

Munich Airport International – Company Presentation



Europe's First 5-Star Global Airport Operator



Munich Airport International Group

A successful global airport operator

Customized offerings

- ✓ Management responsibility and development of staff, knowhow and scalable solutions for airport **management services**
- ✓ Diversification of the **consulting service** portfolio along the full airport lifecycle
- ✓ Well structured knowledge transfer and global expansion of **training services**
- ✓ Deployment of advanced and **innovative technologies** for digital transformation of airport services

30+

years of international business

125+

successfully completed projects

45+

countries account for global operations



Background

30 years ago, we delivered Munich Airport, Europe's first 5-star airport, and invented ORAT as a service. Since then we have shaped some of the world's best airports.



Mission

By sharing our best practices worldwide and actively participating in forward-looking developments, we strive to lead the aviation industry into a more sustainable future.



Vision

Our goal is to become the most respected partner for industry leaders, operating and investing in airports globally.

Table of Content



Who we are



What we offer



Where we come from

1

WHO WE ARE OUR GROUP

- ▶ Facts & Figures
- ▶ Evolution
- ▶ Group Structure
- ▶ Offices

Our Facts & Figures

Munich Airport International Group in a nutshell



30+

years of international business



125+

successfully completed projects



45+

countries account for global operations



100+

highly skilled airport experts



Operating **5**

airports & terminals worldwide



5-Star

service quality



Integrated

airport business model

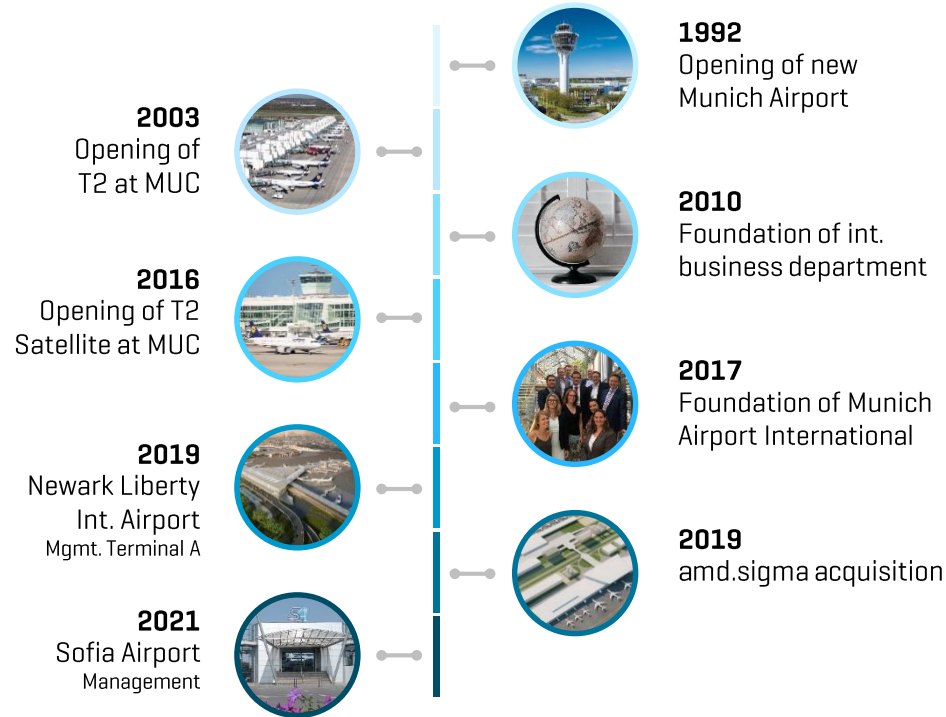


Best Practice

for the entire airport lifecycle

Our Evolution

From consultant to global airport operator



30 years ago, we delivered Munich Airport and invented ORAT as a service. Until today we have shaped some of the world's best airports. We have diversified our portfolio and are evolving into a global airport operator.

Our goal is to become the most respected partner for industry leaders, operating and investing in airports globally.

Our Group Structure

Growing our business to meet our clients' needs



Munich Airport International GmbH

Europe's first 5-star global operator



Facts & Figures

- ✓ Founded in 08/2017
- ✓ 60+ clients worldwide
- ✓ 90+ completed projects
- ✓ 35+ experienced countries



Purpose

With over 30 years of international experience, MAI is the trusted partner for smart money and ambitious airports offering management, consulting and training services worldwide.



Value Proposition

- 5-star excellence
- Best practice airport know-how
- Fully-integrated airport business model
- Growing shareholder value by managing airport assets in an efficient and sustainable manner
- Worldwide ORAT leader



Contact

Munich Airport International GmbH
Nordallee 25
85356 Munich Airport
Germany

+49 (0)89 975 102 14

ib@munich-airport.de

www.munich-airport.com/international



Facts & Figures

- ✓ Founded in 12/1997
- ✓ 48 completed projects
- ✓ 40+ clients worldwide
- ✓ 25+ experienced countries



Purpose

With over 24 years of experience in all aspects of airport planning and design, amd.sigma guides strategic airport development and designs adaptable airport infrastructure.

They advise on privatization projects, prepare relevant proposals and provide recommendations for both internal and external communication.



Value Proposition

- Extensive know-how of the dynamic and complexity of airports
- Best practice solutions for all types of airport strategy models
- Flexible development planning, suitable for all future requirements
- Hands-on approach for successful long-term airport infrastructures



Contact

amd.sigma
strategic airport development GmbH
Bismarckstrasse 68
10627 Berlin
Germany

+49 (0)30 634 929 00
info@airport-dm.com
www.airport-dm.com

Munich Airport NJ LLC

Operator of Terminal A at Newark Liberty International Airport



Facts & Figures

✓ Founded in 01/2019

New Terminal A

- ✓ 13.7 mppa planned capacity
- ✓ Modern, state-of-the-art facilities



Purpose

Munich Airport NJ is responsible for maintenance and concession mgmt. at the existing Terminal A at EWR and will be in charge of operations, maintenance and concession mgmt. at the new Terminal A scheduled to open in 2022.

In addition Munich Airport NJ supports the PANYNJ in the smooth transition of operations to the new Terminal A.



