

2016 HALF YEAR FINANCIAL RESULTS PRESENTATION TO INVESTORS & ANALYSTS



Stephan Widrig
Chief Executive Officer

Daniel Schmucki
Chief Financial Officer

SCHEDULE

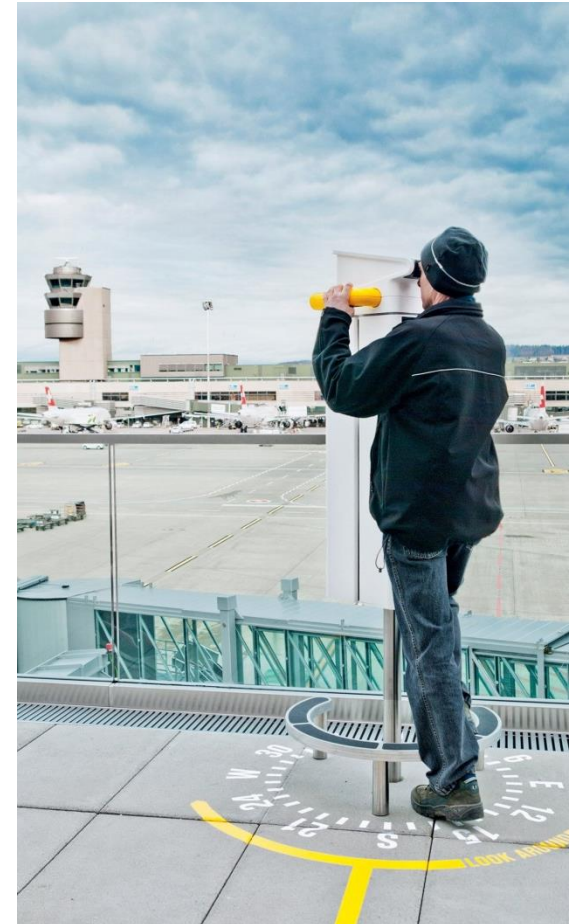
1. Overview HY2016
2. Financial performance HY2016
3. Outlook
4. Q&A

1. OVERVIEW HY2016



VERY SOLID BUSINESS PARAMETERS & STRONG OPERATING PERFORMANCE

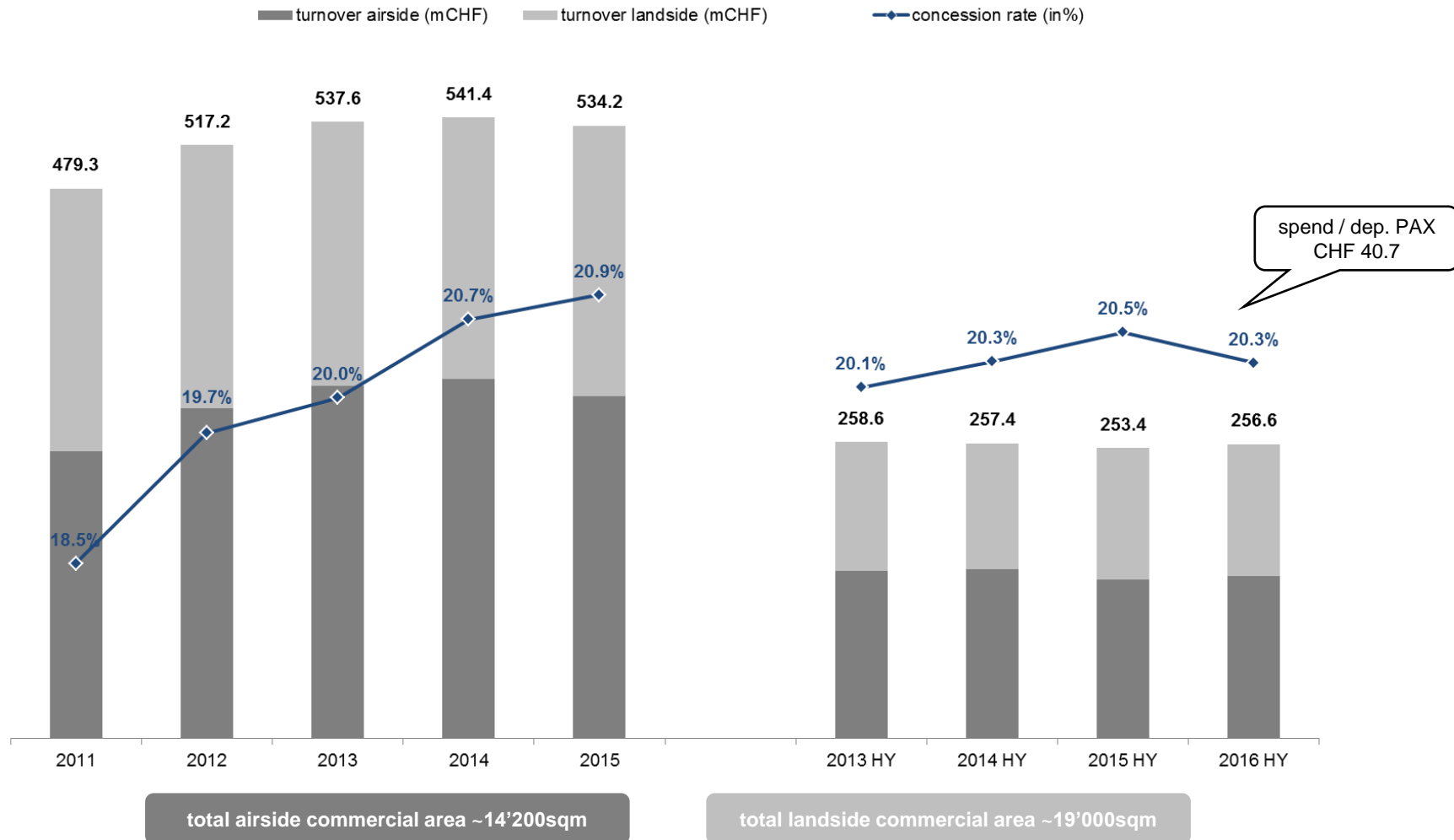
- net profit +15.3%
 - resilient (local) PAX growth
 - stable commercial revenues despite strong CHF
- favorable decision of the Swiss Federal Court on noise-related compensation principles
- operational charges approved by FOCA
- agreement to sell the remaining 5% minority shareholding in Bangalore International Airport Limited for USD 48.9 million (pre-tax)
- new duty free contract with Dufry AG



