



Half Year Results 2024

Presentation to Investors & Analysts

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Kevin Fleck, Chief Financial Officer

August 27th, 2024

Zurich Airport



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Milestones



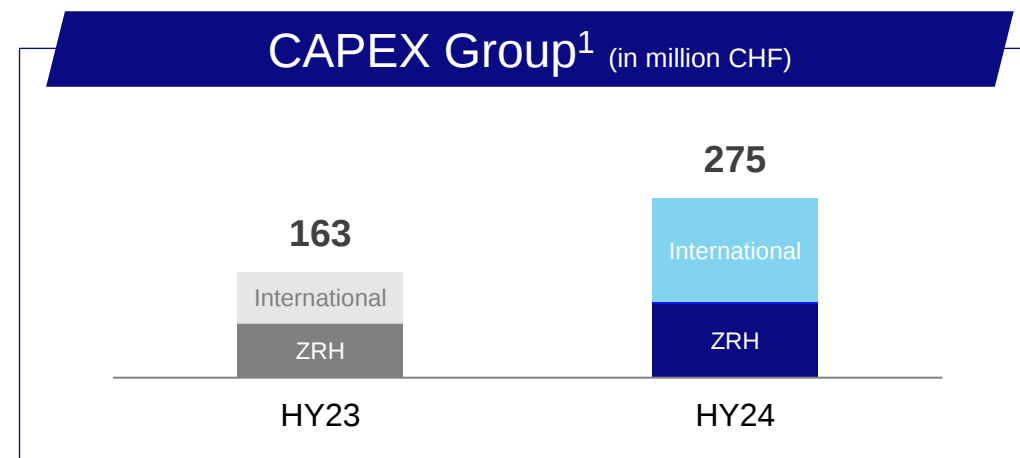
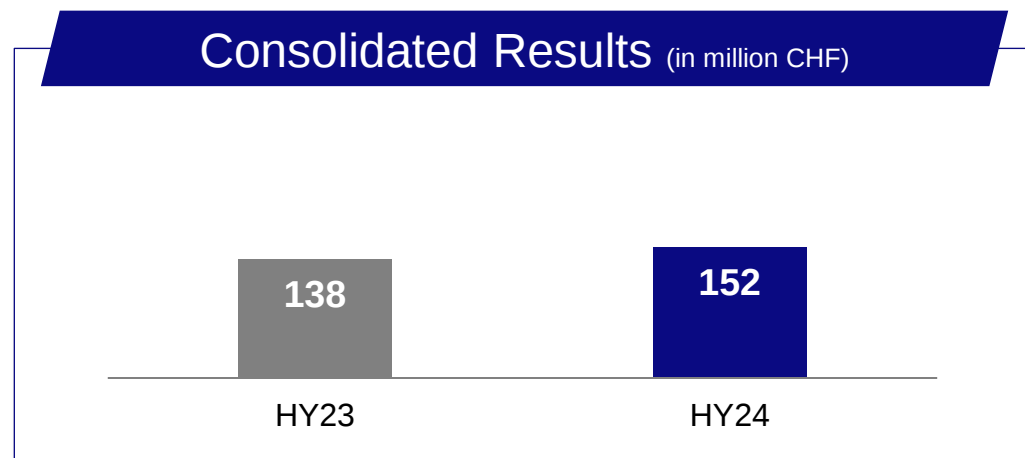
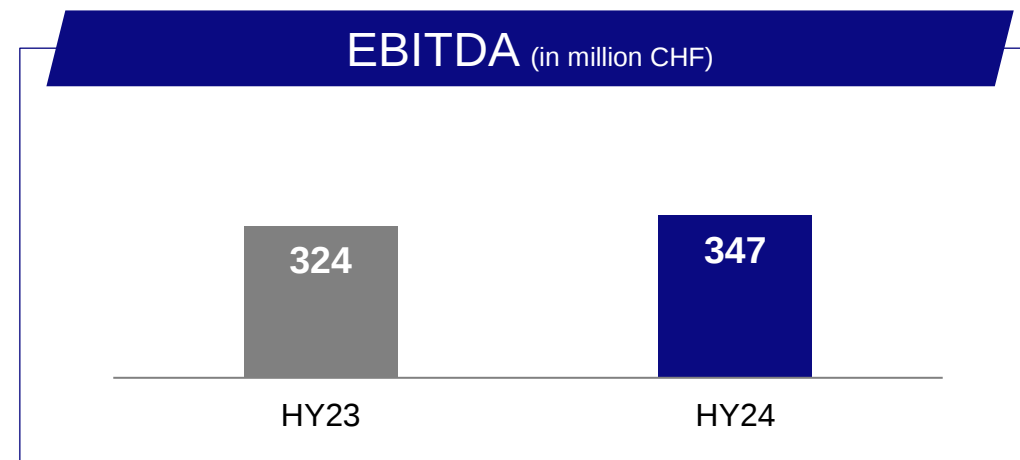
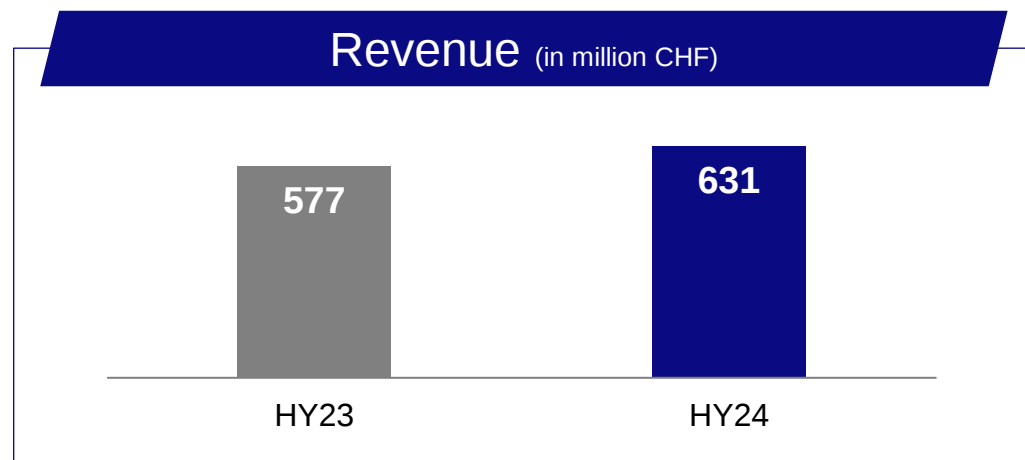
Milestones

Half Year 2024

	Aviation	▪ Traffic: 14.5 million passengers in H1 2024 (97% of 2019); over 100,000 passengers on peak days ▪ Network: Additional connections to New Delhi (Air India); high seat load factor ▪ Charges: Planned introduction of roll-over mechanism for future charge periods
	Commercial/ Real Estate	▪ Landside: Landside turnover increased in H1 2024 despite a reduction in commercial space due to construction work for development of landside passenger zones ▪ Airside: Airside turnover at 99% of 2019, outperforming passenger recovery
	International	▪ India: Inauguration of Noida Airport at end of April 2025, majority of sub-concessions tendered out, plans for the construction of additional stands have already been initiated ▪ Latin America: Operational take-over of Natal Airport in February 2024
	Projects	▪ Baggage sorting system: Main works on the new baggage sorting system have been completed ▪ New Dock A: Preliminary project planning phase completed by year-end ▪ CT scanners: Two security control lines have been equipped with the new CT technology for testing
	ZRH Innovation Hub	▪ Collaboration: MoU signed with Swiss International Air Lines and Swissport to advance common innovation strategy for an improved passenger experience and to optimize processes ▪ First use case: Apple Vision Pro glasses for marketing of real estate space