Value Proposition

- Terminal operations and maintenance services
- Concession management services
- Planning and development support for the new Terminal A
- Manage transition to new Terminal [ORAT]



Contact

Munich Airport NJ LLC
1 Terminal A
Newark, NJ 07114
United States of America

contact@ewr.munich-airport.com
www.munich-airport.com/nj

Our Offices

Global operator with local presence



WHO WE ARE

OUR PEOPLE & VALUES

- ▶ Management
- ▶ Team
- ▶ Experts
- ▶ Values

2

Our Management

Industry leaders drive our international business

« In-depth airport knowledge is our license to operate. Looking at our diverse team of highly talented and truly passionate airport professionals I see a generation of aviation leaders determined to take the industry to the next level. »

*Ivonne Kuger, Executive VP Corporate Development
Munich Airport International*

« At MAI, we combine operational excellence and international airport project experience as basis for growth and service delivery. We are equipped with outstanding knowledge and solutions for shaping the world's best airports. »

*Lorenzo Di Loreto, Senior VP Business Development &
Service Delivery, Munich Airport International*

« Our unique business model in combination with our professionals and our long-standing expertise enable us to generate great added-value for our shareholders and stakeholders. »

*Dominik Zach, Senior VP Finance & Controlling
Munich Airport International*

« Looking into our future, I see Munich Airport International as Europe's first 5-star airport operator becoming the most respected partner for industry leaders, that are operating and investing in airports globally. »

*Dr. Ralf Gaffal, CEO
Munich Airport International*

« With our unique approach at Munich Airport we are committed to enhance airport performance by using our broad set of expertise in aeronautical as well as non-aeronautical airport businesses. »

*Jean-Pierre Tabet, Managing Director
Munich Airport US Holding & Munich Airport NJ*

« amd.sigma provides support for many aspects and areas of strategic airport development. That means bringing together a wide array of expertise. Our employees have extensive experience working for airports and know exactly what it takes to get the job done. »

*Dr. Lutz Weisser, Managing Director
amd.sigma strategic airport development*

« Bringing new terminals to life while ensuring excellent service levels fascinates me every day. With the upcoming EWR Terminal A we will set a landmark in a new era of airport operation in the US market. »

*Stefan Fornasier, Managing Director
Munich Airport NJ*



Our Team

Hands-on and highly skilled professionals with a passion for aviation



Our Expertise

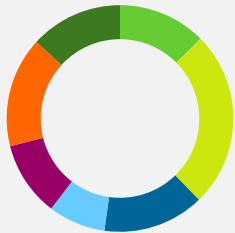
A total of more than 1,039 years of work experience in the aviation industry

Seniority



- <5 years
- 5-9 years
- 10-14 years
- 15-19 years
- 20-24 years
- 25+ years

Distribution of core skills



- Airport Business Excellence
- Planning and Development
- Airport Operations
- ORAT
- Commercial Growth
- Airport Management
- Project Management

Languages (21)

- | | |
|------------|------------|
| Albanian | Arabic |
| Catalan | Croatian |
| Danish | English |
| French | German |
| Greek | Hindi |
| Hungarian | Italian |
| Korean | Macedonian |
| Malayalam | Polish |
| Portuguese | Punjabi |
| Russian | Spanish |
| Tamil | |

Nationalities (28)



We signed the
Charter of Diversity

Our Values

These principles unite us in delivering 5-star services



3

WHAT WE OFFER OUR SERVICES

- ▶ Service Segments
- ▶ Airport Management
- ▶ Consulting Services
- ▶ Munich Airport Academy
- ▶ Solutions

Our Service Segments

Customized, best practice solutions for high performance airports

Management

Management **responsibility** and development of **staff**, knowhow and **scalable solutions** for airport management services

Solutions

Deployment of **advanced and innovative technologies** for digital transformation of airport services



Consulting

Diversification of the **consulting service portfolio** along the full airport lifecycle

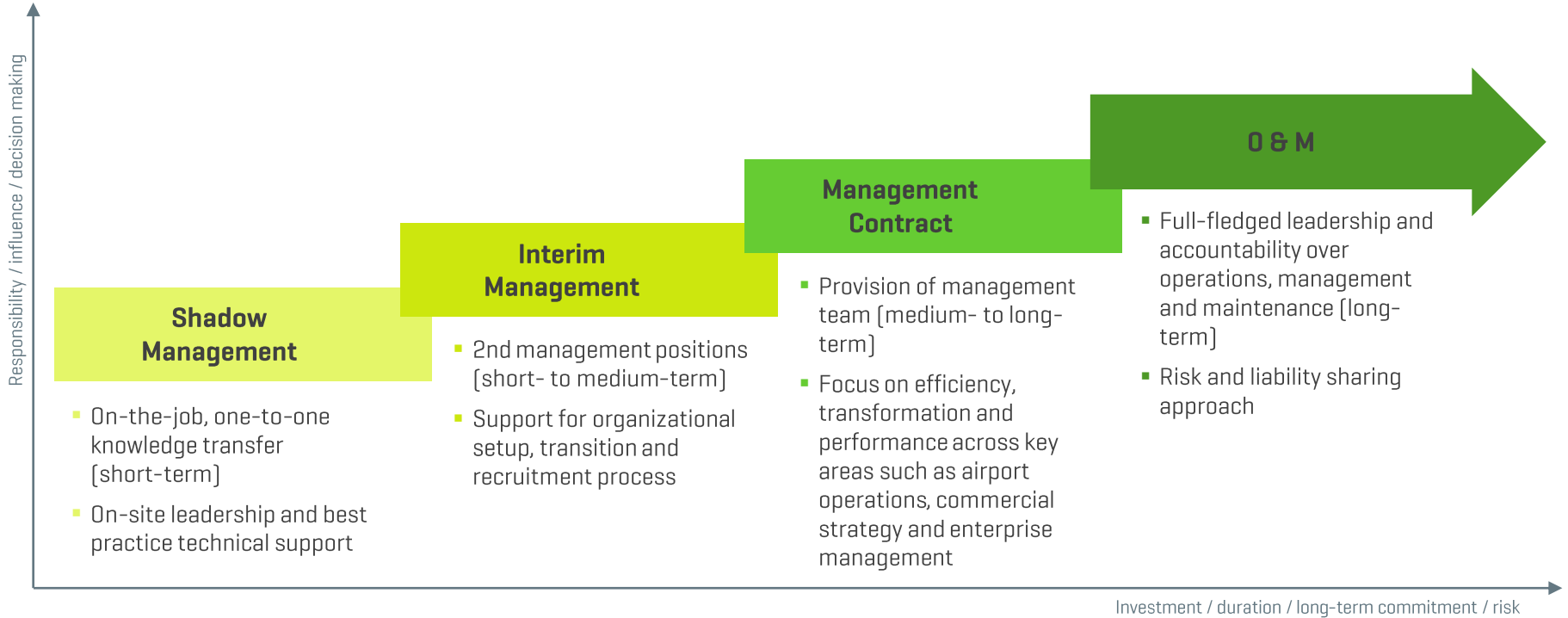
Training

Well structured **knowledge transfer** and **global expansion** of training services