HY2016 TRAFFIC FIGURES

in million	Jan-Jun 2016	Jan-Jun 2015	Δ (in %)
Local passengers	9.2	8.7	+ 6.0%
Transfer passengers	3.4	3.5	-3.0%
<i>Transfer share (in %)</i>	26.9	28.7	
Total passengers	12.6	12.2	+ 3.4%
Movements (in 1'000)	129.6	128.3	+ 1.0%
whereof line & charter movements	113.0	111.5	+ 1.4%
Cargo (in 1'000 tons)	206.2	202.6	+ 1.8%

KEY FIGURES COMMERCIAL BUSINESS



NEW DUTY-FREE CONTRACT WITH DUFROY AG

premature extension until 2028

- long-standing successful partnership
- improvement in the key financial parameters

new innovative shop concept

- redesign of all duty-free locations
- international brands & Swiss identity



«THE CIRCLE»

project work & construction

- second stage released
 - ➔ secure construction costs
 - ➔ complete offering
 - ➔ increase frequencies

marketing & promotion

- 25% of «Brands & Dialogue» module rented out
- office market still challenging

timelines

- handover to tenants starts early 2019
- grand opening autumn 2019



2. FINANCIAL PERFORMANCE HY2016



FINANCIAL KEY FIGURES INCLUDING NOISE

in million CHF	Jan-Jun 2016	Jan-Jun 2015*	Jan-Jun 2015	Δ (in %)	
Aviation revenue	292.2	279.0	279.0		+ 4.7%
Non-aviation revenue	188.5	189.7	189.7	-0.6%	
Revenue	480.7	468.7	468.7		+ 2.6%
EBITDA	265.9	249.8	187.3		+ 6.4%
<i>EBITDA margin (in %)</i>	55.3	53.3	40.0		
EBIT	150.5	136.7	74.2		+ 10.1%
<i>EBIT margin (in %)</i>	31.3	29.2	15.8		
Finance result (net)	-15.0	-16.9	-16.9	-11.2%	
Profit	103.8	90.0	40.3		+ 15.3%
Interest-bearing liabilities (net)	302.6	332.3	332.3	n/a	
Cash flow from operating activities	175.4	191.2	191.2	-8.3%	
CAPEX (incl. Circle)	82.1	85.8	85.8	-4.3%	
EpS (in CHF)	3.4	2.9	1.3		+ 15.0%

* excluding one-off effects
(establishment co-ownership structure «The Circle» + CHF 34.6m, extended sound insulation program - CHF 97.1m)

FINANCIAL KEY FIGURES EXCLUDING NOISE

in million CHF	Jan-Jun 2016	Jan-Jun 2015*	Jan-Jun 2015		Δ (in %)
Aviation revenue	286.7	273.8	273.8		+ 4.7%
Non-aviation revenue	188.5	189.7	189.7	-0.6%	
Revenue	475.2	463.5	463.5		+ 2.5%
EBITDA	262.1	246.3	280.9		+ 6.4%
<i>EBITDA margin (in %)</i>	55.1	53.1	60.6		
EBIT	149.6	136.0	170.6		+ 10.0%
<i>EBIT margin (in %)</i>	31.5	29.3	36.8		
Finance result (net)	-9.7	-11.7	-11.7	-17.5%	
Profit	108.3	94.6	122.1		+ 14.5%
Interest-bearing liabilities (net)	777.6	818.9	818.9	-5.0%	
Cash flow from operating activities	176.1	200.4	200.4	-12.1%	
CAPEX (incl. Circle)	82.1	85.8	85.8	-4.3%	
EpS (in CHF)	3.5	3.1	4.0		+ 14.3%

* excluding one-off effects
(establishment co-ownership structure «The Circle» + CHF 34.6m)

AVIATION



AVIATION SEGMENT REVENUE BREAKDOWN

	Jan-Jun 2016	Jan-Jun 2015	Δ (in %)
in million CHF			
① Passenger & security charges	192.4	184.0	+ 4.6%
PRM charges	5.6	5.4	+ 3.5%
② Landing charges	46.0	42.7	+ 7.5%
Aircraft-related noise charges	5.5	5.2	+ 6.6%
Emission charges	1.7	1.6	+ 9.7%
Parking charges	3.5	3.2	+ 7.4%
Freight revenue	3.8	3.7	+ 2.0%
Total flight operations charges	258.5	245.9	+ 5.1%
Baggage sorting and handling system	15.0	14.5	+ 3.5%
Aircraft energy supply system	6.6	6.4	+ 3.0%
③ De-icing	1.9	2.1	-10.8%
Other fees	8.6	8.3	+ 3.4%
Total aviation fees	32.1	31.3	+ 2.4%
Total other aviation revenue	1.6	1.8	n/a
Total aviation revenue	292.2	279.0	+ 4.7%
Ø landing charge per movement (in CHF)	709.3	666.3	+ 6.5%

1 increase in PAX & security charges due to higher volumes (favorable mix)