Financial Summery

Financial Figures setting new record Levels



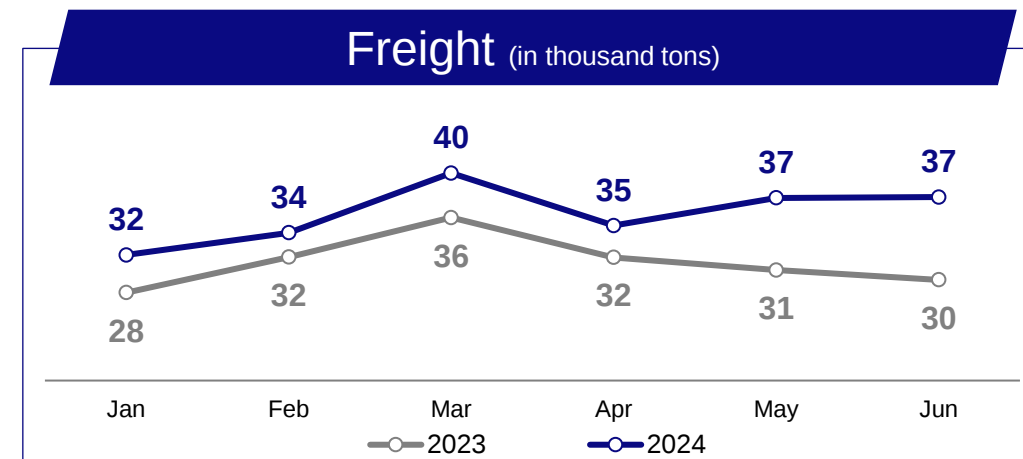
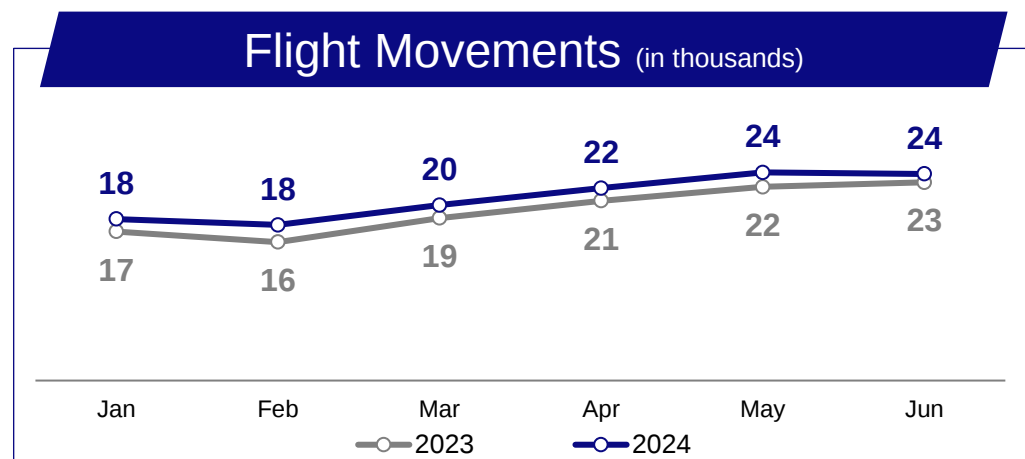
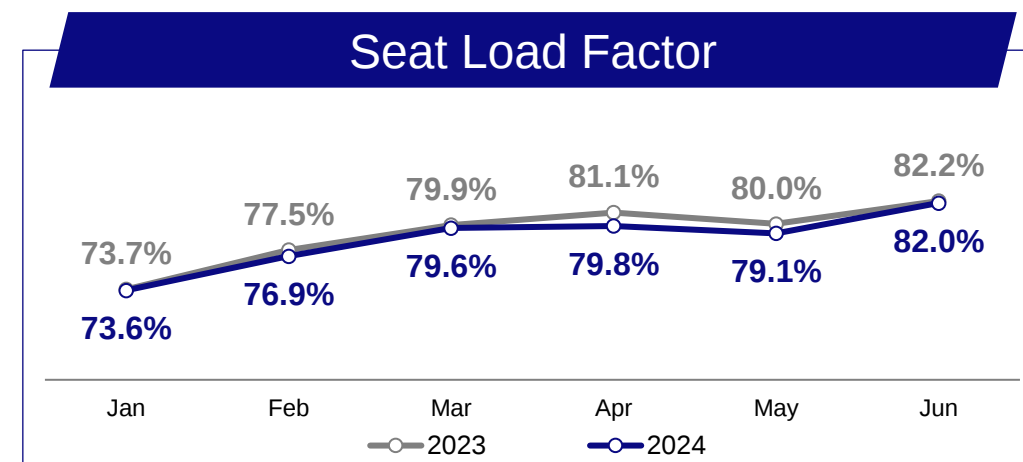
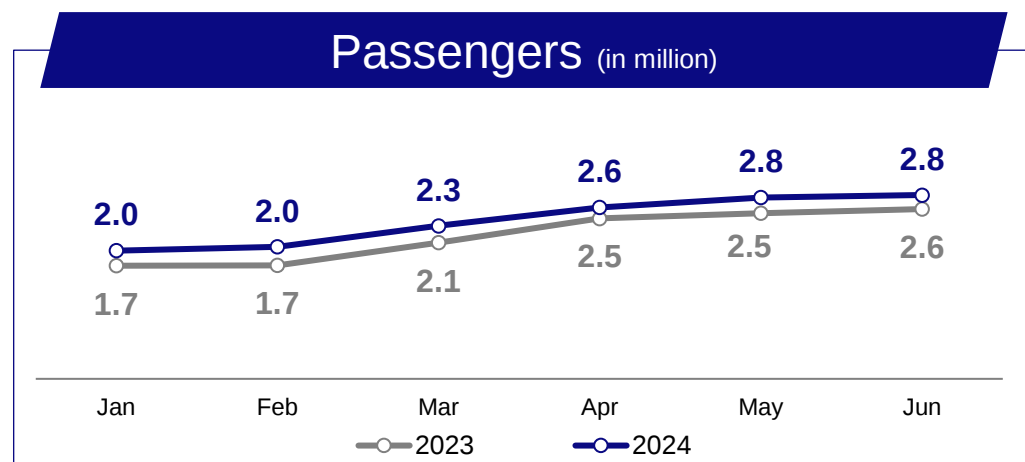
¹ Cash view; HY24 includes upfront payment in International for Natal Airport

Aviation



Traffic Development ZRH

Traffic figures continue to recover (at 97% of 2019 level in H1)





Aviation Business

Strong demand promotes the final Phase of the Recovery

In the first half of the year, a total of 14.5 million passengers flew through Zurich Airport, representing a level of 97 percent compared to 2019. A total of 200 destinations is served by 62 airlines from Zurich Airport in the summer timetable 2024, which represents a slight increase compared to last year's summer timetable.



14.5 million passengers

- Passenger volumes +11% vs. H1 2023
- 10.0m local passengers, 4.4m transfer passengers; transfer share 31%



125,562 flight movements

- Flight movements +8% vs. H1 2023
- 109,593 line & charter movements



215,299 tons cargo

- Cargo +15% vs. H1 2023

Ordinance on Airport Charges (OAC)

Roll-Over: Swiss Regulator has started Stakeholder Involvement



¹ Swiss regulator

² Start of upcoming regulatory period depending – amongst others – on outcome of negotiations

Commercial Business and Real Estate





Commercial Business and Real Estate ZRH

Upward Trend continues



CHF 298m turnover in commercial business

- Landside turnover for first half at 112% of 2019
- Airside turnover for first half at 99% of 2019
- Generated around CHF 71m in retail, tax & duty free, F&B revenues

The high passenger volume in the first half of the year had a positive effect on airside turnover. Landside turnover also increased compared to the previous year despite a reduction in commercial space due to construction work for the landside passenger areas.



CHF 98m real estate revenue

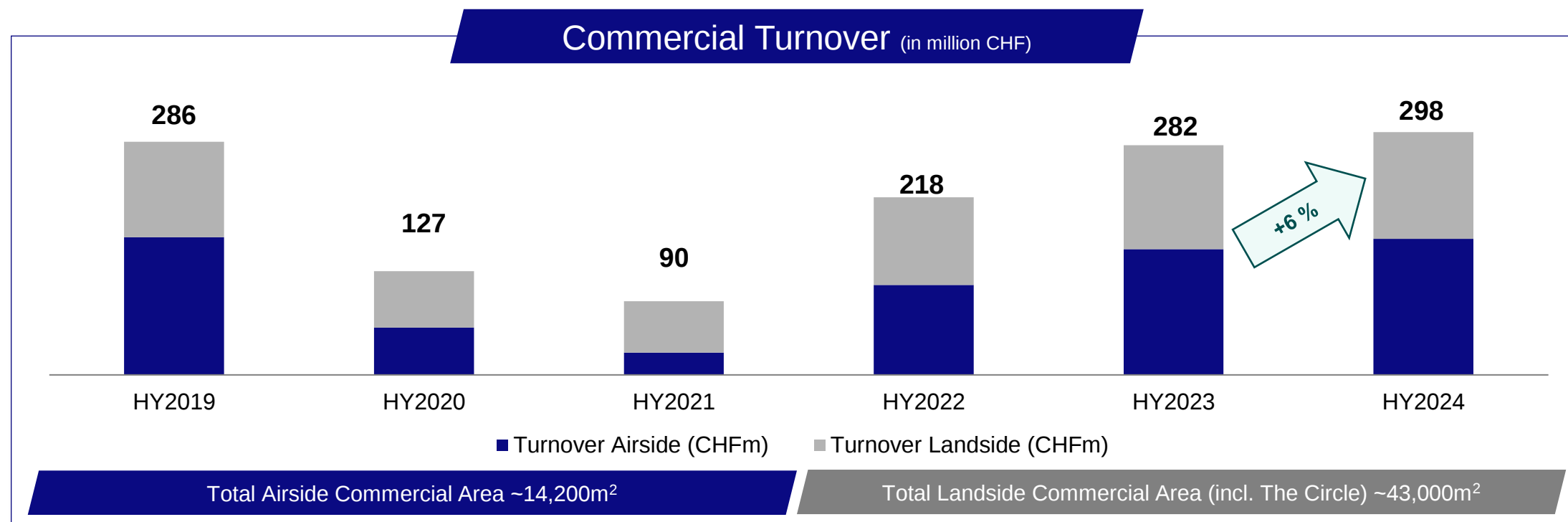
- New record high for first half year real estate revenue (+1%)
- Four new concepts will complement the range of services on the ground floor areas of the Circle

The real estate business remains a solid business area and an important pillar of success. The real estate portfolio with around 330 tenants illustrates the diversity of the companies based at the airport and the attractiveness of Zurich Airport as a location.