Airport Management

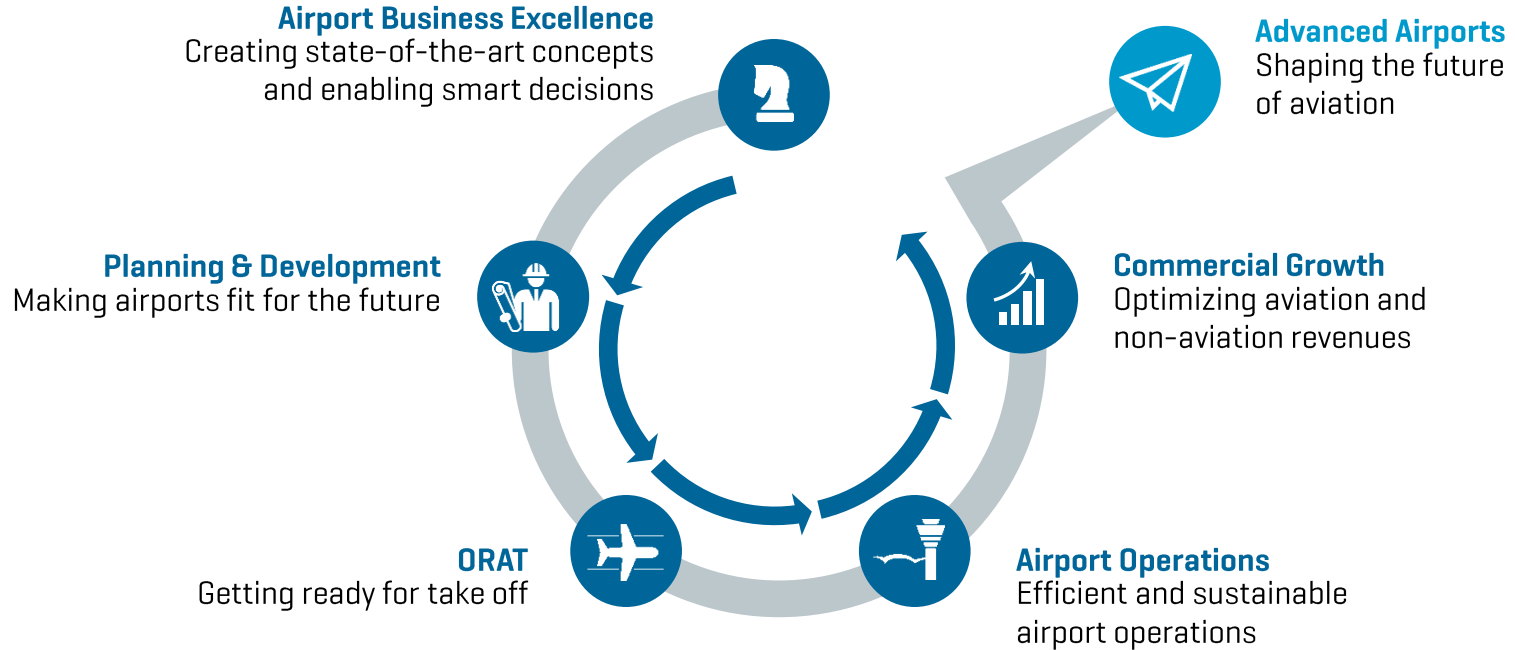


Growing shareholder value by enhancing airport performance



Consulting Services

Best practice solutions for the entire airport lifecycle



Consulting Services



Best practice solutions for the entire airport lifecycle

Airport Business Excellence



- Bid Advisory
- Organizational Development
- Make-or-buy Analysis
- Business Model Development
- Sustainability
- Feasibility & Viability Study

Planning & Development



- Airport Masterplan
- Airport ICT Masterplan
- Traffic Forecast
- Capacity Analysis & Simulation
- RE Development
- Airport Design
- CAPEX & Investment Planning
- Pandemic Proof

ORAT



- ORAT for Airports, Terminals & Cargo
- Familiarization & Training
- Airport Transfer
- Trial Operations
- Opening Support
- Post Opening Support
- Event ORAT
- Digital ORAT

Airport Operations



- Business Continuity Management
- Airport Operational Documents
- Process Reengineering
- Ops Control Center
- Passenger Experience
- Facility Mgmt.
- Aerodrome Safety
- Airport Security

Commercial Growth



- Non-Aero Concession
- Airline Acquisition and Route Development
- Market Research and Customer Profiling

Advanced Airports



- Urban Air Mobility
- Centralized Airport Operations
- CO2-neutral Airport

Airport Business Excellence

Creating state-of-the-art concepts and enabling smart decisions



Bid Advisory

Obtain integrated bid advisory services to enlarge your airport, terminal and cargo concession portfolio. **Increase your chances of success!**



Organizational Development

Get best practice advice on tailoring the organization according to your business needs and future industry trends. **Grow with local and global development!**



Make-or-buy Analysis

Define the right level of insourcing and outsourcing by assessment of risks, obligations and profitability. **Specify your successful business model!**


Airport Business Excellence

Creating state-of-the-art concepts and enabling smart decisions



Business Model Development

Transparent planning of your revenue business units and operational expenditures with a detailed business model.
Turn your airport performance into profitability and efficiency!



Sustainability

Set environmental and social standards for your business.
Care for the future and contribute positively to society!



Feasibility & Viability Study

Develop objective and realistic studies for the realization of your airport projects. Set the foundation for smart decision making!

Planning & Development

Making airports fit for the future



Airport Masterplan

Develop a balanced concept of your infrastructure suitable to traffic demand, industry trends and commercial needs. **Plan your airport with foresight!**



Airport ICT Masterplan

Derive the optimal ICT masterplan for your airport while considering the trends of digitalization and operational needs. **Digital evolution is driving operational excellence!**



Traffic Forecast

Comprehensive analysis of your traffic data in demand forecast and capacity scenarios. **Evaluate existing markets and growth potential!**



Capacity Analysis & Simulation

Conduct operational assessments and simulations, understand your available capacity and find optimal operational models for your airport. **Identify the current and hidden potential of your assets!**

Planning & Development

Making airports fit for the future



Real Estate Development

Identify additional potential of your airport surrounding area and develop a real estate development plan. **Enhance your business model by smart asset development!**



Airport Design

Develop your new airport infrastructure design and validate design concepts based on your operational requirements. **Create an efficient airport design!**



CAPEX & Investment Planning

Review your investment decisions and ensure a balance of capacity in all areas of your airport. **Investment management meets capacity planning!**



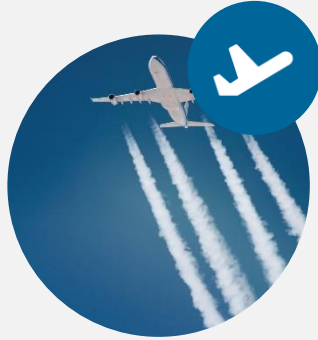
Pandemic Proof Planning

Adjust your processes and masterplan to meet all necessary requirements for safe and smooth operations during a pandemic. **Be one step ahead of future health crises!**



