</td>
<td>12.6</td>
</tr>
<tr>
<td>Fraport Greece</td>
<td>73.4</td>
<td>181.4</td>
<td>-</td>
<td>-</td>
<td>106.2</td>
</tr>
<tr>
<td>Lima</td>
<td>70.01%</td>
<td>244.2</td>
<td>224.5</td>
<td>+8.8</td>
<td>91.3</td>
</tr>
<tr>
<td>Twin Star</td>
<td>60%</td>
<td>62.5</td>
<td>59.9</td>
<td>+4.3</td>
<td>40.2</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Group companies accounted for using the equity method</th>
<th>Share in %</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>EBIT</th>
<th>Result</th>
</tr>
</thead>
<tbody>
<tr>
<td>Antalya</td>
<td>51/50%</td>
<td>215.7</td>
<td>141.9</td>
<td>+52.0</td>
<td>187.8</td>
</tr>
<tr>
<td>Hanover</td>
<td>30%</td>
<td>118.6</td>
<td>111.8</td>
<td>+6.1</td>
<td>26.0</td>
</tr>
<tr>
<td>Pulkovo/Thalita</td>
<td>25%</td>
<td>205.7</td>
<td>143.8</td>
<td>+43.0</td>
<td>123.5</td>
</tr>
<tr>
<td>Xi’an</td>
<td>24.5%</td>
<td>173.4</td>
<td>155.6</td>
<td>+11.4</td>
<td>87.4</td>
</tr>
</tbody>
</table>

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

1 Revenue adjusted by IFRIC 12: Lima 9M 2017: €230.6m (9M 2016: €209.4m), Q3 2017: €79.2m (Q3 2016: €75.6m); Fraport Greece 9M 2017: €172.0m, Q3 2017: €115.2m
2 Take-over of operations as of April 11, 2017
3 Share of voting rights: 51%, Dividend share: 50%
4 Figures according to the separate financial statement
Appendix
Maturity Profile & Cash Position as at September 30, 2017

Fraport debt conditions on average
- ~ 3.2% interest rate

<table>
<thead>
<tr>
<th>Year</th>
<th>Nominal Values</th>
<th>Book Values</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>1.141 mil.</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>517</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>1.146</td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>199</td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td>439</td>
<td></td>
</tr>
<tr>
<td>2022</td>
<td>422</td>
<td></td>
</tr>
<tr>
<td>2023</td>
<td>65</td>
<td></td>
</tr>
<tr>
<td>2024</td>
<td>99</td>
<td></td>
</tr>
<tr>
<td>2025</td>
<td>183</td>
<td></td>
</tr>
<tr>
<td>2026++</td>
<td>1.390</td>
<td></td>
</tr>
</tbody>
</table>
Appendix
IR Contact

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