



# Athens International Airport

Corporate Presentation

April 2024



# Agenda

---

**Key Highlights**

**Business Development**

**Financial Performance**

**Strategy & ESG**

**Outlook**

# Key Highlights



# Athens International Airport – An Introduction



## Airport Overview

1. Largest Airport in Greece with **28.2m Pax** as of FY 2023
2. **30 + 20 Year Concession** Operating under a **Dual-Till Regulation** Starting in 1996 and **Expiring in 2046**
3. Law 5045/23: New tender latest 2040 – **AIA has right to match**
4. Located in Athens, a **Prime Tourist Destination** and **Most Important Entry Point to Greece**
5. Connected to **156 Destination-cities** in **57 Countries** operated by a Total of **66 Carriers**<sup>(1)</sup>
6. Sole and **Exclusive Operator** within Catchment Area<sup>(2)</sup> of approx. 6m people<sup>(3)</sup>
7. A **Regional Airport** Recognised as **9th Most Connected Hub** by OAG 2023 Rankings



Sources: Company Information, OAG.

(1) 2023 Figures.

(2) Pursuant to the Airport Development Agreement (ADA) as ratified by Law 2338-95 and as in force no new airport will be developed as an International airport within 50km of Syntagma Square with the benefit of the Greek State Support until and unless more than 50mn passengers use the Athens Airport in any continuous period of 12 months. An existing airport within this area may be developed and upgraded with the Greek State support to an international airport once AIA crosses 30 million passengers in 12 months, with airport charges and fees not lower than AIA (Art. 3.2.1 ADA).

(3) Estimated catchment area of Athens airport, based on its business model, location and the destinations that it serves, concerns in general a geographical market, of or around of six million people, including Athens, and a radius of at least 250 kilometres or alternatively of at least 180 minutes travelling time by car, bus, or train, to and from Athens airport taking into account the population of Attica, Sterea Ellada (in the region of Central Greece), Dytiki Ellada (in the region of Western Greece) and Peloponnisos.

# Key Highlights



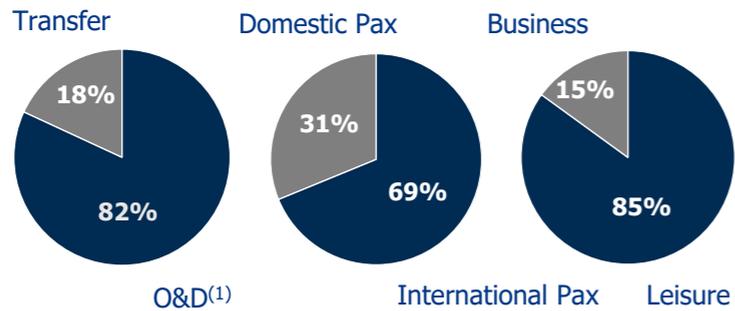
## Traffic Recovery

**25.6m**  
Pax 2019A

**28.2m**  
Pax 2023A

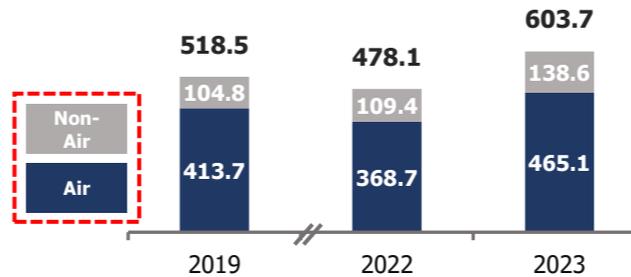
**c.38%**  
of total Greek aviation traffic in 2023