2 increase in landing charges due to more ATMs and higher Ø MTOW

3 lower de-icing revenues due to mild winter 2016

NON-AVIATION



NON-AVIATION SEGMENT REVENUE BREAKDOWN

in million CHF	Jan-Jun 2016	Jan-Jun 2015	Δ (in %)	
1 Retail, tax & duty free	44.2	44.4	-0.5%	
Food & beverage operations	7.8	7.7		+ 2.3%
2 Revenue from multi-storey car parks	36.1	36.0		+ 0.3%
Other commercial revenue	16.1	15.3		+ 5.2%
Total commercial revenue	104.2	103.3		+ 0.8%
3 Revenue from rental and leasing agreements	44.6	43.4		+ 2.6%
4 Energy and utility cost allocation	11.5	12.9	-10.5%	
Cleaning and other service revenue	5.1	4.8		+ 7.2%
Revenue from facility management	61.2	61.1		+ 0.2%
5 Revenue from services	23.1	25.3	-8.5%	
Total non-aviation revenue	188.5	189.7	-0.6%	
Ø revenue retail, tax & duty free, F&B per departing PAX (in CHF)	8.2	8.5	-3.3%	

1 commercial revenues on previous year's level

2 stagnating parking revenues due to changed travel behavior

3 higher revenue from rental and leasing agreements due to new Swiss lounge (Dock E)

4 decrease in energy and utility cost allocation due to mild winter 2016

5 decrease in revenues from services due to lower consulting revenues

OPEX & OTHER KEY FIGURES



OPERATING EXPENSES

in million CHF	Jan-Jun 2016	Jan-Jun 2015*	Jan-Jun 2015		Δ (in %)
1 Personnel expenses	95.5	92.3	92.3		+ 3.5%
2 Police and security	59.0	58.7	58.7		+ 0.4%
3 Energy and waste	8.7	11.3	11.3	-23.0%	
1 Maintenance and material	15.6	19.6	19.6	-20.6%	
Other operating expenses	25.7	25.3	25.3		+ 1.6%
Sales, marketing, administration	16.1	16.5	16.5	-2.4%	
Capitalized expenditure & other income/expenses	-5.7	-5.0	57.5		+ 15.3%
Total operating expenses	214.9	218.8	281.2		-1.8%

* excluding one-off effects
(establishment co-ownership structure «The Circle» + CHF 34.6m, extended sound insulation program - CHF 97.1m)

- 1 insourcing of the operational management of Skymetro
- 2 stable police and security costs despite 6.0% more local PAX
- 3 lower energy and waste costs due to mild winter 2016

KEY FIGURES

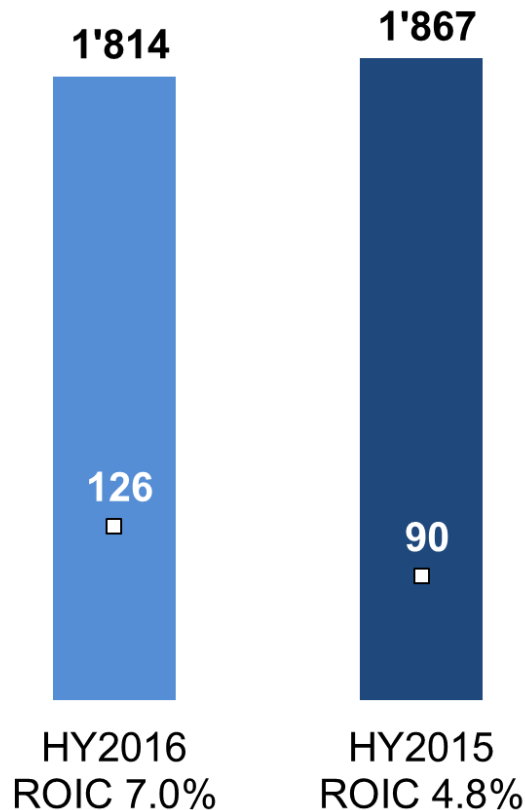
	incl. noise		excl. noise	
	Jan-Jun 2016	Jan-Jun 2015*	Jan-Jun 2016	Jan-Jun 2015*
in million CHF				
EBITDA	265.9	249.8	262.1	246.3
<i>EBITDA margin (in %)</i>	55.3	53.3	55.1	53.1
Depreciation and amortization	-115.4	-113.1	-112.5	-110.3
EBIT	150.5	136.7	149.6	136.0
<i>EBIT margin (in %)</i>	31.3	29.2	31.5	29.3
Finance result (net)	-15.0	-16.9	-9.7	-11.7
Associated companies	-2.8	-3.1	-2.8	-3.1
Income tax expense	-28.9	-26.7	-28.8	-26.6
Profit	103.8	90.0	108.3	94.6
Net financial debt / EBITDA	0.52x	0.62x	1.36x	1.55x
Net financial debt	302.6	332.3	777.6	818.9
<i>ROIC (in %)</i>	9.1	7.8	9.5	8.4
<i>Return on equity (in %)</i>	11.7	10.1	13.1	11.8
<i>Equity ratio (in %)</i>	53.6	53.1	60.0	57.9
Cashflow from operating activities	175.4	191.2	176.1	200.4
Investments in property	94.9	85.8	94.9	85.8
Free cashflow	80.5	105.4	81.2	114.6

* excluding one-off effects

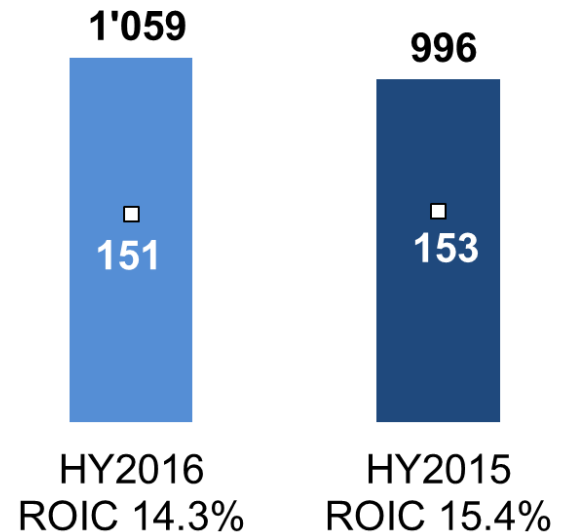
SEGMENT REPORT (IN MILLION CHF)

