

Airport Infrastructure & Management - A Driver for Regional Growth -

Central Adriatic Tourist Platform – Rimini, 15.05.17

Fraport AG - Michael Kunz, Thorsten Astheimer



Fraport AG – Owner and Operator of Frankfurt Airport

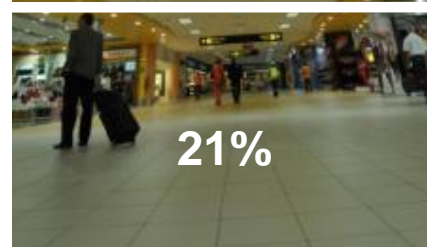
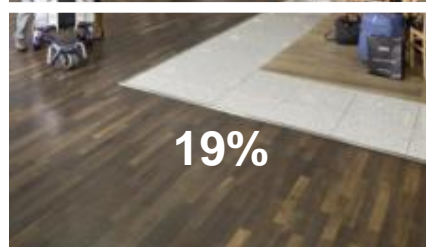
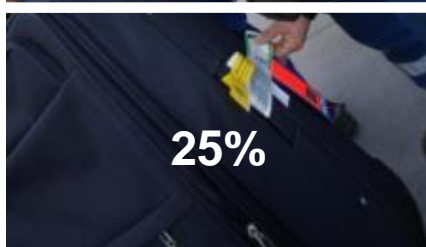
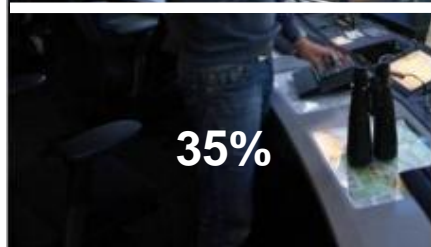
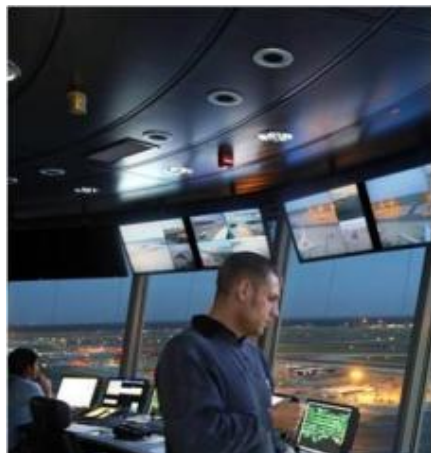