Zurich Airport

Commercial Business ZRH

Commercial Turnover above pre-Covid Levels



- Strong passenger volumes led to increasing commercial turnover; airside turnover at 99% of 2019 levels, overall commercial turnover exceeding 2019 levels
- Landside commercial turnover at new record high
- Events such as public viewing during the Euro 2024 or Food Zurich attracted numerous visitors

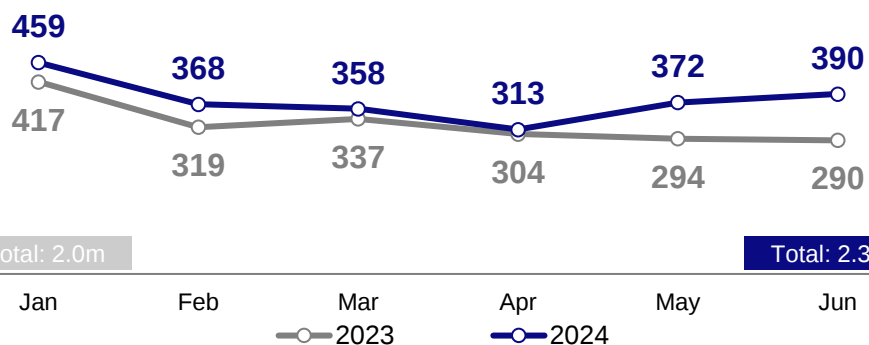
International



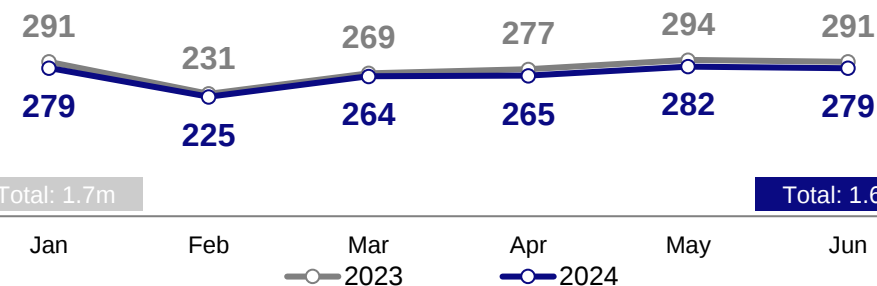
International

Passenger Numbers mostly above 2023

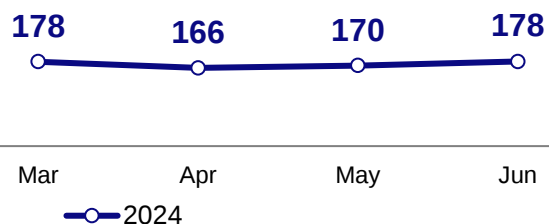
Florianópolis (in thousands)



Vitória / Macaé (in thousands)

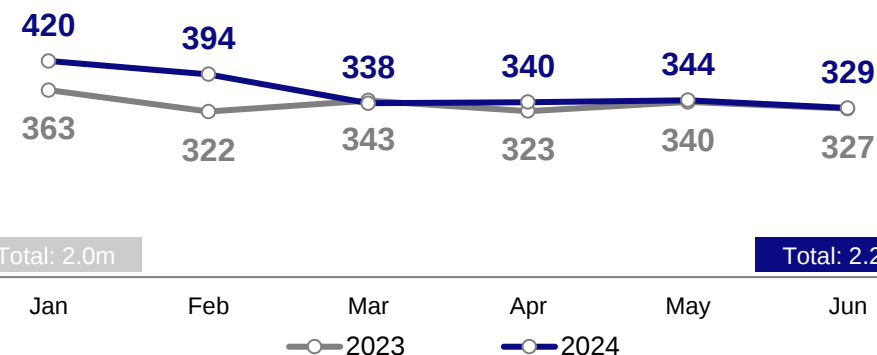


Natal¹ (in thousands)



¹ operational take-over took place in February 2024

Antofagasta / Iquique (in thousands)



Noida International Airport

Milestones and Project Status

Major historical and expected milestones:

2020

Concession agreement

Signing of concession agreement on October 7th, 2020

2022

EPC contractor

Selection of EPC¹ contractor Tata Projects Ltd.

Q4
2023

Tariffs and Airlines MoU

AERA² tariff filing and signing of MoU with IndiGo followed by Akasa Air³

~End
of 2024

Public consultation

Expected start of public consultation period for tariffs

April
2025

Inauguration

Expected begin of commercial operations by end of April 2025

Construction work on the runway, passenger terminal and control tower is well advanced.

¹ EPC: engineering, procurement, construction

² AERA: Indian airport regulator, aera.gov.in

³ Memorandum of Understanding (MoU) with Akasa Air signed in January 2024



Noida International Airport

Majority of Tenders for sub-concessions are completed



Aviation



Fuel (fuel farm and hydrant system)

- Indian Oil Skytanking Ltd



Cargo (multi-model cargo hub)

- Air India SATS Airport Services Pvt. Ltd (joint venture between Air India Ltd and Singapore Airport Terminal Services)



Ground handling

- Bird Group



In-Flight kitchen

- TajSATS Air Catering Ltd (joint venture of the Indian Hotels Company Ltd and SATS Ltd)

Non-Aviation



F&B

- HMSHost India Pvt. Ltd (an Avolta subsidiary)
- Travel Food Services Pvt. Ltd.



Advertising

- Laqshya Media Ltd.



Retail

- Consortium Heinemann Asia Pacific and BWC Forwarders Pvt. Ltd



Hotel

- Roseate Hotel by Bird Group



Duty-Free

- Consortium Heinemann Asia Pacific and BWC Forwarders Pvt. Limited



Mobility

Not yet awarded



Lounges

- Travel Food Services Pvt. Ltd



Services

Not yet awarded

All major aeronautical and non-aeronautical have been awarded

Natal Airport

Operational take-over in February 2024



In the first 100 days of operations, around 40 improvements have been implemented. Some examples are:

- Internalisation of parking management
- Opening of the airport's first VIP lounges (domestic and international)
- Reduction of terminal temperature to mitigate one of the main user complaints
- Overall cleaning of the terminal building and facade
- Increase in rate of waste diverted from landfill and a reduction in water consumption
- Free and unlimited WIFI network for everyone

Further planned improvements are (list not exhaustive):

- Redesign of signage (wayfinding)
- Installation of 400Hz system to provide clean energy to aircraft on the ground

Successful integration of Natal Airport in the Latin American portfolio of Zurich Airport



Vitória Airport in Brazil: Real Estate Project

Diversification of Revenues through Real Estate Development



Source: Google Maps, June 3rd, 2024

- Vitória Airport has – due to the strategic location in the center of the cities Vitória, Vila Velha and Serra – a high potential for real estate development.
- The area of the airport is around 20% of the area of the city of Vitória and one of the few available areas for real estate development. A total of around 1.0 million m² (100ha) are available for development.
- The land offers many possibilities of use. Zurich Airport Ltd. is tendering out the land parcels where third parties will be responsible for the development (and investments).
- Contracts for retail stores, schools, churches, a convention center, mixed use projects and logistic companies have already been signed.

In accordance with the strategy of Zurich Airport Ltd., Vitória Airport aims to diversify its business model and reduce the dependency on passengers.