TOTAL ROIC (EXCL. NOISE): 9.5%

Regulated business



Non-regulated business



■ Ø invested capital

□ NOPLAT

based on results of the 12-month period preceding the reporting date

INVESTMENTS

Investments per June 30, 2016 (in million CHF)

1	«The Circle» (51%)	27.2
2	Upgrade terminal 2	11.3
3	Redesign curbside lanes	8.0
4	Various maintenance projects in real estate	7.8
5	Expansion parking	6.7
6	Arresting system on runway 28	4.2
	other investments	16.9
Total investments *		82.1

* based on output, incl. capitalized expenditure

2016 planned investment costs for largest projects



«The Circle»
CHF ~100 million



Upgrade T2
CHF ~41 million



Expansion parking
CHF ~38 million



Civil engineering
CHF ~30 million

3. OUTLOOK



IMPLEMENTATION OF NEW CHARGES

FOCA has approved the charges on May 3, 2016

- 30 days appeal period ended on June 2
 - implementation of new tariff regime as of September 2016
 - cost coverage in the regulated segment for next 4 years
- ➔ charges reduction to be offset by passenger growth in 2016
- ➔ positive side effect coming from adjusted landing and parking charges

TIMETABLE HIGHLIGHTS



all 6 **B777-300ER** operational by end of July 2016
(replacing 6 A340 of which one joins Edelweiss in October)



2 **CSeries 100** operational by end of July 2016
9 will be operational by the end of 2016
(replacing Avro RJ100)

current summer timetable 2016

	Madrid	↗	Sky Team carrier Air Europa offers 2 daily flights to its hub with onward connections to Latin America
	Istanbul	↗	new Turkish full service carrier offers a daily flight to Istanbul's main airport and beyond
	Hamburg, Lisbon	↗	4 weekly flights to Hamburg (started in April) 3 weekly flights to Lisbon (as of September)
	Rio de Janeiro	↗	2 nd directly served South American destination
	Beirut, Split, Vilnius	↗	new, previously not served destinations (2 weekly)
	various	↗	Rome (daily), Lisbon (6 weekly), London Luton (6 weekly), Porto (3 weekly), Alicante (2 weekly)

upcoming winter timetable 2016/17

	Amsterdam, Berlin	↗	3 weekly Amsterdam (currently 2 competitors) 6 weekly Berlin Schönefeld (2 competitors in Tegel)
	Salzburg	↗	6 weekly (currently not served)
	Amsterdam	↗	3 weekly (3 competitors by time of market entry)

ACCELERATED DEPRECIATIONS

life cycle assessment of property, plant and equipment

- depreciation is conducted linearly according to the useful life
- periodic assessment of key infrastructure for useful life period
- partial reduction of useful life (based on internal guidelines)
- regulated and non-regulated infrastructure affected

revised D&A going forward

- approx. CHF 250 million (additional CHF ~10 million) in 2016
- full year impact going forward CHF ~15 million p.a.

GUIDANCE 2016

PAX <i>local transfer</i>	approx. 3.5% higher <i>disproportionately higher growth lower</i>
Revenue <i>aviation non-aviation</i>	slightly higher <i>slightly higher stable</i>
OPEX <i>EBITDA margin</i>	slightly higher <i>stable</i>
Depreciation & amortization	approx. CHF 250 million
Profit excl. noise	slightly lower
CAPEX	CHF 250-300 million, whereof CHF 100 million for «The Circle» (51%)

Guidance is based on the consolidated income statements 2015 & 2016 excl. one-off effects (in CHF million):

2015	establishment co-ownership and land sale (1 st stage) «The Circle»	OPEX	34.6 (+)	35.5 (-) (post-tax)
	extended sound insulation program	OPEX	97.1 (-)	
	adjustment employee benefit plan	OPEX	17.9 (+)	
2016	land sale (2 nd stage) «The Circle»	OPEX	7.3 (+)	~35 (+) (post-tax)
	Swissair liquidation dividend	OPEX	3.5 (+)	
	Bangalore divestment	associates	30-35 (+)	

CAPEX ROADMAP

period 2017-2018 (*high visibility*)