Airports

Interface with construction, systems, suppliers and operational stakeholders to prepare operational readiness. **Ensure the smooth, on time and in budget opening of a new terminal or airport with our proven expertise!**



Airlines

Use our proven 360° approach to prepare your employees, processes and systems within your airline for operating in a new environment. **With our help you are prepared for day one!**



Cargo & Logistics

Schedule and design the ORAT program to your business and circumstances. Be prepared to guarantee a seamless operation while moving to new facilities. **We design the ORAT process according to your needs!**



Intermodal Transportation

We transfer our ORAT experience into other sectors. Whether it's the commissioning of a new station or the set up of a transportation hub: **Our services are as flexible as your preferences!**

Airport Operations

Efficient and sustainable airport operations



Business Continuity Management

Guarantee the highest level of stable operations in any downturn event.
Be prepared for the worst case scenario!



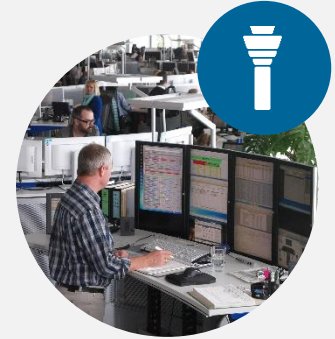
Airport Operational Documents

Develop and update your operational documents while making sure they are compliant with the latest international standards, regulations and best practices.
Have all necessary docs in place!



Process Reengineering

Define and reengineer your processes for more operational efficiency, productivity and profitability.
Make the most out of your resources!



Operational Control Center

Centralize operations decision making and review your center layout, operational structure and definition of responsibilities. **Integrate operational processes for advanced command and control!**

Airport Operations

Efficient and sustainable airport operations



Passenger Experience

Achieve a user-centered, seamless and sustainable customer experience thanks to our 5-star best practices. **Make sure your passenger's enjoy their stay!**



Facility Management

Maintain and manage your airport infrastructure, incl. buildings, airfield and airport systems, at its best. **Increase lifecycles and optimize REPEX!**



Aerodrome Safety

Follow a holistic approach in the development and implementation of your ISMS [Integrated Safety Management System]. **Be able to address safety issues before they lead to an incident!**



Airport Security

Develop and maintain a security plan specific to your organization and operations. **Protect your people, infrastructure and business from possible threats!**

Commercial Growth

Optimizing aviation and non-aviation revenues



Non-Aero Concessions

Concept design, layout & category planning, tenant acquisition, marketing activities & KPI monitoring. **Maximize non-aero revenues for higher profitability!**



Airline Acquisition and Route Development

Create an airline marketing strategy, that positively influences the route development and airline decision-making process. **Drive your air traffic growth with aeronautical charges and strategic tariffs!**



Market Research and Customer Profiling

Deep dive analysis of your passenger and customer segments. **Put the customer needs first in your value proposition!**

Advanced Airports

Shaping the future of aviation



Urban Air Mobility

Besides planning to operate a Vertiport at Munich Airport, we strive to consolidate our best practices into an offering of competitive and easily scalable Vertiport-as-a-Service solutions world-wide. **Don't miss out on the future of aviation.**



Centralized Airport Operations

A centralized, remote unit consolidates the operation control of several airports at a single location. **Generate synergies to lower costs, increase productivity and improve shareholder engagement!**



CO2-neutral Airport

Assume responsibility for climate protection in all airport areas by reducing your direct and indirect CO2 emissions. **Lets work together towards a greener aviation!**



Training Execution

- ✓ Experienced trainers
- ✓ Review training progress
- ✓ Classroom sessions
- ✓ On-the-job training
- ✓ Training evaluation

Tailor-made Training

- ✓ Organizational development
- ✓ Training-need-analysis
- ✓ HR-strategy
- ✓ Service transformation



Training Assessment

- ✓ Review existing training
- ✓ Learning needs analysis
- ✓ Training concept design

Training Coordination

- ✓ Set-up training coordination
- ✓ Support services & logistics
- ✓ Training scheduling
- ✓ Training matrix

Advanced technologies and smart applications made @ Munich Airport

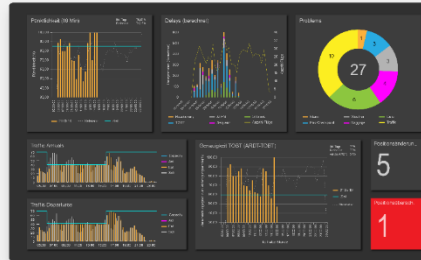
Passngr App

Make it your flight! Have all travel information at your fingertips with our mobile solution.

- ✓ Flight details and importance guidance for all airports
- ✓ Convenient travel planning to and from the airport
- ✓ Relevant service suggestions & automatic WiFi access



- ✓ Cost-savings through less manpower
- ✓ Avoidance of 24/7 ops staff at each airport



Total Operations Manager

Centralized unit to organize, manage and streamline the operation of an airport.

InfoGate

Multilingual and video-based communication system providing extensive information.

- ✓ Face-to-face communication via interactive counter
- ✓ Touch and buzzer/button interaction
- ✓ Card dispenser and animated map feature



- ✓ Synergies through centralization
- ✓ All expertise in one place
- ✓ All stakeholders integrated

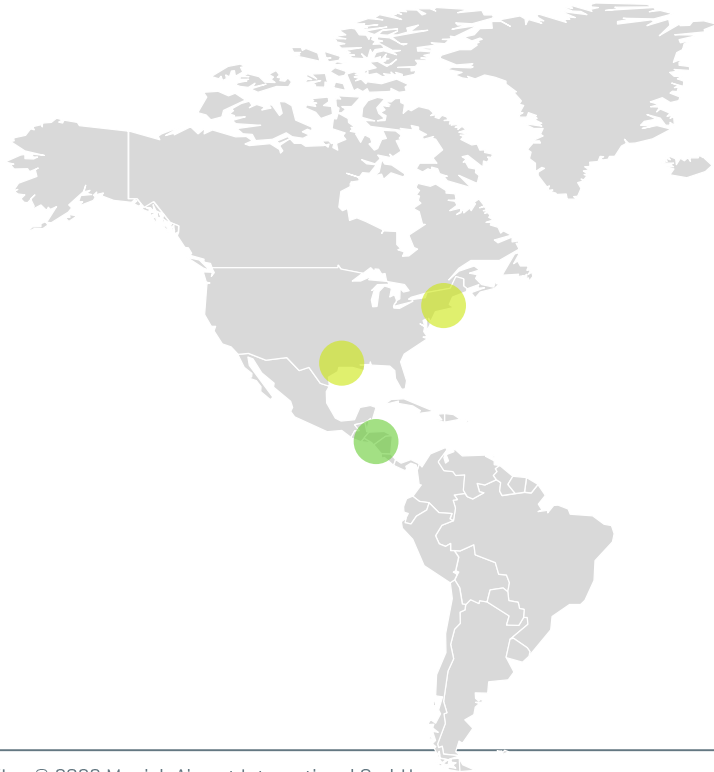
WHAT WE OFFER

OUR EXPERIENCE

- ▶ Current Projects
- ▶ Track Record
- ▶ Clients
- ▶ Client Testimonials

Our Current Projects

Work in progress



USA

- Newark Liberty Int. Airport / ORAT, O&M & Concession Mgmt. T-A
- John F. Kennedy Int. Airport / Terminal One Development
- Houston Airport / ORAT Program Review