### Breakdown of 2023 Passenger Traffic

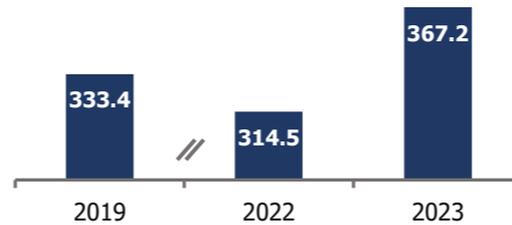


## Revenue and Adjusted EBITDA

Revenue, Other Income and ADF (€m)<sup>(2)</sup>

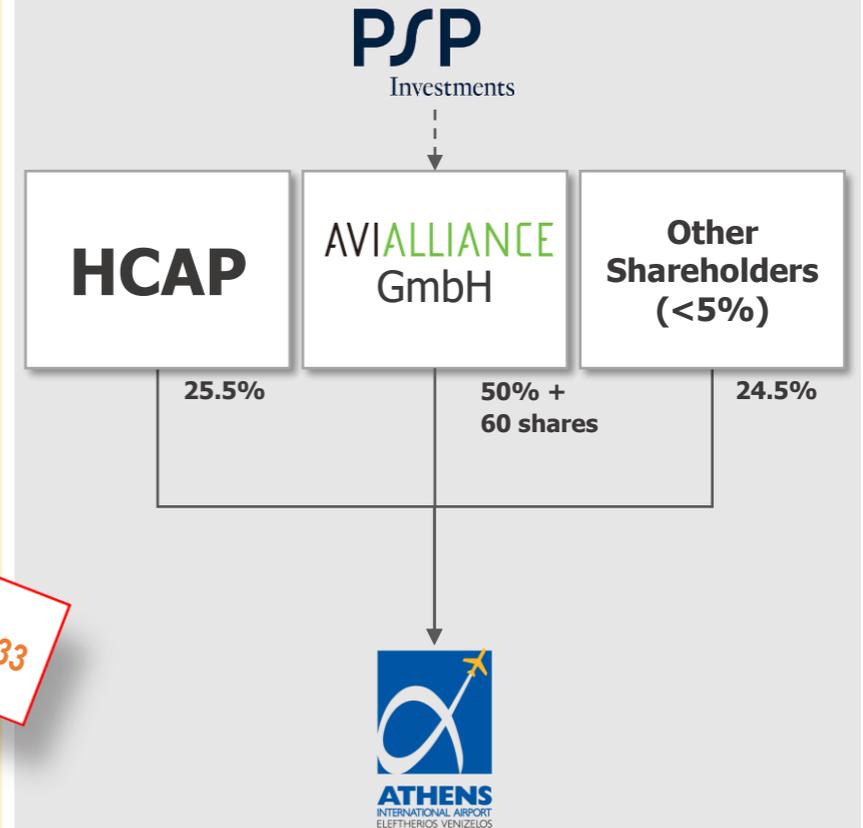


Adjusted EBITDA (€m)<sup>(3)</sup>



Rem. DPS<sup>(4)</sup> €0.33

## Shareholder Overview



(1) O&D: Origin & destination passengers.

(2) Revenue from contracts with customers. ADF subsidy for borrowing cost of €11.8m in 2019 and €1.3m in 2022.

(3) Including €11.8m (2019) and €1.3m (2022) ADF subsidy for borrowing costs, Grant of Rights fee of €15m for 2019, 2022 and 2023 and excluding Covid compensation of 20.0m in 2023.

(4) For FY 2023, the Company has already distributed interim dividend amounting €130 million or 0.433 per share to shareholders existing prior IPO

# 2023 passenger traffic exceeded 2019 record levels by 10%



## Traffic Evolution

Routes

154

157

143

156



Passengers in million

**Rapid Traffic Recovery from Covid**

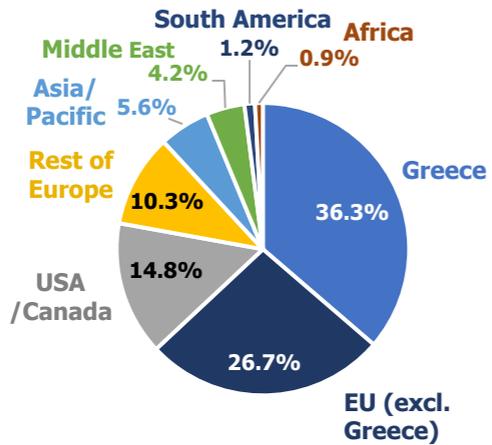
- ✓ International: **+8.8%** vs 2019
- ✓ Domestic: **+13.3%** vs 2019

**Routes at Pre-Covid Levels**

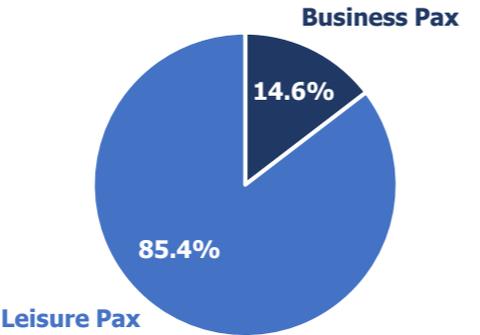
- ✓ Connected in 2023 to 156 Destination-cities (123 international) in 57 Countries operated by a Total of 66 Carriers
- ✓ Total number of routes nearly back to pre-covid levels
- ✓ 18 new routes added in 2023