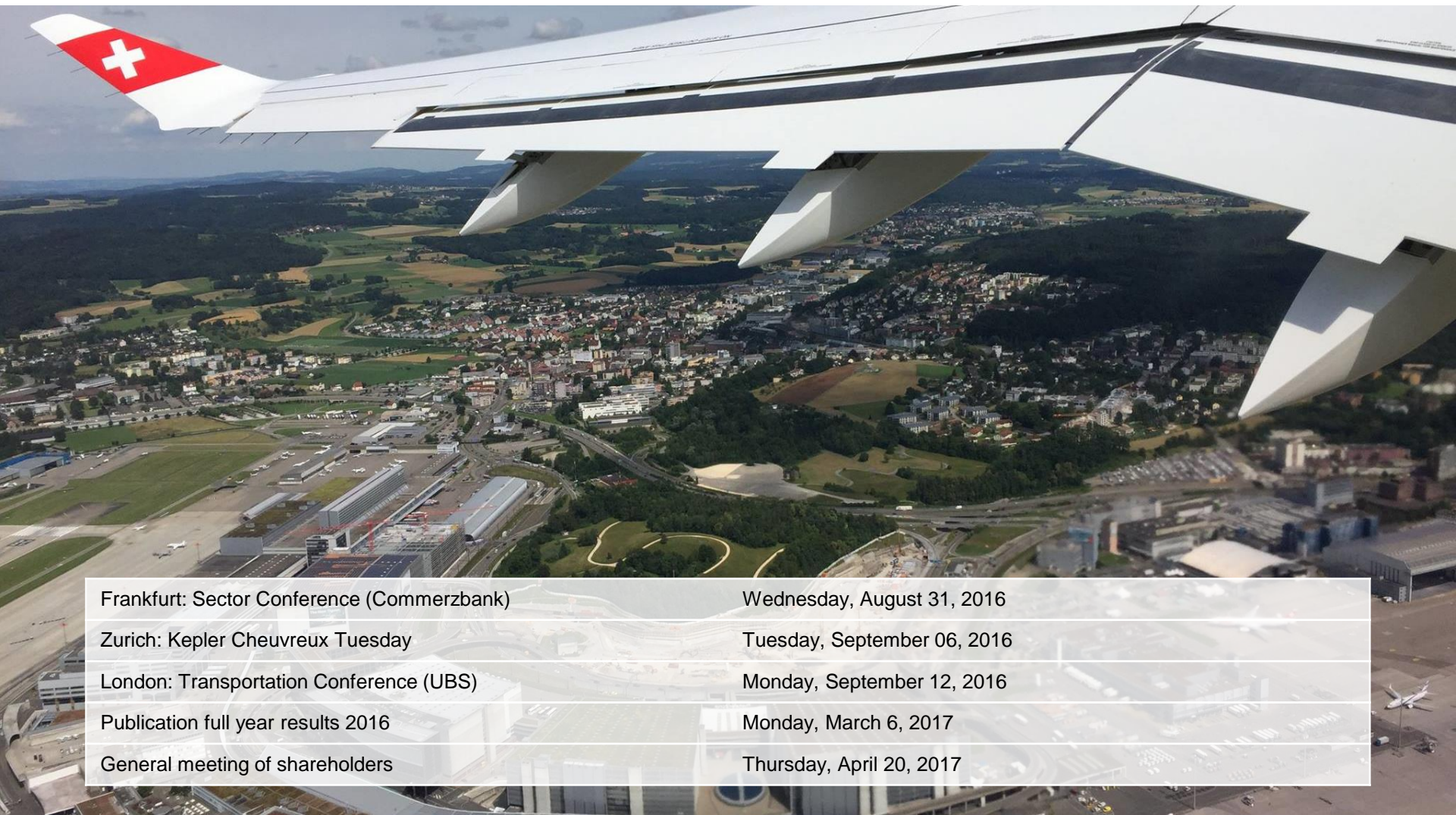
- **total CAPEX: CHF 300-350 million p.a.**
 - whereof regulated: ~40%
 - whereof maintenance: CHF 100-150 million p.a.
- core projects: «The Circle» / adoptions airport center / expansion parking

period 2019-2025 (*medium visibility*)

- **total CAPEX: CHF 250-300 million p.a.**
 - whereof regulated: ~60%
 - whereof maintenance: CHF 100-150 million p.a.
- core projects: baggage sorting / taxiway system / adoptions airport center

mid-term CAPEX are subject to economic conditions and future economic regulations

4. Q&A



Frankfurt: Sector Conference (Commerzbank)

Wednesday, August 31, 2016

Zurich: Kepler Cheuvreux Tuesday

Tuesday, September 06, 2016

London: Transportation Conference (UBS)

Monday, September 12, 2016

Publication full year results 2016

Monday, March 6, 2017

General meeting of shareholders

Thursday, April 20, 2017

IR CONTACTS



Lukas Brosi

Head Financial Services

+41 (0)43 816 72 91

investor.relations@zurich-airport.com



Stefan Weber

Investor Relations & Treasury

+41 (0)43 816 27 15

investor.relations@zurich-airport.com

DISCLAIMER

This document has been prepared by Flughafen Zürich AG for use in this presentation.

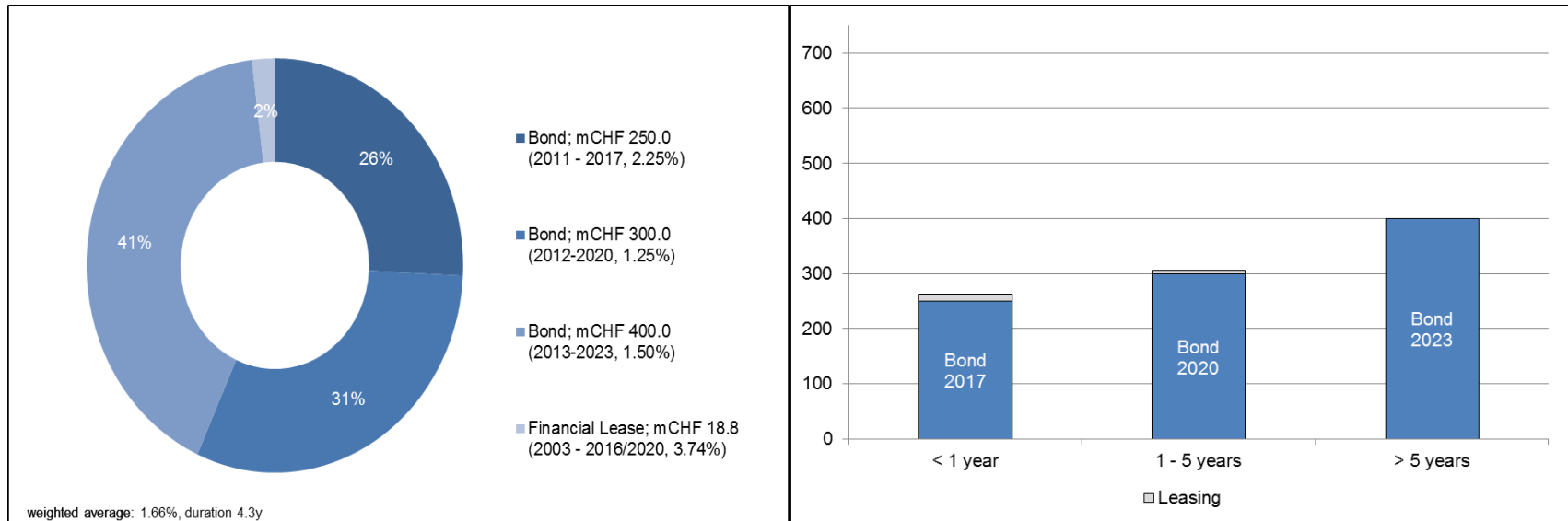
The information contained in this document has not been independently verified. No representation or warranty – whether express or implied – is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained therein. Neither the company nor any of its affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss arising from any use of this document or its content or otherwise arising in connection with this document.