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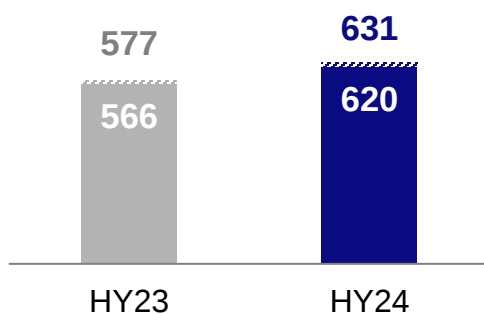
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Rising Revenues and Profits

Half Year 2024

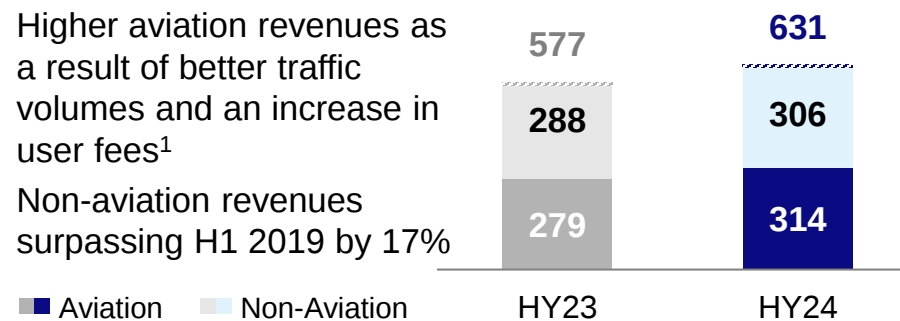
Revenue (in million CHF)

- Higher revenue numbers mainly as a result of higher traffic volumes
- Total revenues 7% above H1 2019



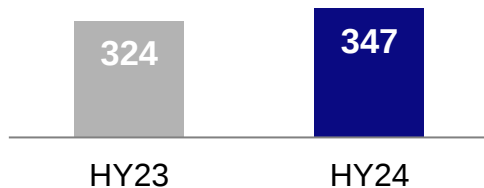
Revenue Split (in million CHF)

- Higher aviation revenues as a result of better traffic volumes and an increase in user fees¹
- Non-aviation revenues surpassing H1 2019 by 17%



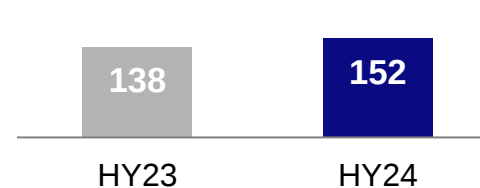
EBITDA (in million CHF)

- EBITDA in first half marks a new record
- EBITDA margin at 55%



Consolidated Result (in million CHF)

- Consolidated result increased by 10% reaching a new record high
- Benefitted by largely unchanged depreciation / amortisation and finance result



Concession accounting

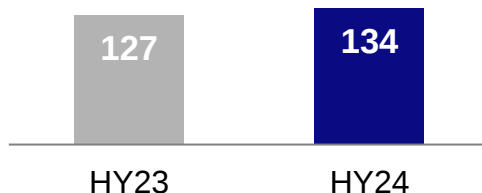
¹ user fees in connection with the refurbishment of the baggage sorting and handling system

Non-Aviation Figures

Half Year 2024

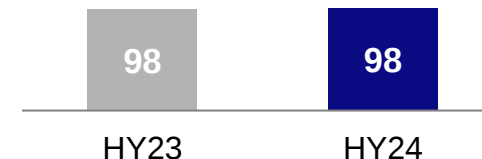
Commercial & Parking (in million CHF)

- Retail, tax & duty-free and F&B revenues 11% above H1 2019
- Highest relative increase in advertising media and promotion due to higher passenger volumes



Real Estate (in million CHF)

- Growing revenues from rental agreements; however, decreasing energy and utility cost allocation revenues
- Total real estate revenue up by 1%



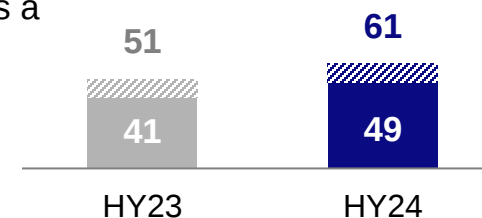
Revenue from Services (in million CHF)

- Strong increase of 14% mainly because of higher traffic figures



International Revenues (in million CHF)

- Revenue from international business rises by 20% (excl. concession accounting) as a result of the Natal Airport integration and positive development at Florianópolis Airport



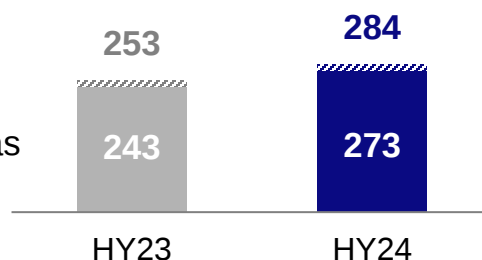
  Concession accounting

Operating Expenses

Half Year 2024

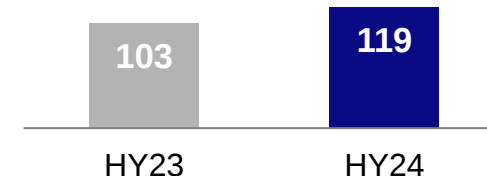
Total Operation Expenses (in million CHF)

- High cost pressure in H1 2024 with an OPEX increase of 12%
- Adjusted for concession accounting, total OPEX was 14% above H1 2019



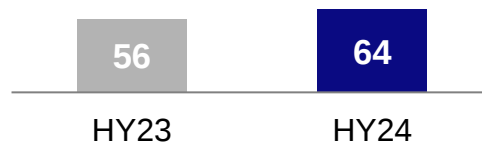
Personnel Expenses (in million CHF)

- Additional hiring and inflation adjustments showed an increase of 15% in personnel expenses



Police & Security (in million CHF)

- Higher passenger figures as well as inflation led to a 13% increase in police and security costs



Energy & Waste (in million CHF)

- Energy and waste costs dropped by 11% due to lower heating, ventilation and air conditioning (HVAC) costs



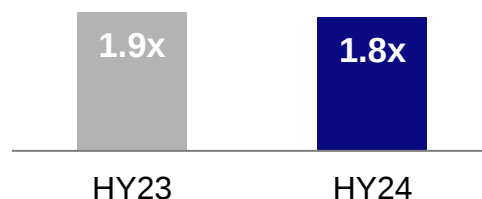
  Concession accounting

Key Financial Ratios

Half Year 2024

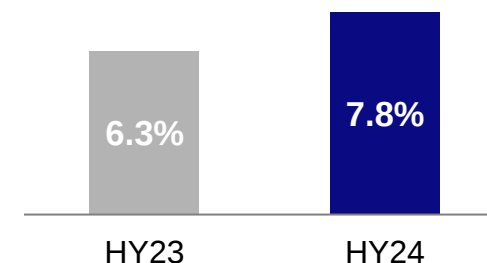
Net Financial Debt / EBITDA¹

- Net Financial Debt stands at CHF 1,278m
- Slight decrease due to higher rolling EBITDA figures



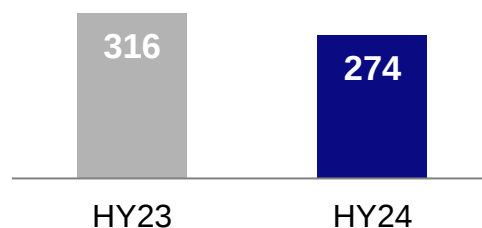
ROIC¹ (in %)

- Higher earnings led to a boost in ROIC



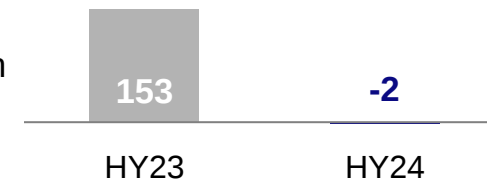
Operating Cash Flow (in million CHF)

- Despite a better consolidated result, operating cash flow dropped by CHF 42m due to mainly changes in working capital and income tax paid



Free Cash Flow² (in million CHF)

- Higher CAPEX and upfront payment for Natal Airport are the reasons for a slightly negative free cash flow
- Excluding Natal, free cash flow would have been around CHF 58m



¹ Based on the result for the 12-month period preceding the reporting date

² Free Cash Flow: cash flow from operating activities less investments in PPE, investment property, airport operator projects and other intangible assets

