Oddo BHF Forum

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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

しばらくFrankfurt traffic, -0.4% passengers
新LCC to serve Frankfurt demand
新No adjustment of Frankfurt aviation charges
新Decline in Frankfurt retail revenue per passenger
新Strikes at Frankfurt main customer
新Geopolitics with strong negative impact on Antalya airport
新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

Segment Share in Group EBITDA

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 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

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
Business Update
Frankfurt Terminals 1 & 2 also in Focus

Frankfurt Airport Skytrax Ranking

2007 '08 '09 '10 '11 '12 '13 '14 '15 '16 '17

94 44 21 16 20 15 11 13 13 12 10
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, 11M Passengers: +10.6%
- Operational quick-wins in place
- Main construction works now started

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
• 11M Passengers: 18.8 mil., +9.1%
• 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

New Midfield Terminal
Business Update
Antalya

YTD Development

• Strong traffic recovery post 2016 crisis, 11M Passengers: +39.4%
• 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

<table>
<thead>
<tr>
<th>YTD Development</th>
<th>Mid-term Outlook</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Fraport USA won tender for JFK T5 and expanded Cleveland concession, lost Boston</td>
<td>• Fraport USA to go for selected bids and grow its market share in the US</td>
</tr>
<tr>
<td>• Adria Airways and LCC boost traffic in Ljubljana, 11M Passengers +20.1%</td>
<td>• Ljubljana to consolidate sub-regional hub for the Balkans</td>
</tr>
<tr>
<td>• Twin Star adds to high 2016 Passenger level, 11M Passengers +7.6%</td>
<td>• Twin Star to participate from increasing demand for favorable price/value destinations and low cost traffic</td>
</tr>
<tr>
<td>• Hanover, St. Petersburg and Xi’An with robust growth rates</td>
<td>• Hanover, St. Petersburg and Xi’An to benefit from more Point-to-Point traffic</td>
</tr>
</tbody>
</table>
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>NOV 2017</th>
<th>Δ previous year</th>
<th>YTD 2017</th>
<th>Δ previous year</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frankfurt</td>
<td>100%</td>
<td>5,008</td>
<td>+21.1%</td>
<td>59,931</td>
<td>+6.0%</td>
<td>60,787</td>
</tr>
<tr>
<td>Ljubljana</td>
<td>100%</td>
<td>122</td>
<td>+22.6%</td>
<td>1,573</td>
<td>+20.1%</td>
<td>1,405</td>
</tr>
<tr>
<td>Greek regionals</td>
<td>73.4%</td>
<td>653</td>
<td>+1.2%</td>
<td>26,914</td>
<td>+10.6%</td>
<td>25,289</td>
</tr>
<tr>
<td>Lima</td>
<td>70.01%</td>
<td>1,700</td>
<td>+9.5%</td>
<td>18,828</td>
<td>+9.1%</td>
<td>18,845</td>
</tr>
<tr>
<td>Twin Star</td>
<td>60%</td>
<td>73</td>
<td>&gt;100%</td>
<td>4,875</td>
<td>+7.6%</td>
<td>4,568</td>
</tr>
<tr>
<td>Antalya</td>
<td>51%</td>
<td>959</td>
<td>+10.1%</td>
<td>25,593</td>
<td>+39.4%</td>
<td>19,028</td>
</tr>
<tr>
<td>Hanover</td>
<td>30%</td>
<td>399</td>
<td>+13.6%</td>
<td>5,534</td>
<td>+8.6%</td>
<td>5,409</td>
</tr>
<tr>
<td>St. Petersburg</td>
<td>25%</td>
<td>1,090</td>
<td>+14.4%</td>
<td>15,043</td>
<td>+22.5%</td>
<td>13,265</td>
</tr>
<tr>
<td>Xi'an</td>
<td>24.5%</td>
<td>3,420</td>
<td>+14.2%</td>
<td>38,319</td>
<td>+12.8%</td>
<td>36,997</td>
</tr>
</tbody>
</table>

Preliminary FRA Traffic:
Dec. +7.3% | FY 2017: +6.1%
## Latest Traffic & Financial Data
### Group P&L

<table>
<thead>
<tr>
<th>P&amp;L in € mil.</th>
<th>9M 17</th>
<th>9M 16</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>Group result before minorities</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>Group result after minorities</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