This document does not constitute an offer or invitation to purchase or subscribe for any shares and neither this document nor any part of it shall form the basis of, or be relied upon in connection with, any contract or commitment whatsoever.

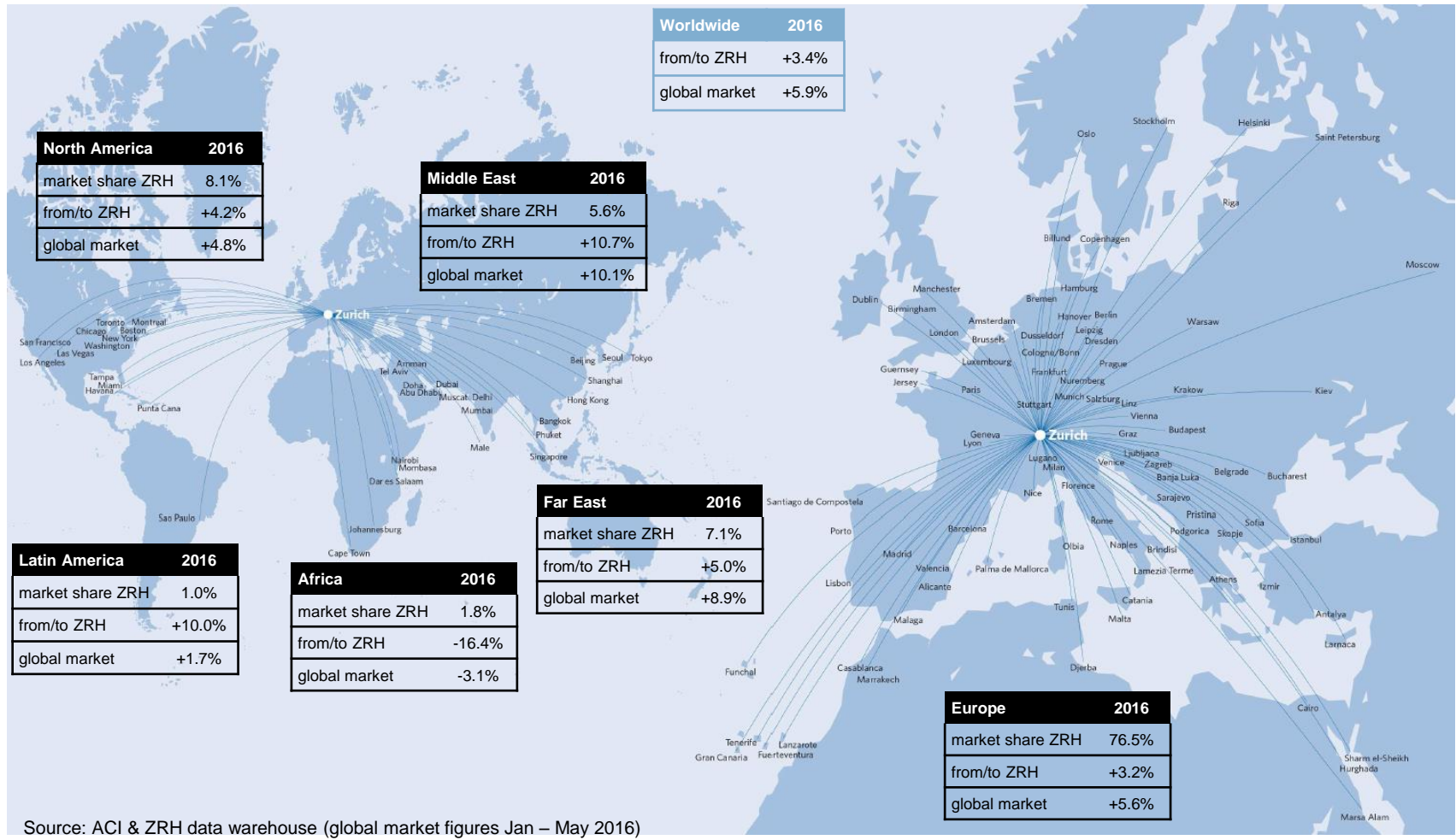
This document contains forward-looking statements that are based on current estimates and assumptions made by the management of Flughafen Zürich AG to the best of its knowledge. Such forward-looking statements are subject to risks and uncertainties, the non-occurrence or occurrence of which could cause the actual results – including the financial condition and profitability of Flughafen Zürich AG – to differ materially from or be more negative than those expressed or implied by such forward-looking statements. This also applies to the forward-looking estimates and forecasts derived from third-party studies. Consequently, neither the Company nor its management can give any assurance regarding the future accuracy of the opinions set forth in this document or the actual occurrence of the predicted developments.

By accepting this document, you agree with foregoing.