Central America

- Palmerola Int. Airport / Airport Planning
- Toncontin Int. Airport / Airport Take-Over & Operations Support
- El Salvador Int. Airport / Cargo Terminal Transition Services



Worldwide

- ACI / Passenger Experience Management Training

Our Current Projects

Work in progress



Europe

- Amsterdam Schiphol Airport / ORAT
- Sofia Airport / Management & Support Services
- Berlin Brandenburg Airport / Bid Advisory Support
- Salzburg Airport / Site Development Study
- Vlore Int. Airport / Masterplan & Terminal Concept Design



Saudi Arabia

- Riyadh & Jeddah Int. Airports / ORAT



Nigeria

- Federal Airport Authority / Best Practice Exchange



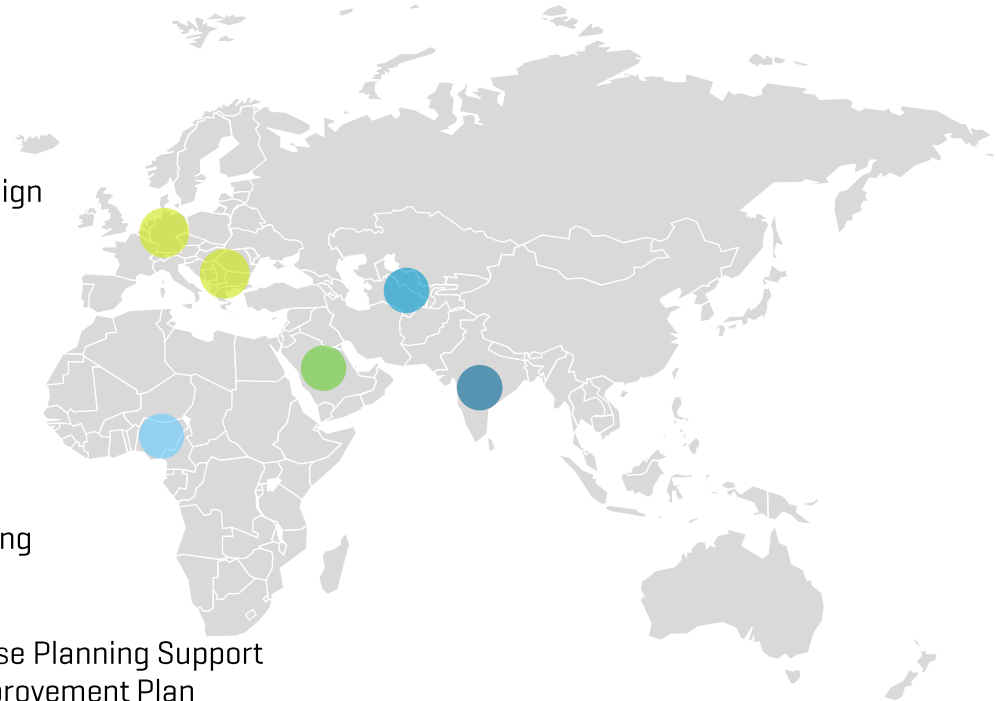
Central Asia

- Samarkand Int. Airport / ORAT & Commercial Consulting



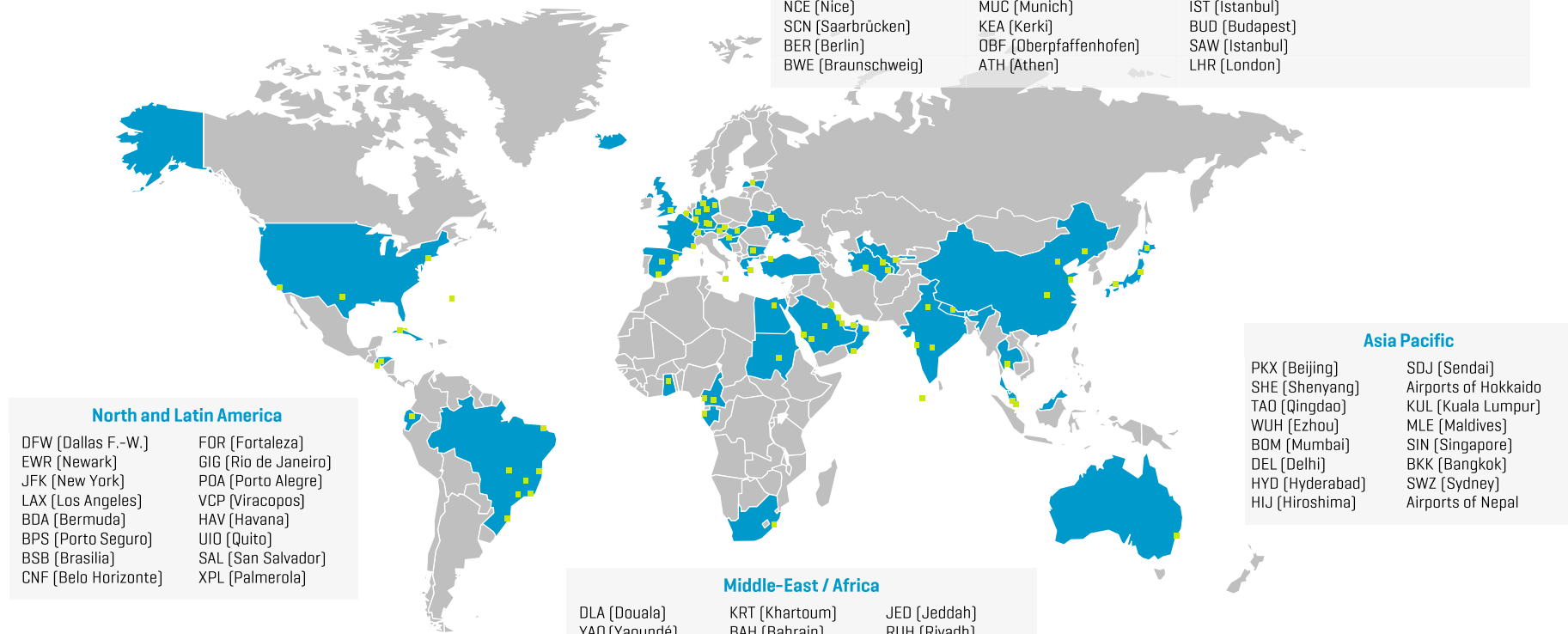
India

- Navi Mumbai Int. Airports / Masterplanning & Land-Use Planning Support
- 6 Regional Airports / Airport Take-Over Support & Improvement Plan