<table>
<thead>
<tr>
<th></th>
<th>9M 2016</th>
<th>9M 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aviation</td>
<td>35%</td>
<td>32%</td>
</tr>
<tr>
<td>GH</td>
<td>25%</td>
<td>22%</td>
</tr>
<tr>
<td>Retail &amp; RE</td>
<td>19%</td>
<td>18%</td>
</tr>
<tr>
<td>External Act.</td>
<td>21%</td>
<td>28%</td>
</tr>
</tbody>
</table>

### Segment share in Group EBITDA

<table>
<thead>
<tr>
<th></th>
<th>9M 2016</th>
<th>9M 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aviation</td>
<td>42%</td>
<td>34%</td>
</tr>
<tr>
<td>GH</td>
<td>7%</td>
<td>5%</td>
</tr>
<tr>
<td>Retail &amp; RE</td>
<td>23%</td>
<td>36%</td>
</tr>
<tr>
<td>External Act.</td>
<td>28%</td>
<td>25%</td>
</tr>
</tbody>
</table>
Latest Traffic & Financial Data
Cash Flow & Net Debt

in € mil.

- Net debt FY 2016: 2,356
- OCF: -687
- Capex T3: +42
- Greece Capex¹: +66
- Capex Lima: +34
- Other Capex: +163
- Dividends from associated companies: -6
- Dividends paid: +145
- 9M 2017 Net debt before acquisitions: 2,113
- Greece upfront payment: +1,234
- Brazil initial payments: +242
- Misc.: F/X, consolidation, financing & other effects: -32
- Net debt 9M 2017: 3,557

Free Cash Flow: €388m

Comments

- Strong increase in OCF mainly due to Greece
- Free cash flow improvement despite lack of €19m AYT DVD
- Greece & Brazil upfront payments reflected in higher indebtedness and Gearing ratio
- Group equity above €4.0 bn., +5%
- Equity ratio at 35%; FY 2016: 41%

€ mil. | 9M 17 | 9M 16 | %
--- | --- | --- | ---
Operating cash flow | 687 | 501 | +37.3%
Capex² | 303 | 214 | +41.4%
Free cash flow³ | 388 | 310 | +25.1%
Net debt⁴ | 3,557 | 2,356 | +51.0%
Equity⁴ | 4,032 | 3,841 | +5.0%
Gearing ratio⁴ | 92% | 65% | +27PP

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!
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Appendix
11M 2017 Frankfurt Passenger Split

Frankfurt Airport

Western Europe
- 43% (Δ +7%)

Domestic
- 11% (Δ +5%)

Eastern Europe
- 9% (Δ +7%)

North America
- 13% (Δ +4%)

Latin America
- 3% (Δ +17%)

Middle East
- 6% (Δ +5%)

Far East
- 11% (Δ +4%)

Africa
- 4% (Δ +17%)

Average seat load factors
- Continental: 63% (Δ +7%)
- Intercontinental: 37% (Δ +5%)

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov
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 domestic passengers

YTD +4%

# of departing German passengers

YTD -12%
## 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.

<table>
<thead>
<tr>
<th>Item</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.

### 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.

<table>
<thead>
<tr>
<th></th>
<th>9M 17</th>
<th>9M 16</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>394</td>
<td>371</td>
<td>+6.3</td>
</tr>
<tr>
<td>- Retail</td>
<td>153</td>
<td>149</td>
<td>+2.8</td>
</tr>
<tr>
<td>- Real Estate</td>
<td>145</td>
<td>144</td>
<td>+0.9</td>
</tr>
<tr>
<td>- Parking</td>
<td>65</td>
<td>61</td>
<td>+6.7</td>
</tr>
<tr>
<td>- Other revenue</td>
<td>31</td>
<td>17</td>
<td>+78.7</td>
</tr>
<tr>
<td>EBITDA</td>
<td>288</td>
<td>282</td>
<td>+2.2</td>
</tr>
<tr>
<td>EBIT</td>
<td>226</td>
<td>219</td>
<td>+3.2</td>
</tr>
<tr>
<td>Employees</td>
<td>651</td>
<td>643</td>
<td>+1.2</td>
</tr>
</tbody>
</table>

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>
<th>9M 16: €3.38</th>
<th>9M 17: €3.31</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.62</td>
<td>3.42</td>
<td>3.17</td>
<td>3.87</td>
<td>3.76</td>
<td>3.28</td>
</tr>
</tbody>
</table>

Top 5 Spendners

- China
- Russia
- S.Korea
- Vietnam
- Japan

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></th>
<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>
<td>31.0</td>
</tr>
<tr>
<td>Services</td>
<td>12.7</td>
<td>14.1</td>
<td>15.3</td>
<td>14.2</td>
</tr>
<tr>
<td>Advertising</td>
<td>6.6</td>
<td>8.8</td>
<td>8.6</td>
<td>9.4</td>
</tr>
</tbody>
</table>

Top 5 Volumes

- US
- Germany
- Turkey
- UAE
- India

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.