Group CAPEX

Half Year 2024



New Baggage Sorting System ~CHF 22 million



New Dock A, Tower and Base ~CHF 20 million



Development landside area ~CHF 14 million



Noida International Airport ~CHF 90 million

Total Group CAPEX¹ of
CHF 275 million

¹ Cash view; includes upfront payment for Natal Airport



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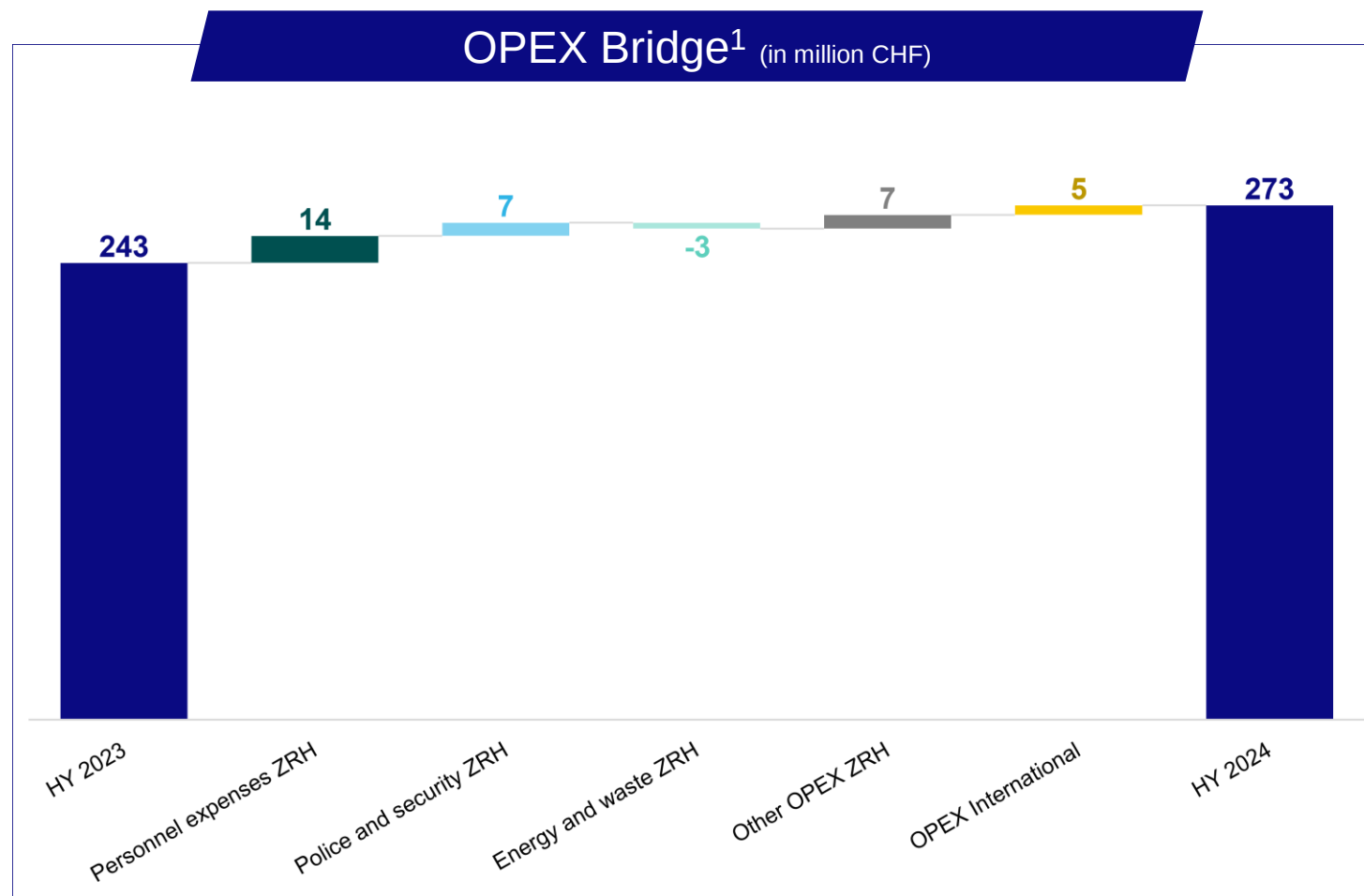
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Cost Development

EBITDA Target will be reached earlier despite higher OPEX



¹ excl. concession accounting (IFRIC 12)

Comments

- With increasing passenger volumes, projects restarted and additional projects were initiated
- Personnel expenses in Zurich higher due to jobs growth, wage inflation, additional projects and employer branding
- Police and security in Zurich rose due to volumes and inflation
- Higher EBITDA thanks to growing real estate revenues (mainly Circle & Priora assets) and additional contributions from the international business

Outlook

Guidance 2024

2023 Actual

Passengers ZRH 28.9 million

Revenues CHF 1,236 million
(excl. IFRIC12)

Aviation revenues CHF 610 million

Non-Aviation revenues CHF 588 million
(excl. IFRIC12)

Operating expenses CHF 521 million
(excl. IFRIC12)

D&A CHF 287 million

Consolidated Result CHF 304 million

CAPEX¹ CHF 438 million

2024 Guidance

- Around 31 million passengers (previously 30 million)
- Aviation: slightly better than traffic due to increase in baggage sorting and handling system fees
- Non-Aviation: higher than in 2023
 - Commercial revenues: slower growth
 - Real estate: flat expected (higher revenues from rental agreements yet lower energy and utility cost allocation)
 - International: growing revenues expected due to integration of Natal Airport and increasing traffic
- Volume and inflation effects, especially for personnel expenses & security costs
- Slightly higher
- Higher
- CHF 250-300m in Zurich, CHF ~350m International

¹ Cash view



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Corporate Calendar

Contact Information

- **August 29, 2024**
Stifel Transportation Conference (virtual)
- **September 5, 2024**
UBS Transport Conference (London)
- **September 10, 2024**
UBS Best of Switzerland Conference (virtual)
- **September 23, 2024**
Baader Conference (Munich)
- **October 7, 2024**
Santander Eurolatam Infra Conference (New York)
- **November 7, 2024**
ZKB Swiss Equities Conference (Zurich)

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Zurich Airport at a Glance

Diversified Airport Operator

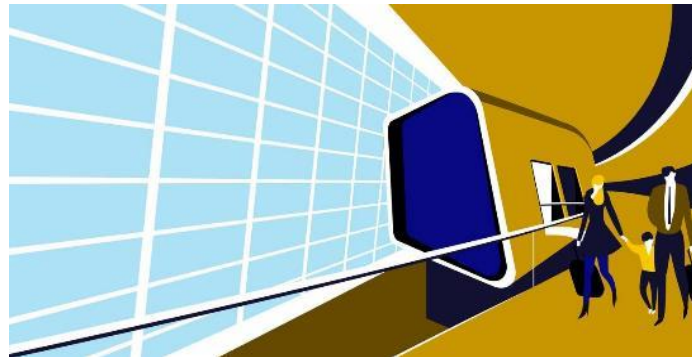
Aviation

2023 revenue of CHF 610 million

- “To satisfy the demand for direct connections to the world’s major cities”
- Regulated business with profitability restrictions; not subsidized
- Premium mid-sized hub with operating license until 2051
- Land and infrastructure wholly-owned by Zurich Airport
- Service to 200 airports in 72 countries
- Economic importance: 247,456 air traffic movements and 377,998t freight
- Passengers: ~30 million/year
- Revenue contribution ~50%



Non-Aviation / unregulated



Real Estate & Services

2023 revenue of CHF 244 million

- Real estate revenue mainly consists of fixed rental contracts and offers good visibility
- A total of 36 properties purchased in 2019 from Priora Suisse AG
- The Circle successfully opened in November 2020 and improves tenant profile further
- Services includes, for instance, communication services, catering or fuel charges
- Revenue contribution ~20%

Commercial & Parking

2023 revenue of CHF 264 million

- Leading commercial center in Switzerland
- Commercial revenues driven by passenger numbers (airside) and commuters, employees, shoppers etc. (landside)
- Revenue contribution ~20%

International Business

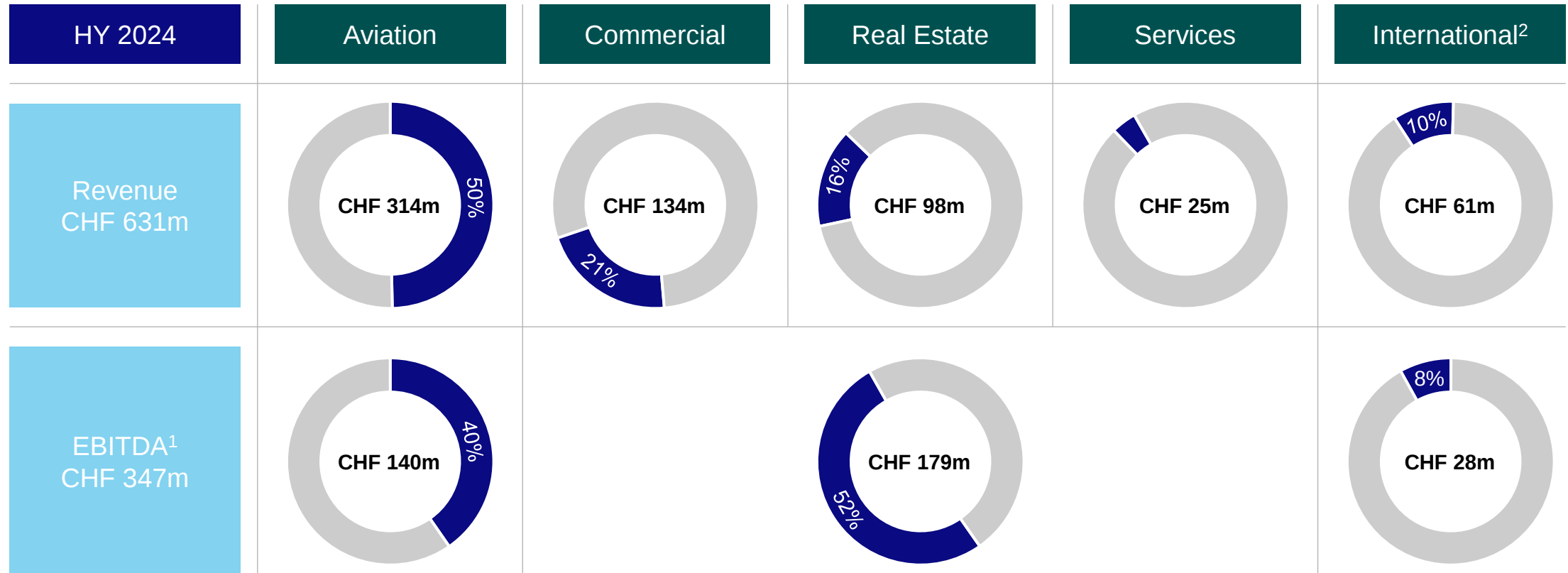
2023 revenue of CHF 118 million¹

- Long-term growth potential in international markets as airport developer and operator
- Diversification of revenues to strengthen future profitability
- Financial capacity for investments with focus on airports in Brazil and India
- Profit target contribution ~15%