Fraport AG

From airfield operator in 1924 to international airport manager



Fraport's organization and revenue by business segments



Aviation

Ground Handling

Retail & Real Estate

External Activities & Services

Revenue: 910 Mio. €

630 Mio. €

494 Mio. €

552 Mio. €

EBIT: 70 Mio. €

-6 Mio. €

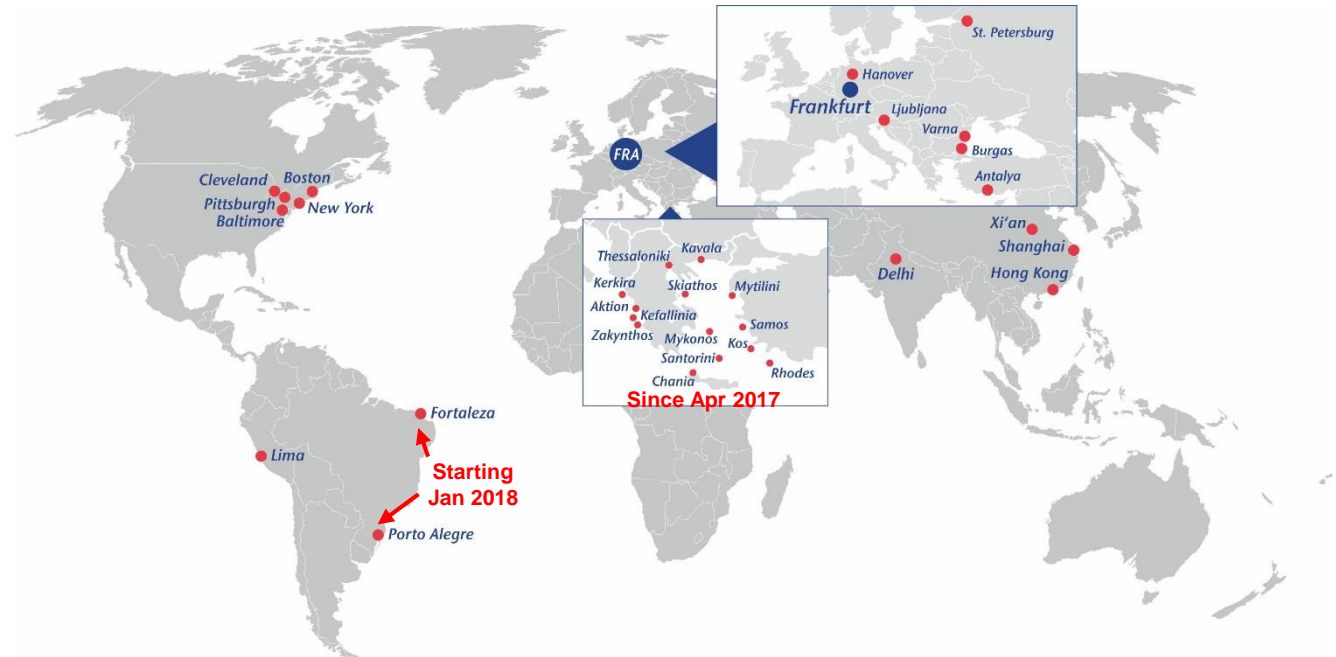
284 Mio. €

345 Mio. €

From Asia to South America

Our know-how is in demand around the world

PAX 2016	mn	YOY
Frankfurt	60.8	-0,4%
Delhi	55.6	21.0%
Xi'an	37.0	12.2%
Antalya	19.0	-30.9%
Lima	18.8	10.1%
St. Petersburg	13.3	-1.7%
Hanover	5.4	-0.8%
Burgas	2.9	22.0%
Varna	1.7	20.8%
Ljubljana	1.4	-2,3%
TOTAL	215.9	3.4%
ex FRA	155.1	5.0%



During the first half of the year 2017 we will be active at 31 international airports, operating/managing 24 of them.
Fortaleza and Porto Alegre will follow in the second half of the year (33/26).

Our Homebase - Frankfurt Airport



Frankfurt Airport – a Bird's View



FRA ranks among the leading airports worldwide in terms of passengers...



Passengers 2016 (mil.)

1.	Atlanta	104.2
2.	Beijing	94.4
3.	Dubai	83.7
4.	Los Angeles	80.9
5.	Tokyo	79.7
6.	Chicago	78.3
7.	London	75.7
8.	Hong Kong	70.3
9.	Shanghai	66.0
10.	Paris	65.9
11.	Fort Worth	65.7
12.	Amsterdam	63.6
13.	Frankfurt	60.8
14.	Istanbul	60.2
15.	Guangzhou	59.7

Source: ACI

One day at Frankfurt Airport – facts and figures



167,000 passengers*



5,900 tons of Cargo*



75.000 pieces of outbound baggage*



About 570 trains in the airport train stations*

**average figures of 2016*

The Role of Airport Development



Airport development – the key factors



Scaled and modern infrastructure



Excellent passenger service



Integration with off-airport facilities



Good connectivity to roads & public transport

Examples for successful Infrastructure Development



1) Regional Hub

⇒ Lima Airport (Peru)



2) Low Cost Airport

⇒ Hahn Airport (Germany)



3) Tourist Destination

⇒ Varna Airport (Bulgaria)

Example 1 - Lima Airport



Airport Profile:

- Largest airport in Peru
- Established 1964
- Infrastructure:
 - Single Runway (3.500 m)
 - 39 Passenger Gates (19 Contact, 20 Bus-Gates)
 - 24 / 7 Operations
- Airport area: approx. 6 km²

Development:

- Build-Operate-Transfer Contract for Lima Airport Partners (Fraport share: 70.01%)
- Effective Feb. 2001, duration 30 years (+10 years extension option)
- Construction of new Terminal in 2 phases (Phase 1: 2005, Phase 2: 2009)
- Total investment until 2016: **375 M US\$**