Our Track Record

Successfully completed projects



North and Latin America

- | | |
|----------------------|----------------------|
| DFW [Dallas F.-W.] | FOR [Fortaleza] |
| EWR [Newark] | GIG [Rio de Janeiro] |
| JFK [New York] | POA [Porto Alegre] |
| LAX [Los Angeles] | VCP [Viracopos] |
| BDA [Bermuda] | HAV [Havana] |
| BPS [Porto Seguro] | UIO [Quito] |
| BSB [Brasilia] | SAL [San Salvador] |
| CNF [Belo Horizonte] | XPL [Palmerola] |

Europe / CIS

- | | | | |
|--------------------|------------------------|-----------------|---------------------|
| KLU [Klagenfurt] | CGN [Cologne Bonn] | RIX [Riga] | Airports of Iceland |
| LNZ [Linz] | DUS [Düsseldorf] | MAL [Malta] | ASB [Ashgabat] |
| VIE [Vienna] | EDBW [Werneuchen] | AGP [Malaga] | SKD [Samarkand] |
| BRU [Brussels] | HAN [Hanover] | BCN [Barcelona] | CRZ [Turkmenabad] |
| SOF [Sofia] | HAM [Hamburg] | MAD [Madrid] | KBP [Kiev] |
| ZAG [Zagreb] | LBC [Lübeck] | ZRH [Zürich] | |
| NCE [Nice] | MUC [Munich] | IST [Istanbul] | |
| SCN [Saarbrücken] | KEA [Kerki] | BUD [Budapest] | |
| BER [Berlin] | OBF [Oberpfaffenhofen] | SAW [Istanbul] | |
| BWE [Braunschweig] | ATH [Athen] | LHR [London] | |

Asia Pacific

- | | |
|-----------------|----------------------|
| PKX [Beijing] | SDJ [Sendai] |
| SHE [Shenyang] | Airports of Hokkaido |
| TAO [Qingdao] | KUL [Kuala Lumpur] |
| WUH [Ezhou] | MLE [Maldives] |
| BOM [Mumbai] | SIN [Singapore] |
| DEL [Delhi] | BKK [Bangkok] |
| HYD [Hyderabad] | SWZ [Sydney] |
| HIJ [Hiroshima] | Airports of Nepal |

Middle-East / Africa

- | | | |
|------------------|----------------|-----------------|
| DLA [Douala] | KRT [Khartoum] | JED [Jeddah] |
| YAO [Yaoundé] | BAH [Bahrain] | RUH [Riyadh] |
| CAI [Cairo] | KWI [Kuwait] | TIF [Taif] |
| LBV [Libreville] | MCT [Muscat] | AUH [Abu Dhabi] |
| TML [Tamale] | SLL [Salalah] | Ethihad Airways |
| DUR [Durban] | DOH [Doha] | |

Clients Choose Us...

...because we are a trusted partner for smart money and ambitious airports



Doha Hamad Int. Airport

Skytrax 5-star



Quito Int. Airport

Skytrax 5-star



Salalah Int. Airport

Skytrax 5-star



Changi Int. Airport

Skytrax 5-star



Muscat Int. Airport

Skytrax 4-star



Turkish Airlines

Biggest move in aviation history

Clients Choose Us...

...because of our 100% success rate on bid advisory projects



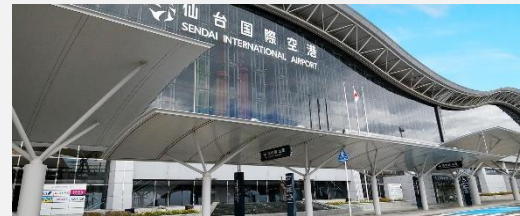
Airports of Hokkaido

Hokkaido Airport Terminal Co. Ltd.



John F. Kennedy Int. Airport

Carlyle Global Infrastructure
Opportunity Fund L.P.