¹ incl. concession accounting

Performance by Segment

All Segments with high Contribution



Rising EBITDA figures supported by growing traffic

¹ incl. noise

² incl. concession accounting

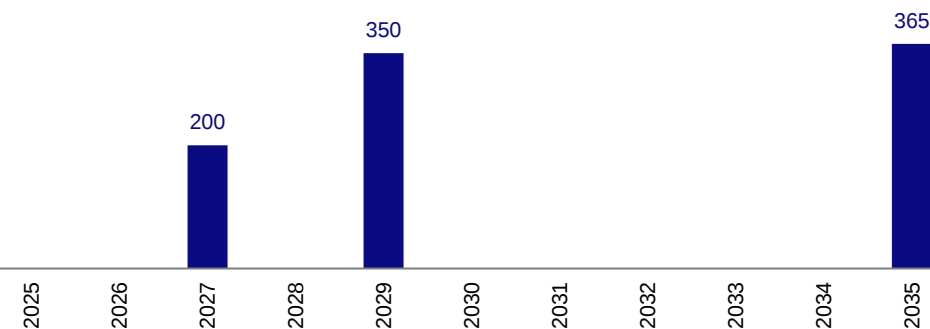
Liquidity and Debt Overview

As of June 30, 2024

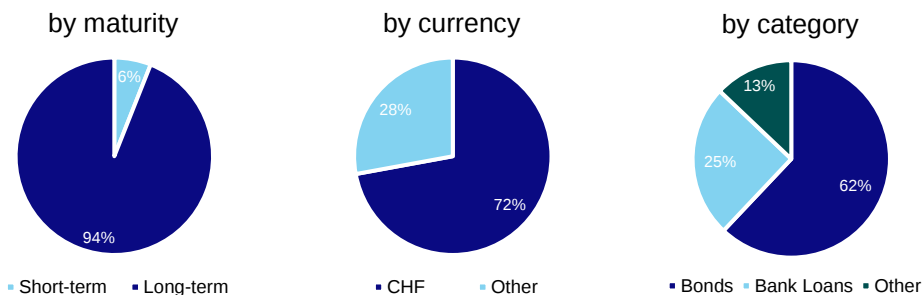
Liquidity (in million CHF)

Committed credit facilities	CHF 300m
Total utilization (incl. guarantees)	CHF 71m
Available short-term credit facilities	CHF 229m
Cash balance (excl. noise fund) at June 30, 2024	CHF 196m
Total liquidity (excl. AZNF) at June 30, 2024	CHF 425m

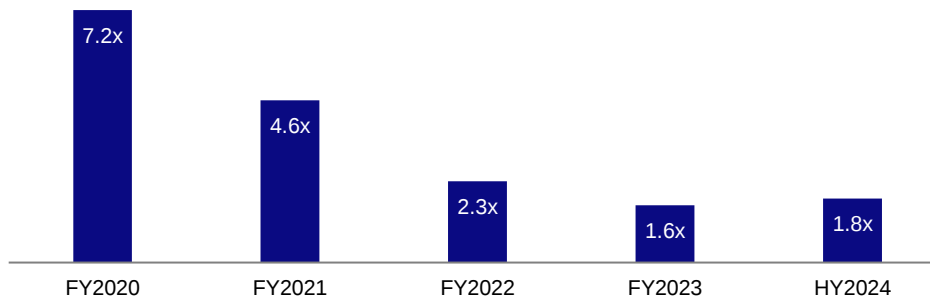
Bond Maturity Profile (in million CHF)¹



Debt Composition (in million CHF)²



Net Debt / LTM EBITDA (excl. noise)



¹ Only shows bonds denominated in CHF

² Incl. lease liabilities

International Portfolio

Focus on Brazil and India

Florianópolis International Airport

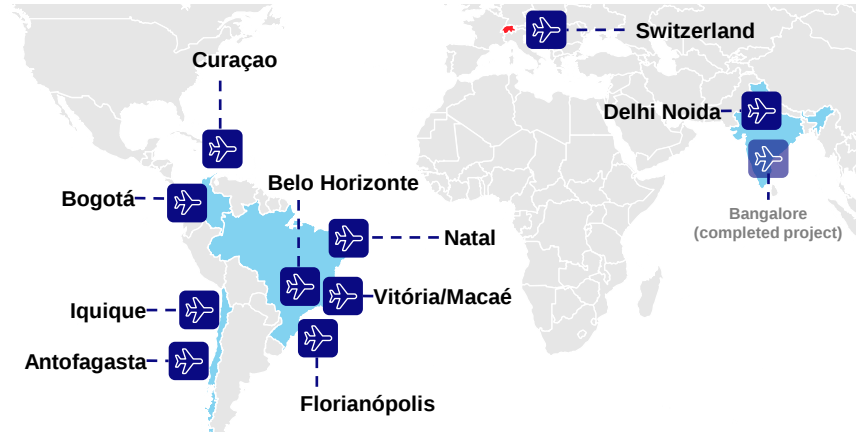
- New terminal completed in October 2019; no major mid-term investments expected

Airports in Vitória/Macaé

- Portfolio consisting of two airports
- New runway completion at Macaé expected at the end of 2024

Natal Airport

- Successful operational take-over in Feb 2024
- Only minor replacement investments and selective improvements



Iquique Airport

- New terminal completed
- No major investments expected

Antofagasta Airport

- 3rd busiest airport in Chile by 2019 passengers
- Concession ending in 2026

Noida International Airport

- Initial capacity of 12m passengers p.a.
- Inauguration planned for end of April 2025
- Phase I investments of approx. CHF 750m

Airport(s)	Location(s)	Passenger Development (in million)				Concession Period	Stake
		2020	2021	2022	2023		
Florianópolis International Airport	Florianópolis	1.9	2.4	3.4	4.0	2017 – 2047	100%
Eurico de Aguiar Salles / Benedito Lacerda Airport	Vitória / Macaé	1.7	2.2	2.9	3.5	2019 – 2049	100%
Natal International Airport	São Gonçalo do Amarante	n/a	n/a	n/a	n/a	2024 – 2054	100%
Belo Horizonte International Airport	Belo Horizonte	4.8	6.9	9.5	10.5	2014 – 2044	12.75%
Andrés Sabella Gálvez International Airport	Antofagasta	1.1	1.5	2.0	2.4	2011 – 2026	100%
Diego Aracena International Airport	Iquique	0.9	1.3	1.7	1.8	2018 – 2038 ¹	100%
Curaçao International Airport	Curaçao	0.5	0.8	1.5	1.7	2003 – 2033	9.69%
Noida International Airport	New Delhi	n/a	n/a	n/a	n/a	2021 – 2061	100%

International

Portfolio Overview – Majority Owned Airports

	Florianópolis, Brazil			Vitória/Macaé, Brazil			Natal, Brazil ¹			Aport (Antofagasta and Iquique), Chile ²			Noida Delhi, India ³		
	HY24	HY23	Δ	HY24	HY23	Δ	HY24	HY23	Δ	HY24	HY23	Δ	HY24	HY23	Δ
Passengers (in millions)	2.3	2.0	15%	1.6	1.7	(4%)	n/a	n/a	n/a	2.2	2.0	7%	n/a	n/a	n/a
Revenues (in million CHF)	21.2	15.7	35%	20.1	14.5	38%	5.6	n/a	n/a	11.2	16.6	(33%)	2.5	4.6	n/a
of which concession accounting	1.7	0.4	n/a	5.9	1.7	n/a	0.5	n/a	n/a	3.2	8.4	(62%)	-	-	n/a
OPEX (in million CHF)	(8.1)	(6.0)	35%	(11.4)	(6.6)	73%	(3.1)	n/a	n/a	(6.4)	(11.7)	(45%)	(2.2)	(1.4)	43%
of which concession accounting	(1.7)	(0.4)	n/a	(5.9)	(1.7)	n/a	(0.5)	n/a	n/a	(3.2)	(8.3)	(62%)	-	-	n/a
EBITDA (in CHF millions)	13.1	9.7	35%	8.7	8.0	9%	2.5	n/a	n/a	4.8	5.0	(3%)	0.3	3.2	n/a
Ownership	100%			100%			100%			100%			100%		