# Well diversified Traffic Mix - Limited Exposure to Business Travel

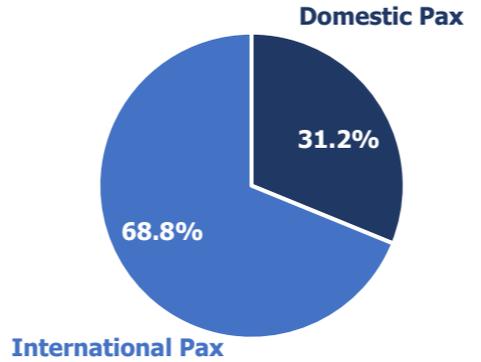
**Pax by Country of Residence**



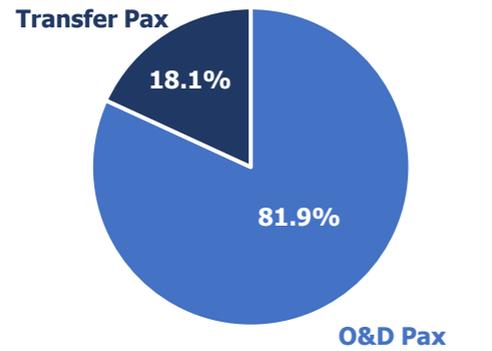
**Business / Leisure**



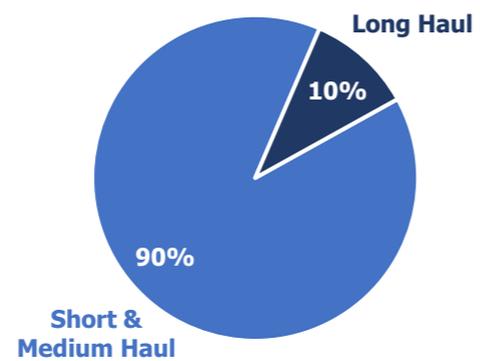
**Domestic / International**



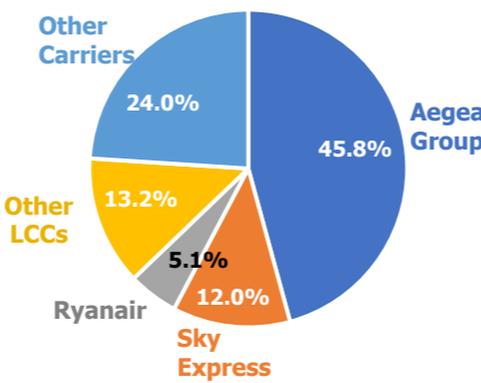
**Pax by Airport Use**



**Short & Medium / Long Haul (1)**



**Pax by Airline**



- ✓ **Diverse Mix** of Low Cost, Hybrid and Full Services Airlines
- ✓ Robust passenger base primarily from **Greece and Europe**
- ✓ **International passengers** accounting for almost 70% of the airport's passengers
- ✓ Traffic skewed towards **resilient leisure traffic**
- ✓ Dominant share of **O&D** (Origin & Destination) passengers

**Note: Based on 2023 data.**

(1) Short & Medium/ Long haul as % of international passengers; long-haul are flights of over 1,700 miles from AIA.

# Business Development



# Trophy Airport with Excellent Track Record





**Regional Hub**


66 Airlines<sup>(1)</sup>


57 Countries<sup>(1)</sup>


156 Destinations<sup>(1)</sup>


Healthy Home Carriers: **Aegean Group & Sky Express**


Diverse Mix of **Low Cost, Hybrid and Full Services Airlines**



**Track Record of Operational Excellence**


23 Years of Operation


24h Operation with No Curfew & No Slots Required


State of the Art Technology - Providing IT&T Solutions


Strong Safety Track Record


No Material Operational Disruptions or Industrial Actions


Consultant to Other Airport Operators



**Aeronautical Charges**


Aeronautical charges remained unchanged vs 2022  
Developmental Incentives' Scheme towards airlines continued to apply


Route Development: Full recovery for main regional markets, with impressive growth and share increase for America

### Recent Awards Received



**2023**  
Best Airport Award  
(25-40m pax category)



**2023**  
Airport Efficiency  
Excellence Award  
(10 - 20m pax category)



**2023**  
Route Development & Airline  
Marketing Excellence Award  
(1st place, 20m+ pax category)



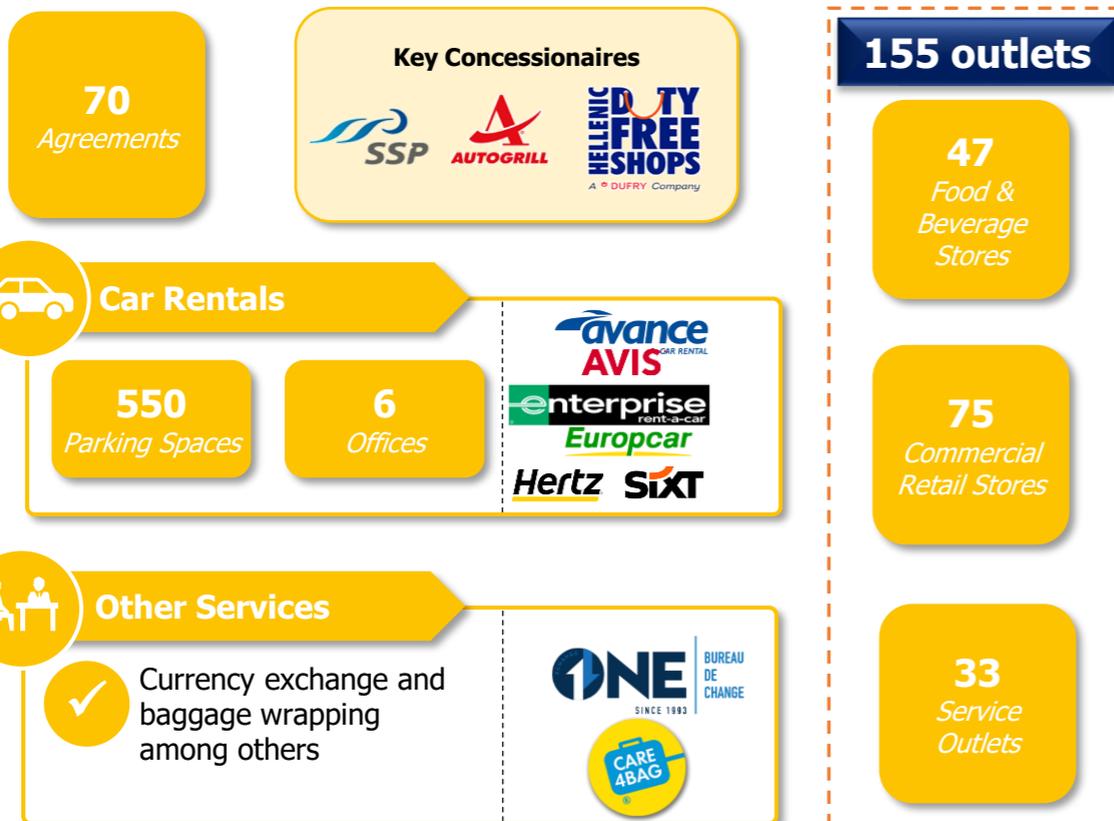
**2023**  
Best Airport in Europe  
for Superior Customer  
Experience  
(25-40m pax category)

(1) 2023 Figures.