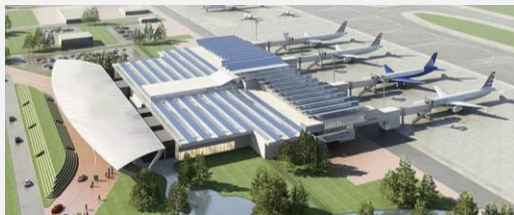
Sendai Airport

Tokyu Corporation, Maeda Corporation,
Masquaire Capital Japan



Belo Horizonte Int. Airport

CCR, Zurich Airport AG,
Flughafen München GmbH



Palmerola Int. Airport

EMCO Corporación



Sofia Int. Airport

Meridiam SAS, STRABAG SE

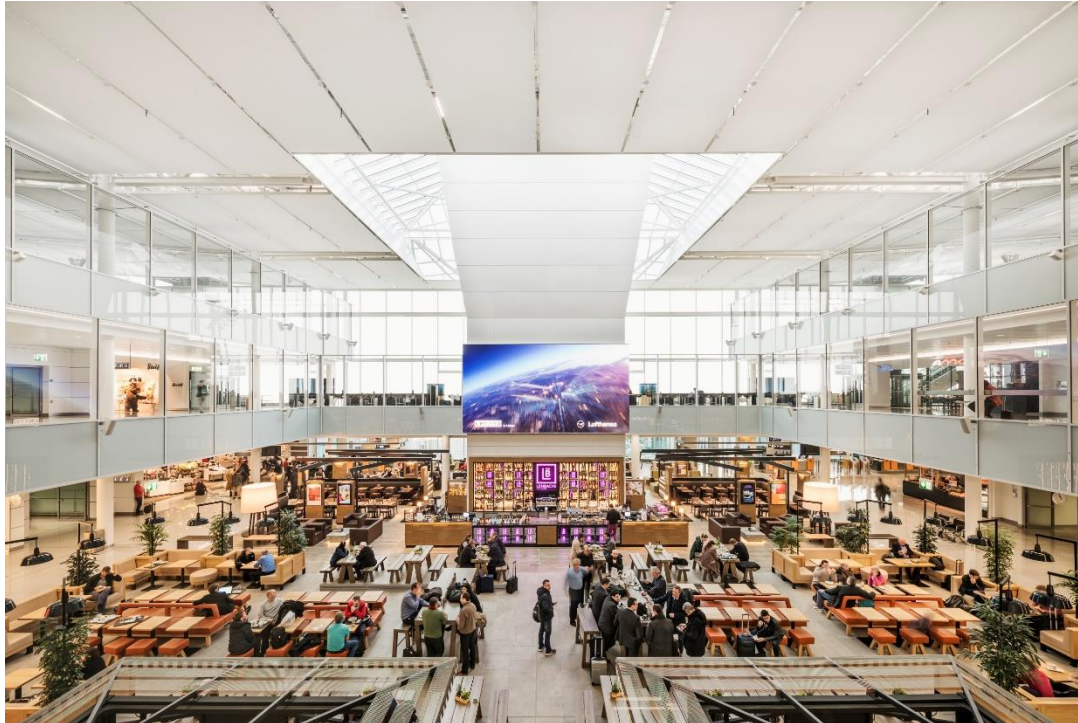
WHERE WE COME FROM

OUR HOMEBASE

- ▶ Facts & Figures
- ▶ Historic Milestones
- ▶ Development Projects
- ▶ Infrastructure
- ▶ Airport City
- ▶ Skytrax Awards
- ▶ Sustainability
- ▶ Corporate Structure
- ▶ Corporate Strategy

Munich Airport

Europe's first 5-star airport



Facts & Figures

The Bavarian hub in a nutshell



47.9 million
passengers



417,138
aircraft movements



356,970 tons
air freight



38,090
employees on campus



518
businesses on campus



101
airlines



72
countries



254
destinations

Historic Milestones

From city airport to Europe's first 5-star hub



Founding of Flughafen München-Riem GmbH

1949



Opening of 5* Airport Hotel

1994



Opening of Terminal 2

2003



Kick-Off of the innovation center LabCampus

2018



Opening of new Munich Airport

1992



Opening of Munich Airport Center

1999



Opening of Terminal 2 Satellite

2016



Start of T1 extension project

2019

Munich Airport

Designed for maximum efficiency and highest quality

Overall Infrastructure

Total capacity for 56 mppa

Passenger Terminals	2
Terminal area	594,400 sqm
Midfield terminal	1
Cargo terminal	1
Maintenance hangars	3
Runways (4.000 m x 60 m)	2
Runway capacity per hour	90 mvt

Terminal 1

Focus on O&D traffic
Capacity for 20 mppa

Terminal area	198,000 sqm
Minimum connecting time	35 min
Check-In counters	203
Self-operating machines	34
Gates	90
Contact / remote stands	19 / 41

T2 Satellite

Capacity for 11 mppa
[1st phase]

Gates	52
Contact stands	27 - 43

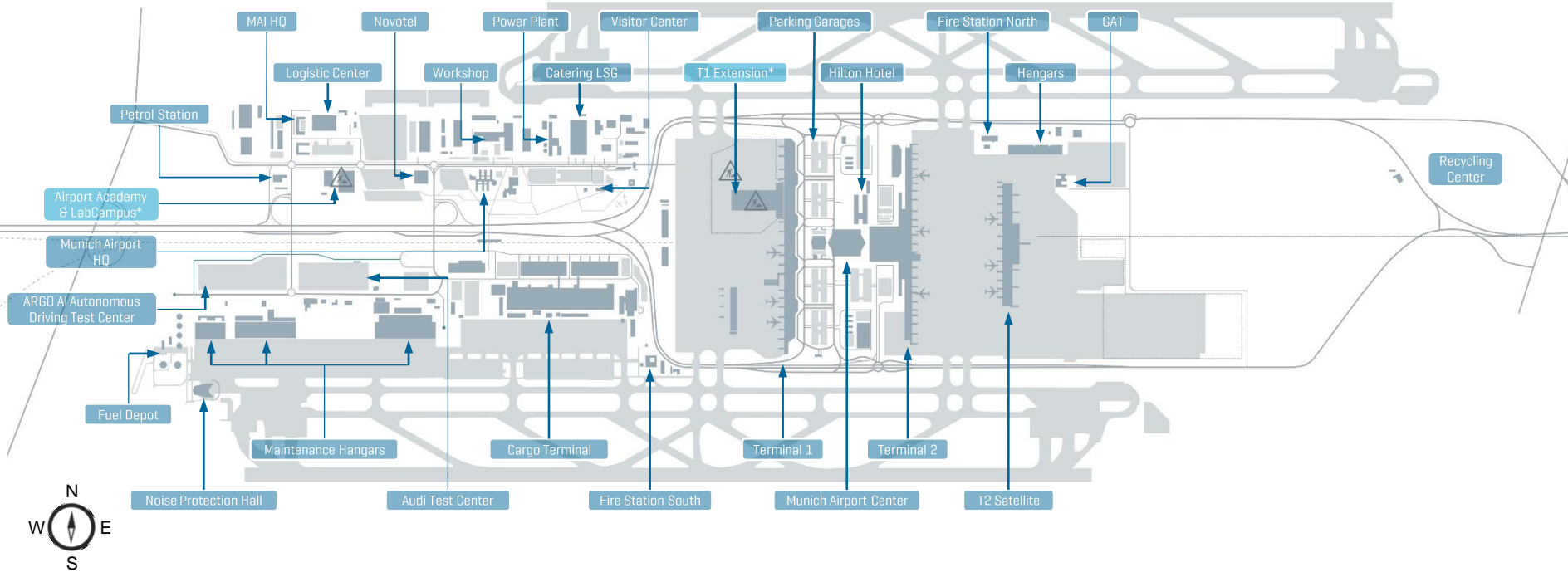
Terminal 2

Focus on hub operations
and transfer
Capacity for 25 mppa

Terminal area (incl. Sat.)	396,400 sqm
Minimum connecting time	30 min
Check-In counters	123
Self-operating machines	39
Gates	112
Contact / remote stands	24 / 51

Infrastructure

A smart and well-thought-out layout comprising a large variety of facilities



Airport City

It is more than just an airport

Around 35,000 parking spaces

**Around 60 restaurants,
bars and cafés**

**11 medical
practices**

11 bee colonies

15 car parks

5 explosives detection dogs

45 fire fighting vehicles

13 tour operators

1 power plant

1 church

2 racetracks

1 brewery
2 filling stations

>150 shops

**34 modern conference
rooms at municon**

1 Airport Hospital

808 hotel rooms

2 prayer rooms

1 cyber security lab

**9 playgrounds and
play corners**

Skytrax Awards 2020 / 2021

Repeatedly ranked among the best worldwide

Europe's Best Airport

1st place for the 14th time**

[2005 - 2008, 2010, 2011, 2014 - 2021]