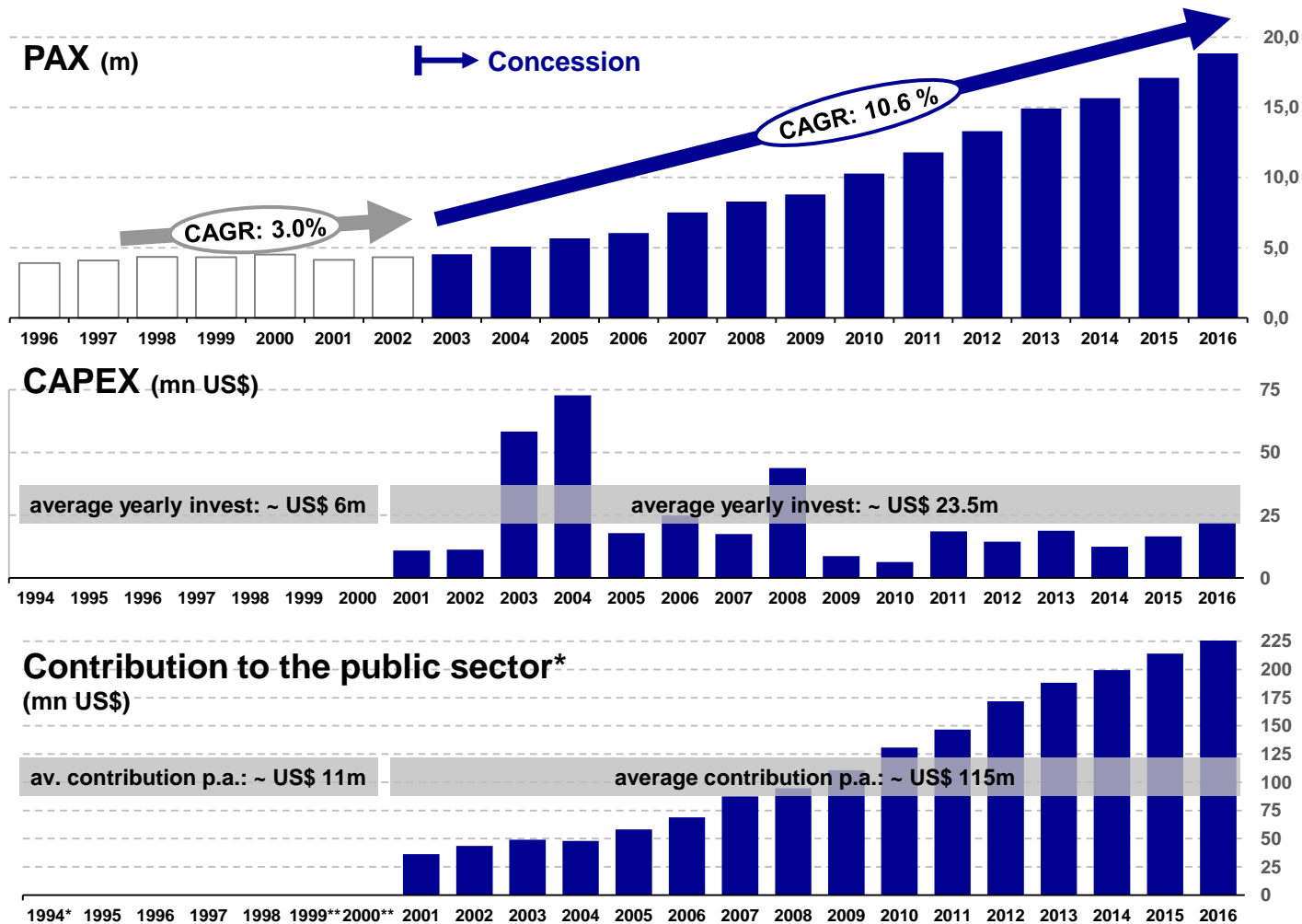
FINANCIALS (IFRS in EUR)	2016	YOY
Revenues (m)	305.7	10.0%
OPEX (m)	194.9	9.6%
EBITDA (m)	110.8	10.7%
	2016	YOY
PAX (m)	18.8	10.2%
ATM ('000)	176.9	6.3%
Cargo & Mail ('000 cbm tons)	287.8	-4.3%