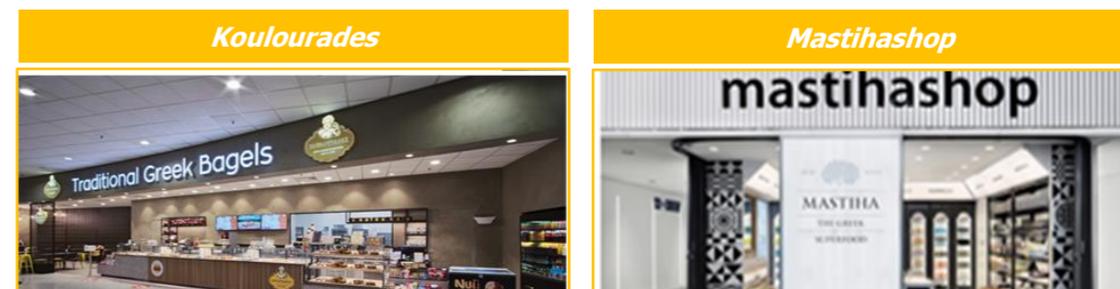
# Non-Air Revenue: Solid, Profitable Agreements and Proven Long-Term Partnerships

## Retail Concession activities (1)

- ✓ Variable fee determined as % of turnover
- ✓ MAG amount and cash or bank security guarantees



## Offering the Best of Greece



## Car Parking & curbside operations

- ✓ Access control scheme (June'23), charges after 10' vehicle stop



## Property revenues

- ✓ Incremental revenues due to new contracts:
  - ✓ Major MRO facility (Olympic Air since Dec. 2022)
  - ✓ New HCAA Headquarters (since Jan. 2023)

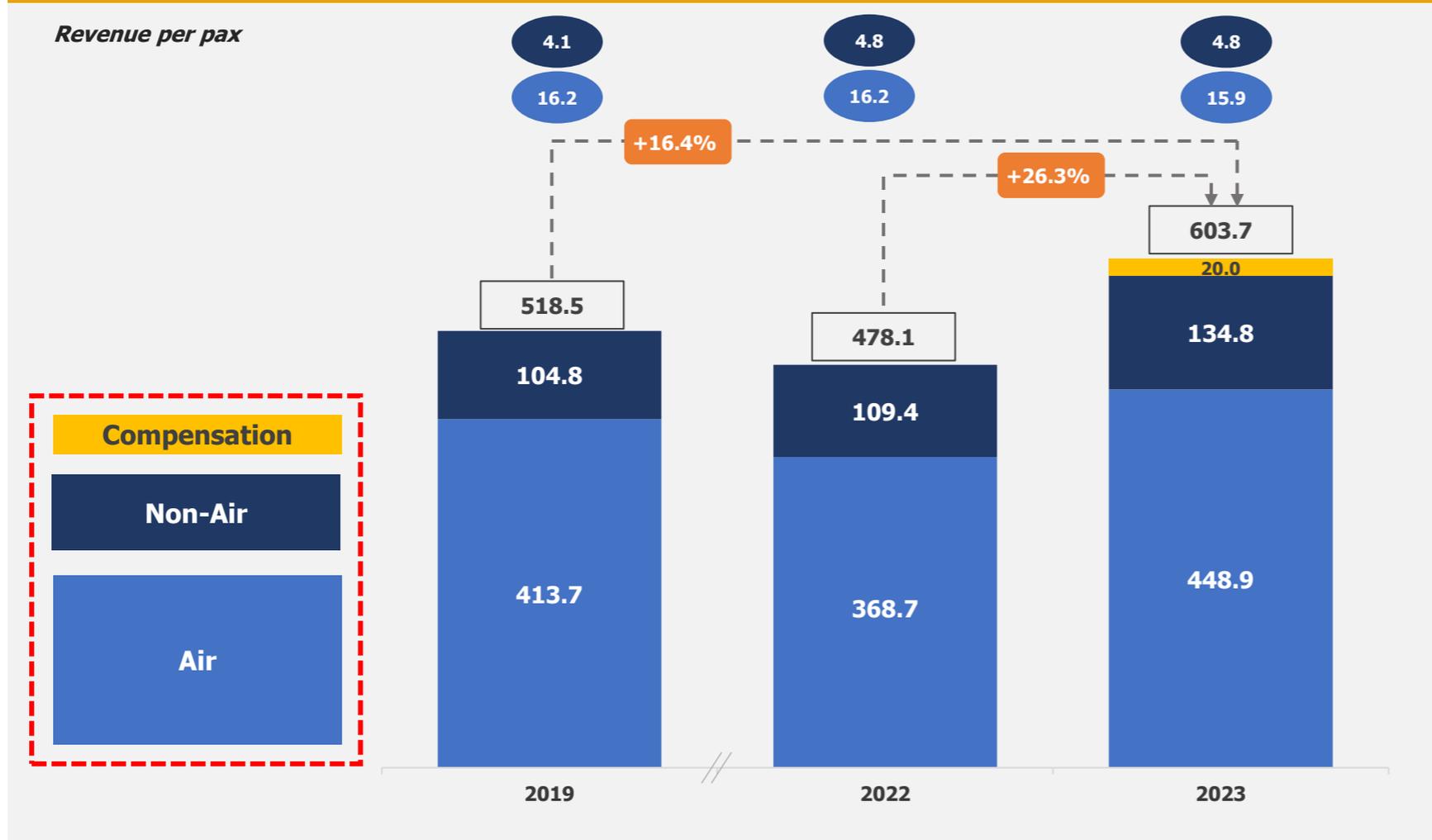
(1) Figures represent 31.12.2023 status.