¹ operational take-over took place in February 2024

² including Santiago office and revenues/costs associated with consulting activities in Bogotá and Curaçao

³ concession accounting not applicable for Noida Delhi

Group Key Figures

Income Statement¹

in million CHF

	Jan – Jun 2024	Jan – Jun 2023
Aviation revenue	313.5	278.6
Non-aviation revenue	317.6	298.1
Revenue	631.1	576.7
EBITDA	346.8	323.8
<i>EBITDA margin (in %)</i>	54.9	56.2
Depreciation and amortization	(143.8)	(142.6)
EBIT	203.0	181.2
<i>EBIT margin (in %)</i>	32.2	31.4
Finance result (net)	(8.6)	(8.6)
Associated companies	0.0	0.0
Income tax expense	(42.6)	(34.5)
Consolidated result	151.8	138.1

¹ As reported

Revenue Breakdown

Aviation Business

in million CHF

	Jan – Jun 2024	Jan – Jun 2023
Passenger-related operations charges	200.9	182.8
Landing charges	40.4	36.7
Aircraft-related noise charges	7.4	7.0
Emission charges	1.9	1.7
Aircraft parking charges	14.2	13.8
Freight charges	4.4	3.5
Total flight operations charges	269.3	245.5
Baggage sorting and handling system	30.2	19.8
De-icing	4.1	4.0
Check-In	2.3	2.2
Aircraft energy supply system	2.1	2.1
Other fees	2.9	2.5
Total aviation fees	41.6	30.6
Total other aviation revenue	2.6	2.5
Total aviation revenue	313.5	278.6
Avg. landing charge / movement (in CHF)	644.1	629.8

Revenue Breakdown

Non-Aviation Business

in million CHF

	Jan – Jun 2024	Jan – Jun 2023
Retail, tax & duty-free	58.6	56.2
Food & beverage operations	12.2	11.6
Advertising media and promotion	9.8	8.7
Other commercial revenue	8.4	8.1
Revenue from multi-story car parks	44.7	42.4
Total commercial and parking revenue	133.8	127.0
Revenue from rental agreements	73.2	69.1
Energy and utility cost allocation	23.1	25.7
Cleaning and other real estate revenue	1.8	2.8
Total real estate revenue	98.2	97.6
Total revenue from services	25.0	22.0
Revenue from international airport concessions and consulting activities	49.2	41.0
Revenue from construction projects as part of concession agreements	11.4	10.5
Total revenue from international business	60.6	51.5
Total non-aviation revenue	317.6	298.1

Cost Overview

Operating Expenses Breakdown

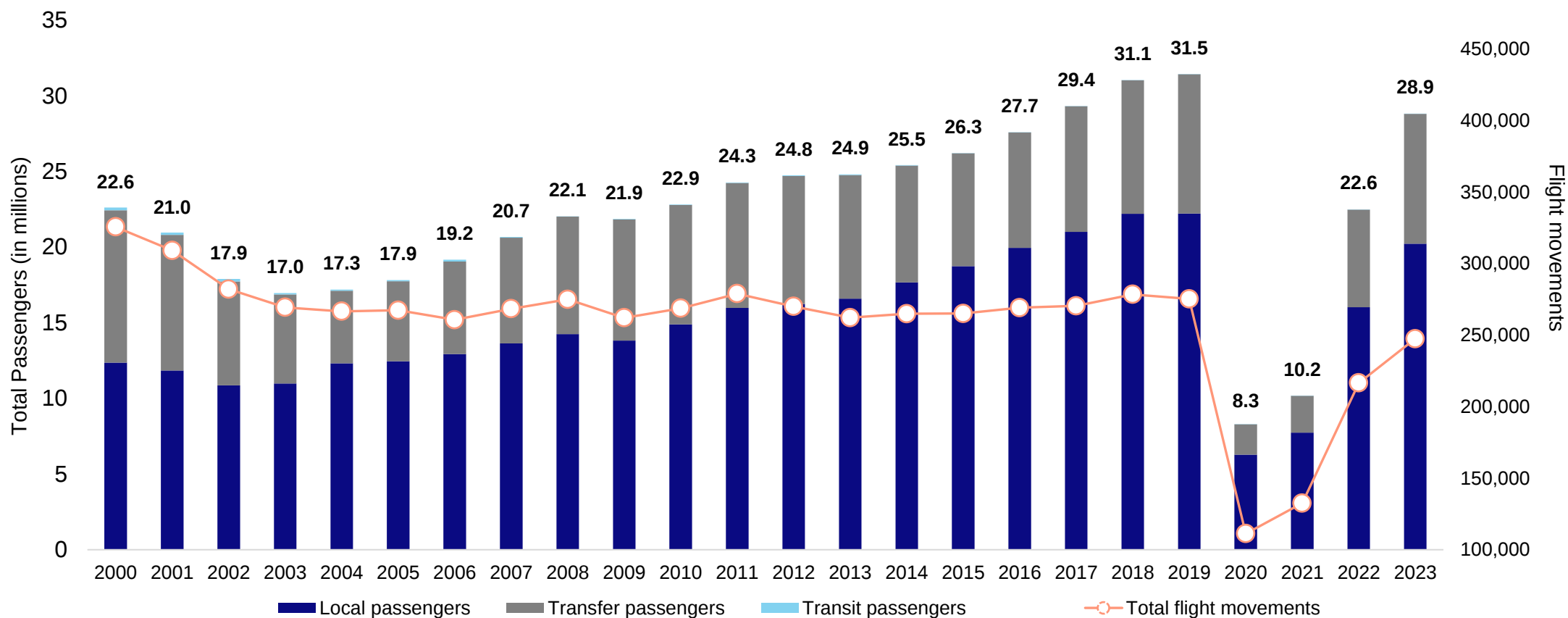
in million CHF

	Jan – Jun 2024	Jan – Jun 2023
Personnel expenses	118.6	103.2
Police and security	63.7	56.5
Energy and waste	21.2	23.8
Maintenance and material	20.9	18.3
Other operating expenses	29.7	25.7
Sales, marketing, administration	26.8	21.5
Expenses from construction projects	11.3	10.4
Capitalized expenditure & other income/expenses	(7.9)	(6.5)
Total operating expenses	284.4	252.9
Whereof ZRH	251.9	226.4
Whereof international	32.5	26.5

Passengers and Movements Development

Since ZRH Privatization

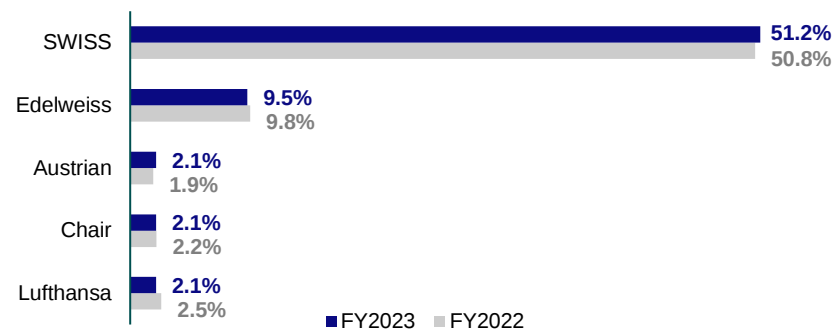
Historical Traffic Numbers



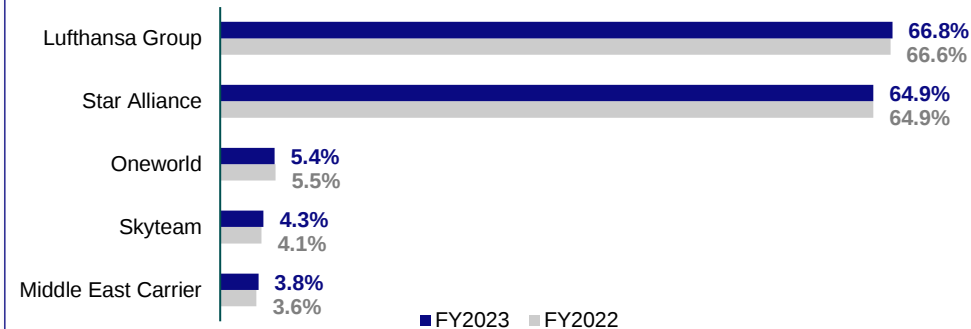
Traffic Data ZRH

Top 5 Airlines, Alliances, Destinations and Aircraft Types at ZRH

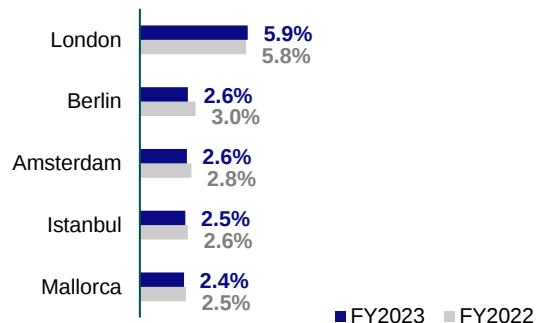
Airlines ZRH (% of passengers)