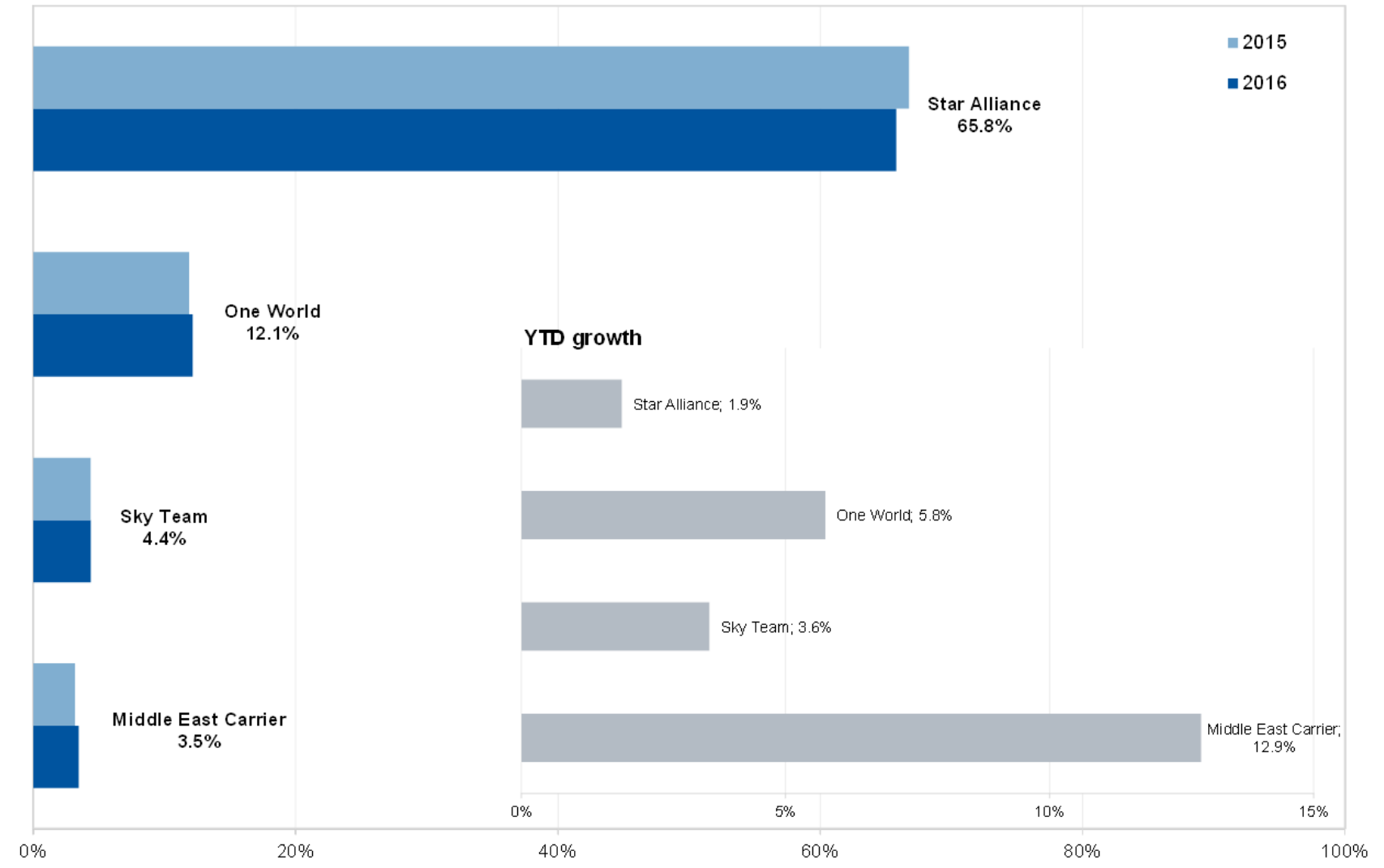
FINANCIAL LIABILITIES (PER JUNE 30, 2016)