Example 1 - Lima Airport

Better management, higher investments, higher growth, improved service quality,

⇒ **More revenue for the public sector**



Example 2 – Frankfurt Hahn Airport

Location and History:

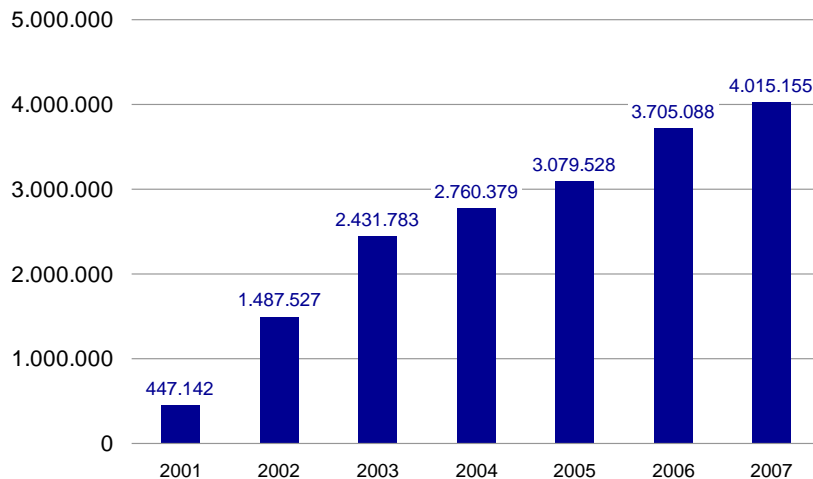
- Hahn is a former military airport which was converted for civilian use in 1993
- It is located in a rural area with weak public infrastructure about 120 km from FRA
- Fraport started its engagement in 1998 with an annual traffic of 32.000 passengers



Example 2 – Frankfurt Hahn Airport

Traffic development 2001 - 2007:

- In 6 years pax traffic to HHN grew by 800 %



Key success factors:

- New Passenger Terminal Building
- Extension of the runway for cargo flights
- Upgrade of the road access for pax and cargo
- Installation of a Ryanair hub

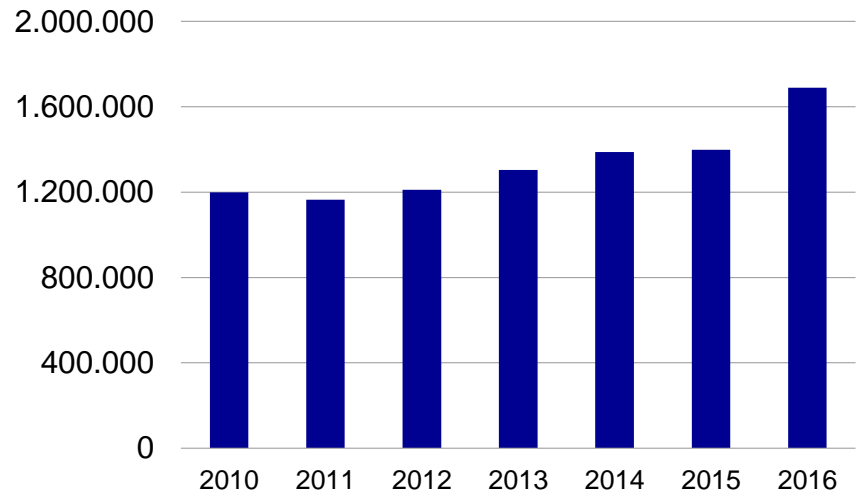


Example 3 – Varna Airport



Airport Profile:

- Tourist destination, Bulgaria Gold Coast
- Established 1946 at today's location
- Infrastructure:
 - Single Runway (2.500 m)
 - 1 operational Passenger Terminal
- Very seasonal traffic demand mainly from April to October



Development:

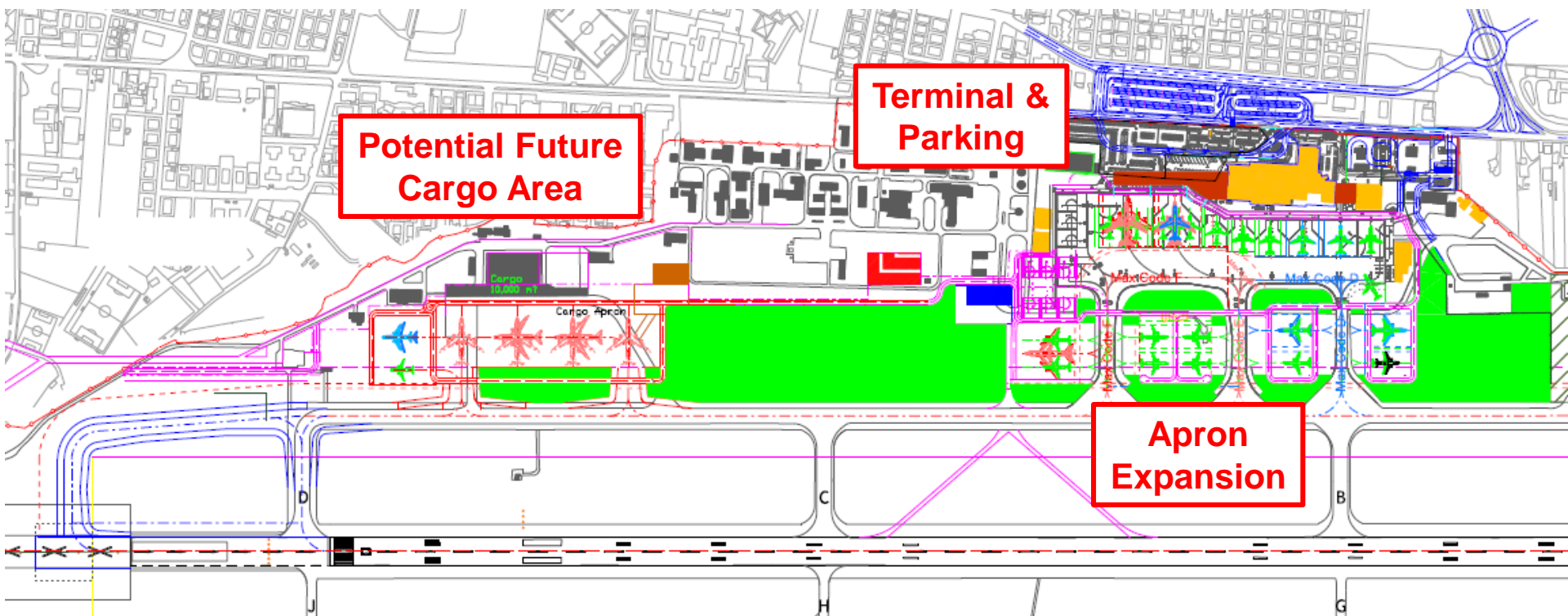
- Build-Operate-Transfer Contract for Twin Star Airport Mgmt. (Fraport share: 60 %)
- Effective Nov. 2006, duration 35 years
- Construction of new Terminal in 2013
- Total investment until 2016: **40 M €**



⇒ **New infrastructure needs to be scaled according to summer peak demand !**

Rimini & San Marino Airport – Potential to grow !

- With its 3.200 m runway and a spacious terminal, Rimini & San Marino airport is already well equipped to handle charter traffic from Russia, Germany and northern Europe
- With minor enhancements, e.g. an upgrade of the BHS and an extension of Schengen gates, it will also be able to handle scheduled traffic to hubs such as Rome, MUC, etc.
- Rimini has enough space to develop the infrastructure needed for potential future growth in passenger and cargo traffic



Conclusion

- Airports are generally an important driver for the local and regional economy
- Especially touristic regions need good connectivity to successfully compete against other destinations
- Airport infrastructure development together with a good landside connectivity can attract additional traffic flows
- A successful airport is stimulating secondary investments, employment and hence the prosperity of the region
- Rimini & San Marino Airport is well placed to attract additional passenger and cargo traffic



Gute Reise!



We make it happen