# Financial Performance



# Air Activities' growth mirrored traffic, while non-air activities demonstrated superior performance vs 2019

## Revenue & Other Income<sup>(1)</sup> (€m)

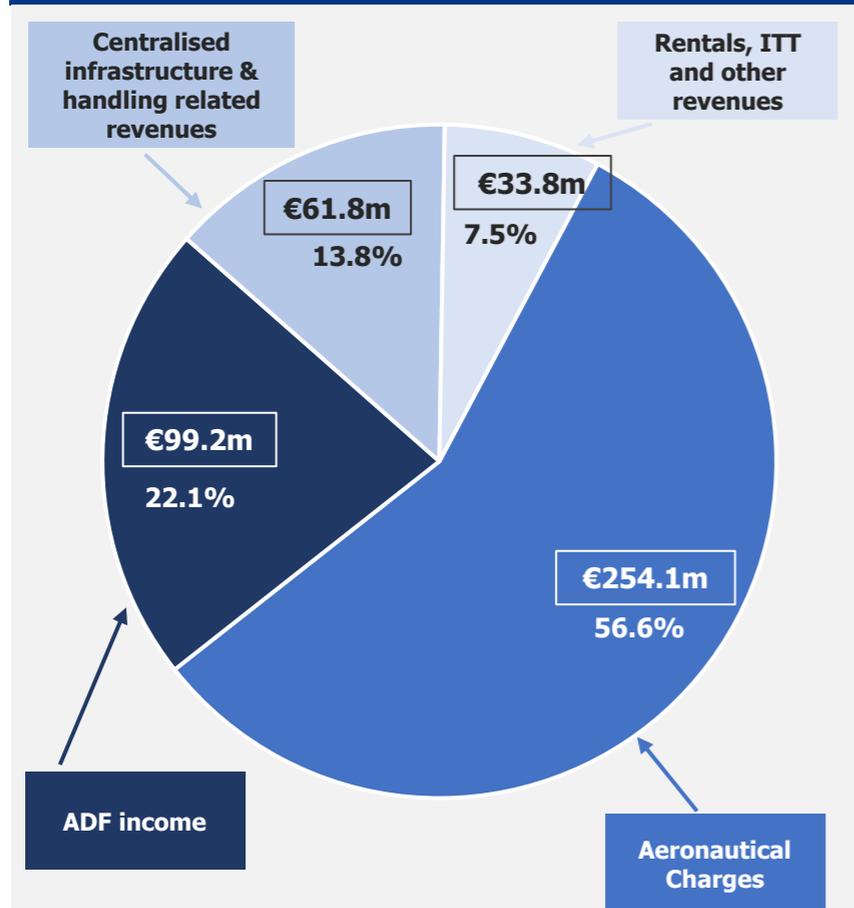


- Air and Non-Air Revenues increased by 21.7% and 23.2% vs 2022 respectively...
- ...with traffic the key driver
- Air Activities Revenue in 2023 of €448.9m remains 77% of total revenues ...
- ...per passenger revenue at €15.9
- Non-Air Activities Revenue 2023 amounted to €134.8m...
- ...per passenger revenue at €4.8 reflecting 17% growth above traffic vs 2019

(1) Revenue from contracts with customers. ADF subsidy for borrowing cost of €11.8m in 2019 and €1.3m in 2022.

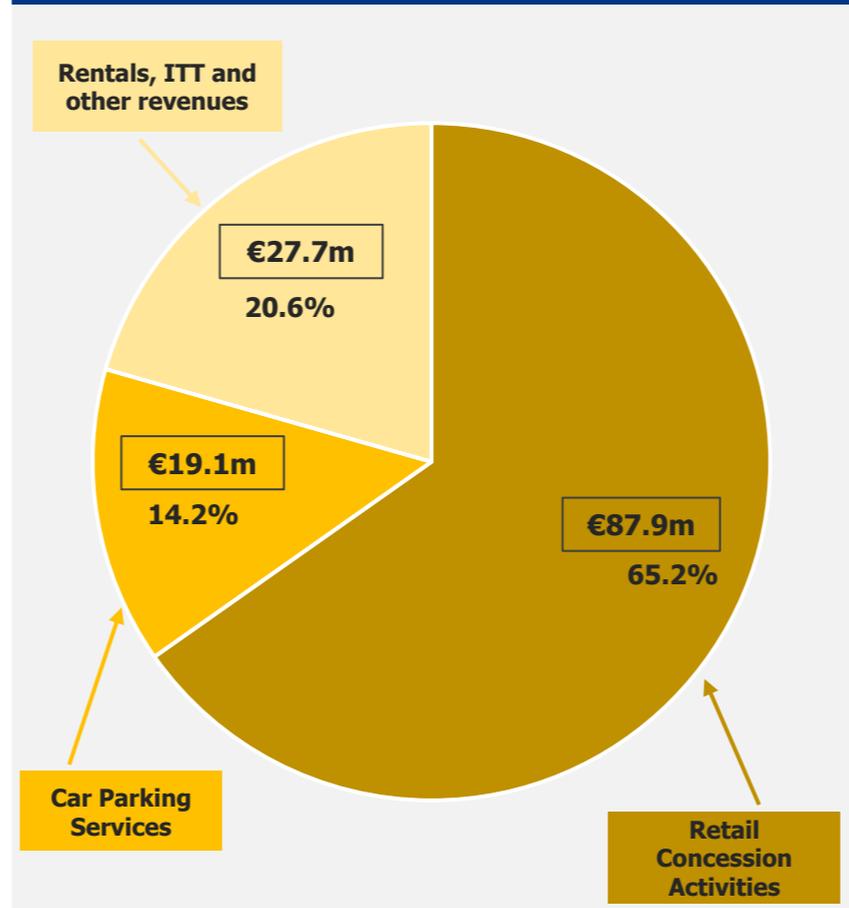
# Aero charges and ADF dominate Air revenues - Retail Concessions make up almost 2/3 of Non-Air revenues