World's Best Airport 40-50 million passengers

1st place*

Europe's Cleanest Airport

2nd place**

Europe's Best Airport Hotel

2nd place*



Europe's Best Airport Staff

4th place**

World's Best Airport

6th place**

World's Best Airport for Leisure Amenities

5th place*

World's Best Airport Terminal

6th place*

Sustainability

Living up to our responsibility



60% reduction
40% compensation

for a carbon-neutral airport by 2030



Block heat and power plant

achieves a 40,000 ton reduction
in CO2 per year



**Noise and air quality
measurement stations**

at 18 locations



Green space makes up 60%
of the airport campus



Part of a bird sanctuary
with 40 endangered bird species



A recycling rate of 56%
for de-icing fluid

Sustainability

Successfully implemented key projects



Apron Lighting Optimization

[2012-2018]

- Automated operation based on flight schedule and LED upgrades
- CO2 emissions saved: 3,500 t p.a.
- Investment: 8 MM €
- Annual savings: 1 MM €

Block Heat and Power Plant

[2014]

- Local electricity production and heat generation through residual heat
- CO2 emissions saved: 40,000 t p.a.
- Investment: 30 MM €
- Annual savings: 11 MM €



Upgraded Air Curtain Systems

[2018-2019]

- Reduced HVAC operation, applied to almost all building entry points
- CO2 emissions saved: 1,000 t p.a.
- Investment: 420,000 €
- Annual savings: 200,000 €

Bio-Methane Bus

[ongoing]

- Retrofitting existing fossil fuel buses with engines using bio-methane
- CO2 emissions saved: 60 t/bus p.a.
- Investment: 200,000 €/bus
- Annual savings: 20,000 €/bus



Our Parent Company – Flughafen München GmbH

A solid and profitable full service operator



€ 1.6 billion
group revenue



€ 177.8 million
consolidated EAT



€ 554.3 million
EBITDA



9,806
employees



55% | 45%
aviation vs. non-aviation

- State Capital Munich [23%]
- Federal Republic of Germany [26%]



- Free State of Bavaria [51%]

3
public shareholders



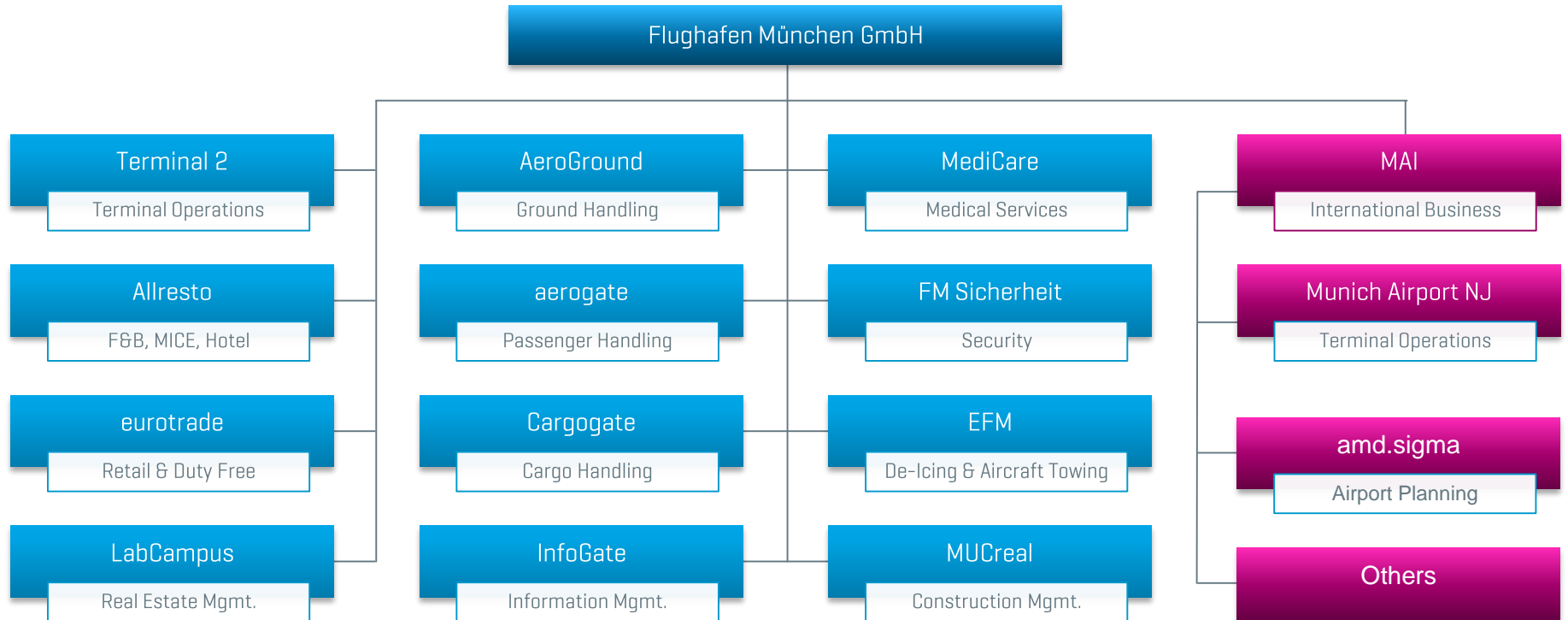
16
direct subsidiaries



€ 150 million
investment in climate protection

Corporate Structure

Diversified across all airport related services



Additional FMG subsidiaries: FM Bau (client representation), Parken (parking space rental) and FMV (insurance brokering)

Corporate Strategy

Shaping the airport of the future



Airside

Airside Traffic Development

Maintain development as a transport hub

Safeguard the quality of hub operations

Expand infrastructure depending on needs



Landside

Landside access & traffic development

Extend range of landside mobility options

Continue to improve rail access

Improve road links



Seamless

Drive seamless travel

Contribute to digital standardization within the travel chain

Make greater use of digital communication channels for service, sales, and information

Expand digital partnerships



Non-Aviation

Expansion of non-aviation business

Increase customer focus

Enhance the spheres of shopping and experience

Continue to develop Airport City and the real estate location



Off-Campus

MAI claims responsibility!

Further development of international advisory, management and training activities

Evolve new business areas and services

Continue to expand international exchange and partner network

Thank you



Munich Airport International GmbH

Nordallee 25

85356 Munich Airport

Germany

+49 (0)89 975 102 14

ib@munich-airport.de

Web: www.munich-airport.com/international

LinkedIn: www.linkedin.com/company/munich-airport-international-gmbh/