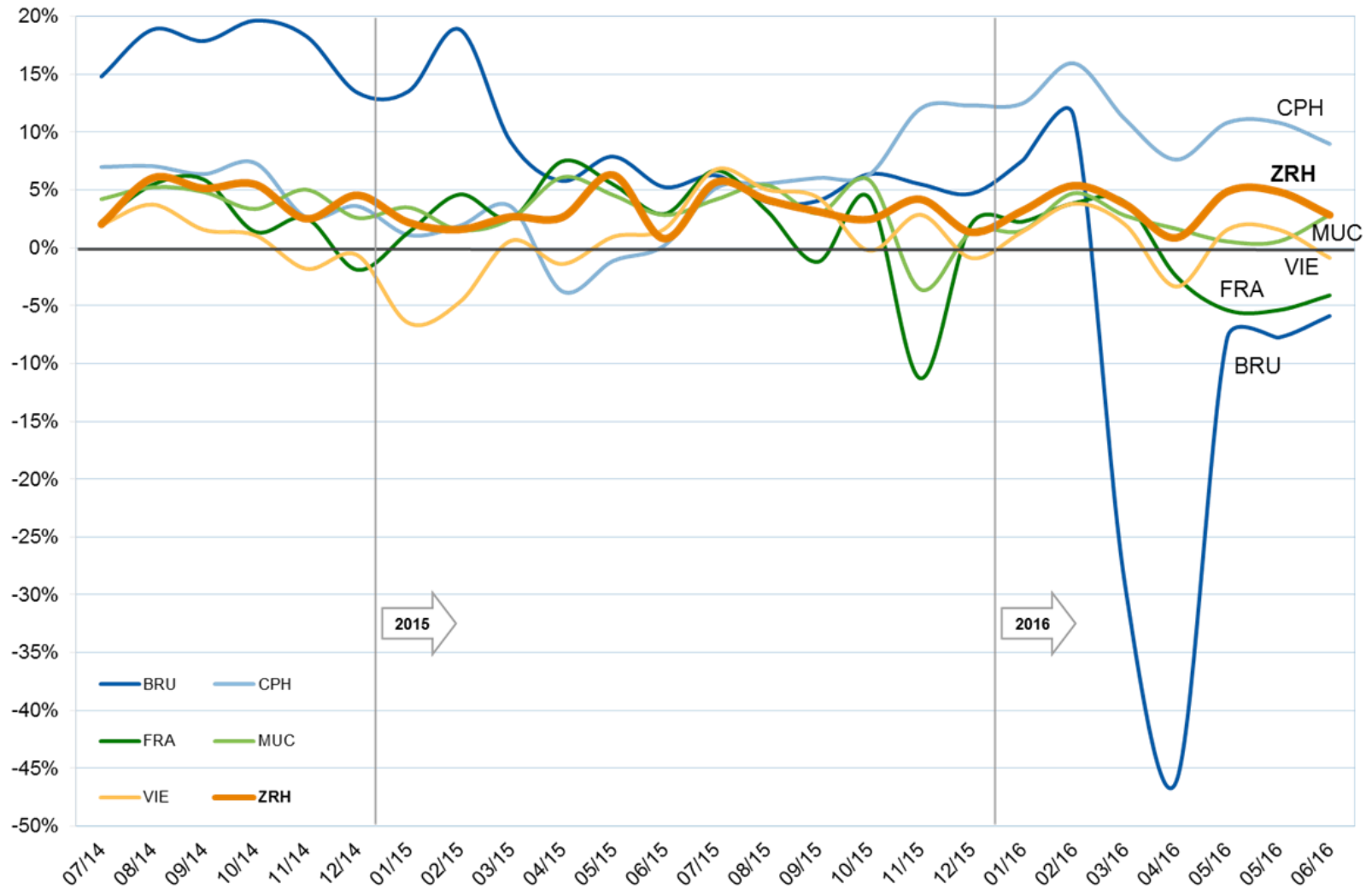
HY2016 PASSENGER DEVELOPMENT



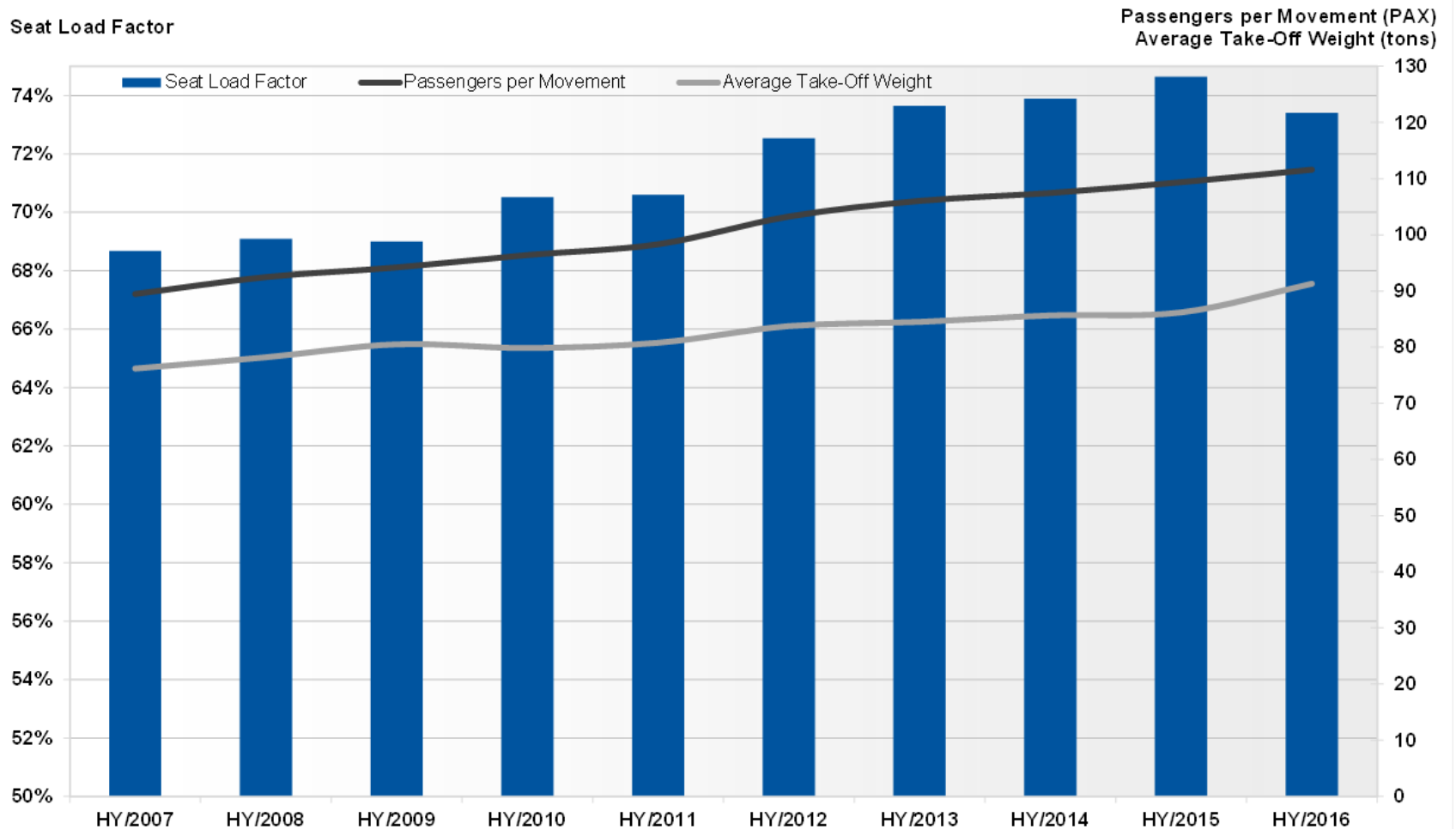
HY2016 ALLIANCE SHARES ZRH



STAR ALLIANCE HUBS



KEY INDICATORS



Source: Zurich Airport. data warehouse. 2016