<table>
<thead>
<tr>
<th></th>
<th>9M 17</th>
<th>9M 16</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>483</td>
<td>478</td>
<td>+0.9</td>
</tr>
<tr>
<td>- Ground Handling</td>
<td>243</td>
<td>239</td>
<td>+1.7</td>
</tr>
<tr>
<td>- Infrastructure</td>
<td>230</td>
<td>229</td>
<td>+0.4</td>
</tr>
<tr>
<td>- Other revenue</td>
<td>10</td>
<td>10</td>
<td>-6.8</td>
</tr>
<tr>
<td>EBITDA</td>
<td>38</td>
<td>45</td>
<td>-15.1</td>
</tr>
<tr>
<td>EBIT</td>
<td>9</td>
<td>16</td>
<td>-45.2</td>
</tr>
<tr>
<td>Employees</td>
<td>8,536</td>
<td>8,654</td>
<td>-1.4</td>
</tr>
</tbody>
</table>

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. 9M 17 9M 16 %

| Revenue | 631 | 417 | +51.2 |
| - excl. IFRIC 12 | 608 | 402 | +51.2 |
| EBITDA | 280 | 158 | +77.8 |
| EBIT | 192 | 97 | +97.9 |
| Employees | 5,618 | 5,088 | +10.4 |

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>Fully consolidated Group companies</th>
<th>Share in %</th>
<th>Revenue(^1)</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>10.2</td>
<td>2.0</td>
<td>3.2</td>
</tr>
<tr>
<td>Fraport Slovenija</td>
<td>100</td>
<td>31.4</td>
<td>12.6</td>
<td>5.3</td>
<td>4.7</td>
</tr>
<tr>
<td>Fraport Greece(^2)</td>
<td>73.4</td>
<td>181.4</td>
<td>106.2</td>
<td>84.8</td>
<td>29.0</td>
</tr>
<tr>
<td>Lima</td>
<td>70.01</td>
<td>244.2</td>
<td>91.3</td>
<td>78.4</td>
<td>47.8</td>
</tr>
<tr>
<td>Twin Star</td>
<td>60</td>
<td>62.5</td>
<td>40.2</td>
<td>31.6</td>
<td>25.0</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Group companies accounted for using the equity method</th>
<th>Share in %</th>
<th>Revenue(^1)</th>
<th>EBITDA</th>
<th>EBIT</th>
<th>Result</th>
</tr>
</thead>
<tbody>
<tr>
<td>Antalya(^3)</td>
<td>51/50</td>
<td>215.7</td>
<td>187.8</td>
<td>106.2</td>
<td>42.4</td>
</tr>
<tr>
<td>Hanover</td>
<td>30</td>
<td>118.6</td>
<td>26.0</td>
<td>11.0</td>
<td>7.0</td>
</tr>
<tr>
<td>Pulkovo/Thalita</td>
<td>25</td>
<td>205.7</td>
<td>123.5</td>
<td>95.3</td>
<td>-15.0</td>
</tr>
<tr>
<td>Xi’an(^4)</td>
<td>24.5</td>
<td>173.4</td>
<td>87.4</td>
<td>50.1</td>
<td>41.2</td>
</tr>
</tbody>
</table>

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

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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

<table>
<thead>
<tr>
<th>Year</th>
<th>Book Values</th>
<th>Nominal Values</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>1,141€ mil.</td>
<td>211€ mil.</td>
</tr>
<tr>
<td>2018</td>
<td>1,146€ mil.</td>
<td>517€ mil.</td>
</tr>
<tr>
<td>2019</td>
<td>1,390€ mil.</td>
<td>1,000€ mil.</td>
</tr>
<tr>
<td>2020</td>
<td>439€ mil.</td>
<td>1,500€ mil.</td>
</tr>
<tr>
<td>2021</td>
<td>422€ mil.</td>
<td>2,000€ mil.</td>
</tr>
<tr>
<td>2022</td>
<td>65€ mil.</td>
<td>2,500€ mil.</td>
</tr>
<tr>
<td>2023</td>
<td>99€ mil.</td>
<td>3,000€ mil.</td>
</tr>
<tr>
<td>2024</td>
<td>183€ mil.</td>
<td>3,500€ mil.</td>
</tr>
</tbody>
</table>

Fraport debt conditions on average
- ~ 3.2% interest rate
Appendix

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