## 2023 Air Revenue<sup>(1)</sup> Breakdown



Total Air Revenue: €448.9m

## 2023 Non-Air Revenue<sup>(1)</sup> Breakdown



Total Non-Air Revenue: €134.8m

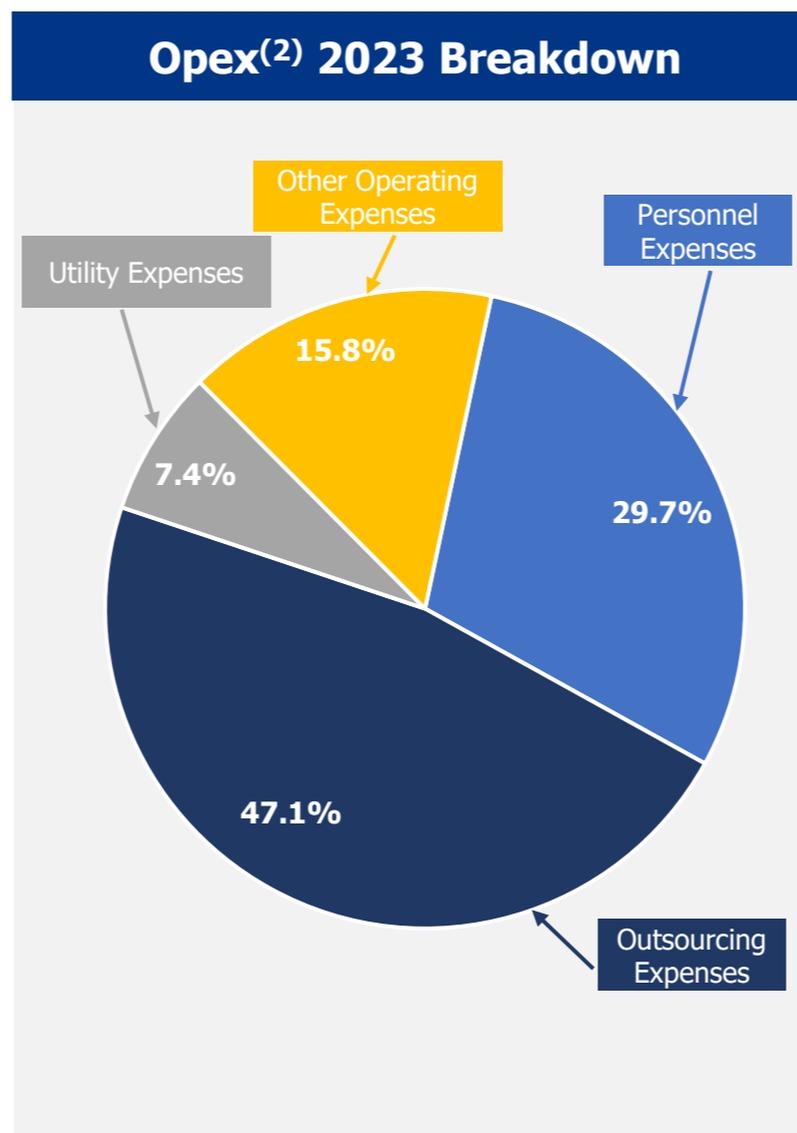
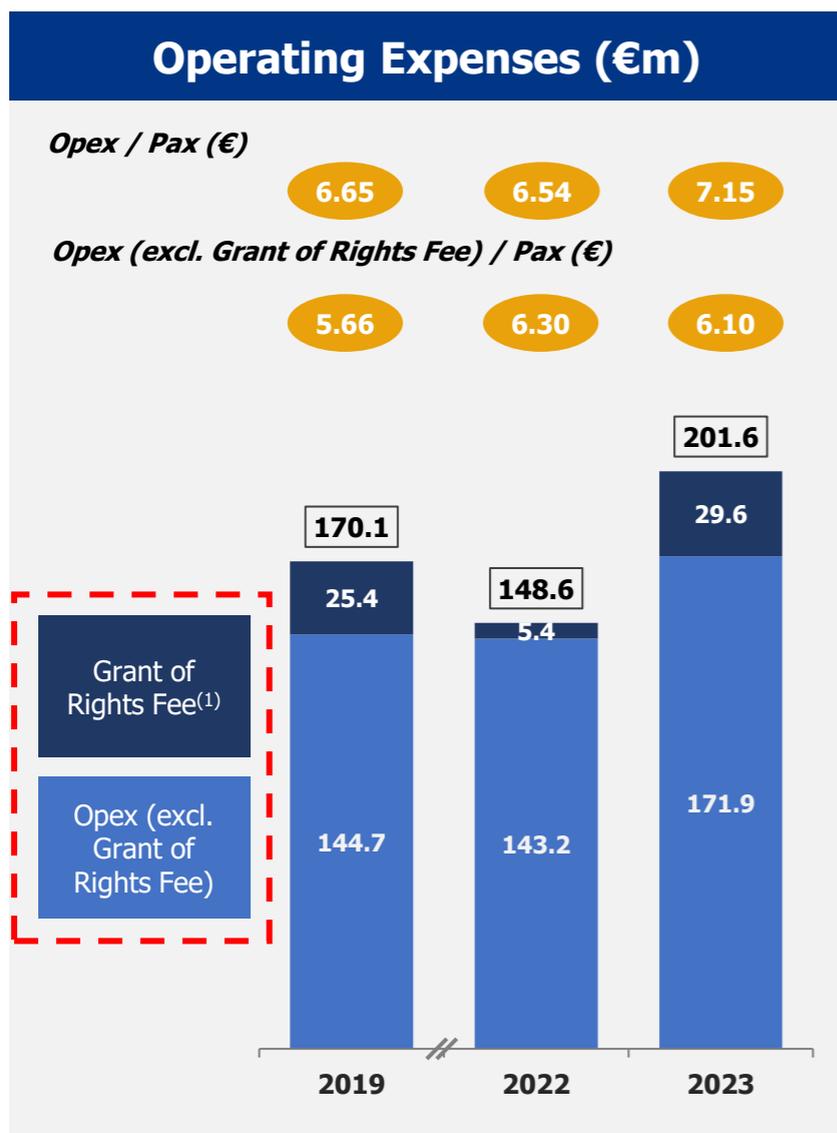
### Air/Non-Air Activities