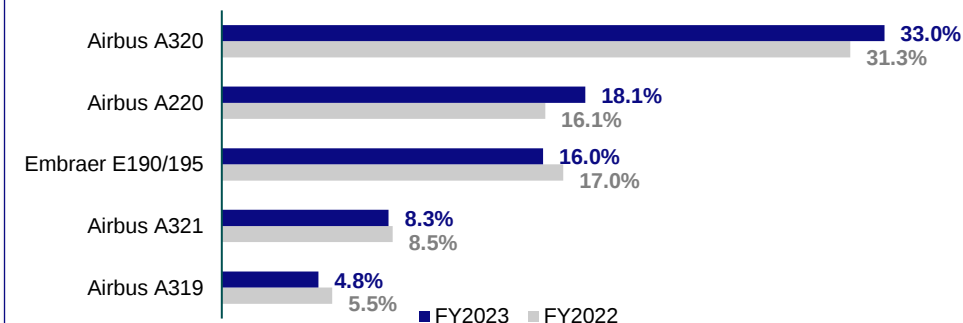
Alliance Share ZRH (% of passengers)



Destinations (% of passengers)



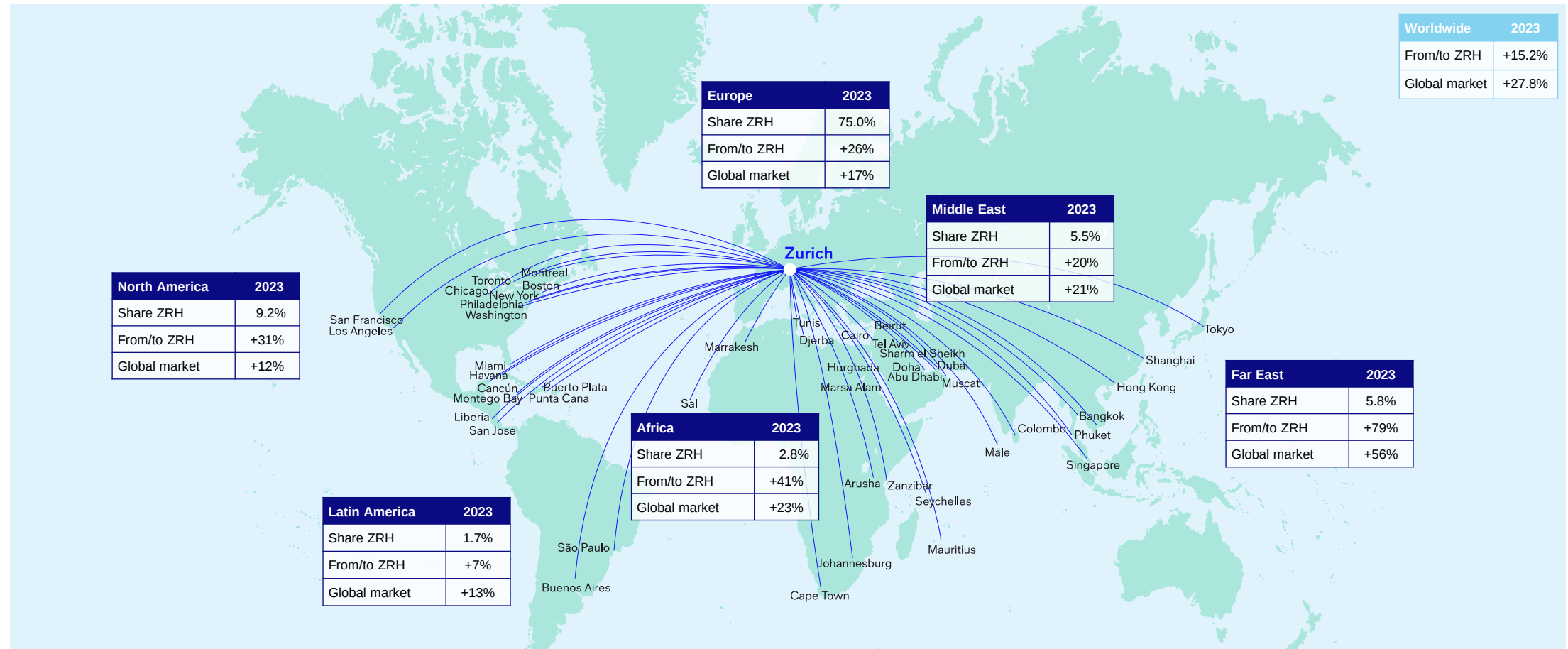
Aircraft types (% of flight movements)



Source: ZRH data warehouse, 2024

Passenger Development

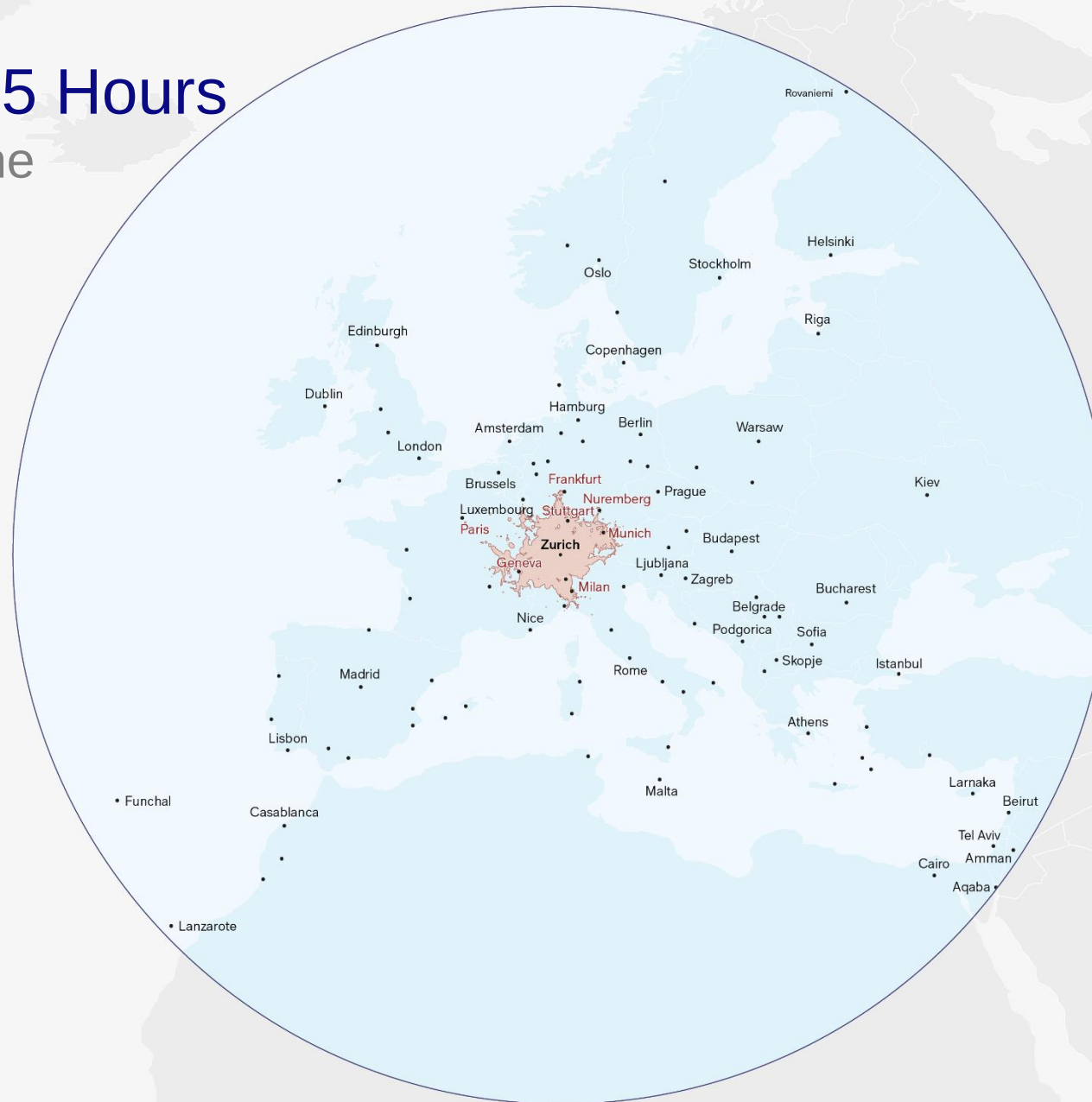
Global Market Figures (2023 vs. 2022)



Source: ACI & ZRH data warehouse, 2024

Reachable in 5 Hours

By Train and Plane



■ Reachable from Zurich airport
in 5 hours by train
(Source: chronotrains.com)

□ Reachable from Zurich airport
in 5 hours by plane

- Direct flight connections
from Zurich Airport

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Forward-Looking Statements

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