Allocation based on whether activities fall under the profit cap on air activities as imposed by the regulator

	Air Activities
Regulated	Aeronautical charges (incl. landing, parking) Passenger charges (incl. security, pax charge) Airport Development Fund Ground handling Including in-flight catering, cargo, fuel, Rentals, ITT and other revenues
	Non-Air Activities Terminal retail, concession activities, car parking Including Real Estate, Rentals, ITT and other revenues
Non-Regulated	

(1) Excl. Covid compensation of €16.2m for air activities and €3.8m for non-air activities.

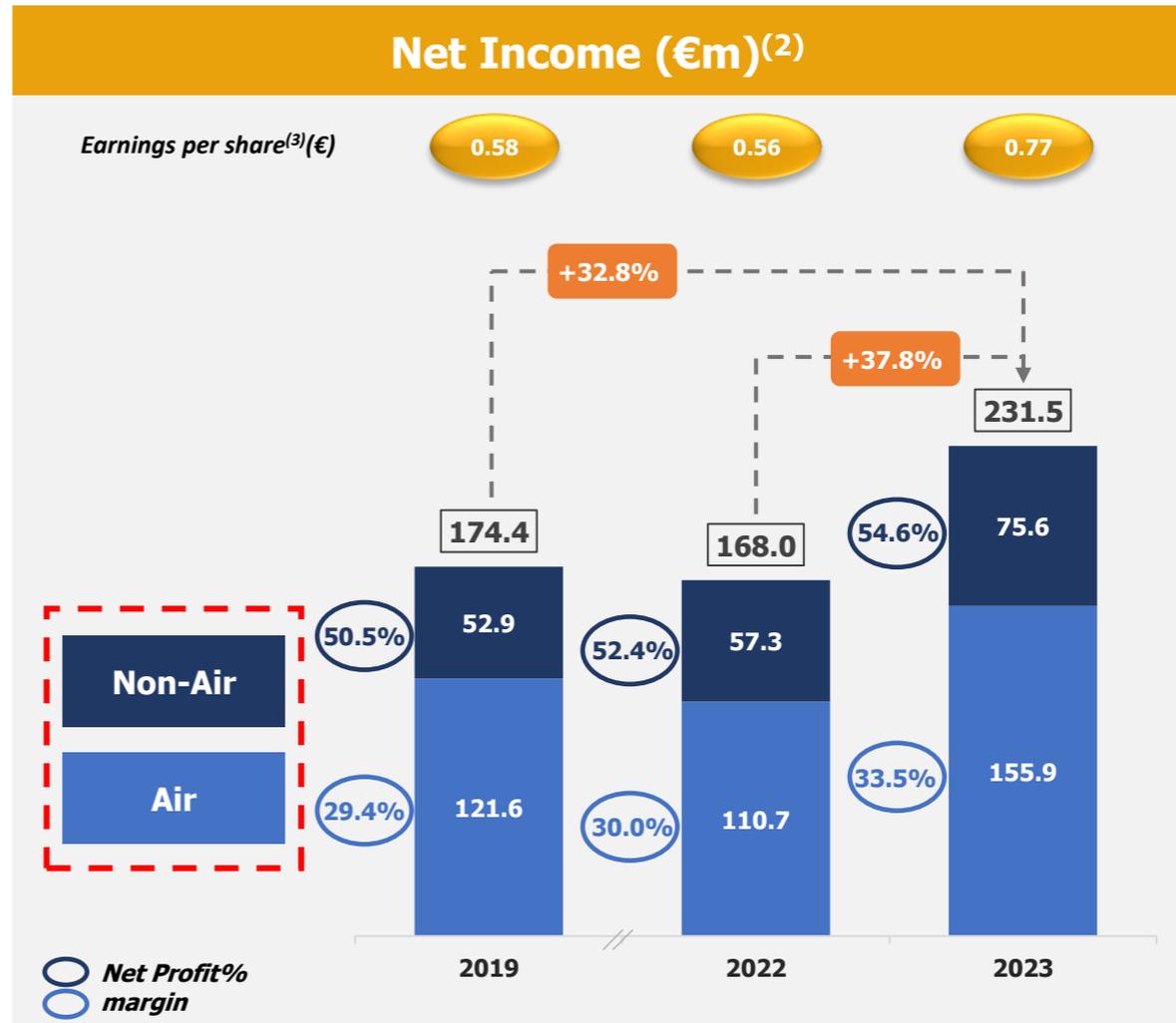
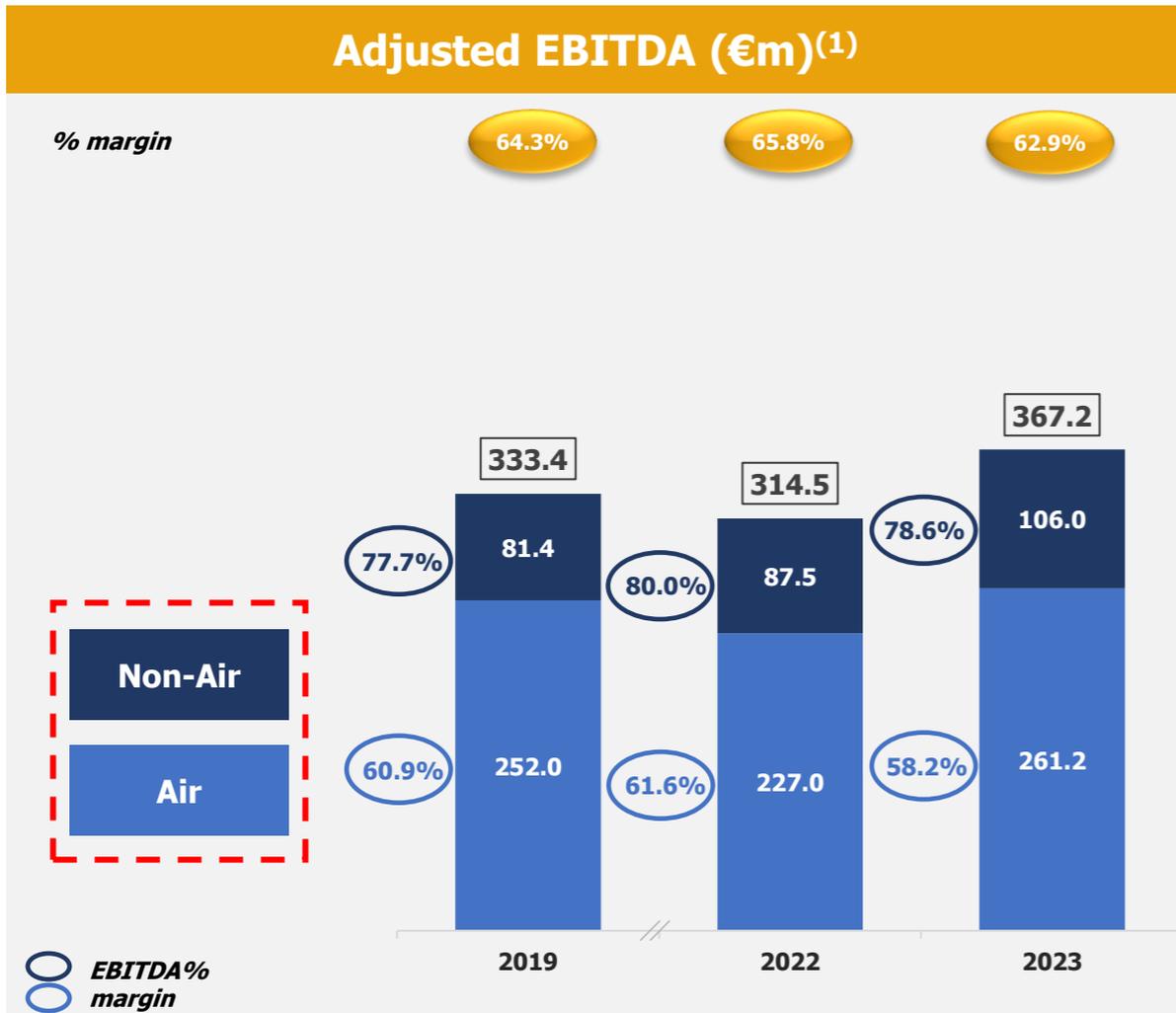
# Lean Organizational Structure with High Share of Outsourced Activities, Leads to Flexibility and Cost Control



- Increased variable component of **Grant of Rights Fee** due to the 2022 higher profitability
- **€10.8m** one-off IPO expenses
- Excluding Grant of Rights Fee and one-off IPO expenses, total Operating Expenses increased by **€17.9m** or **12.5%** compared to prior year:
  - ✓ Additional resources due to higher traffic
  - ✓ Third party fees adjustments mainly due to base salaries increases
  - ✓ Positive effect in electricity cost due to the new PV Park

(1) Variable component only.  
 (2) Excluding Grant of Rights Fee.

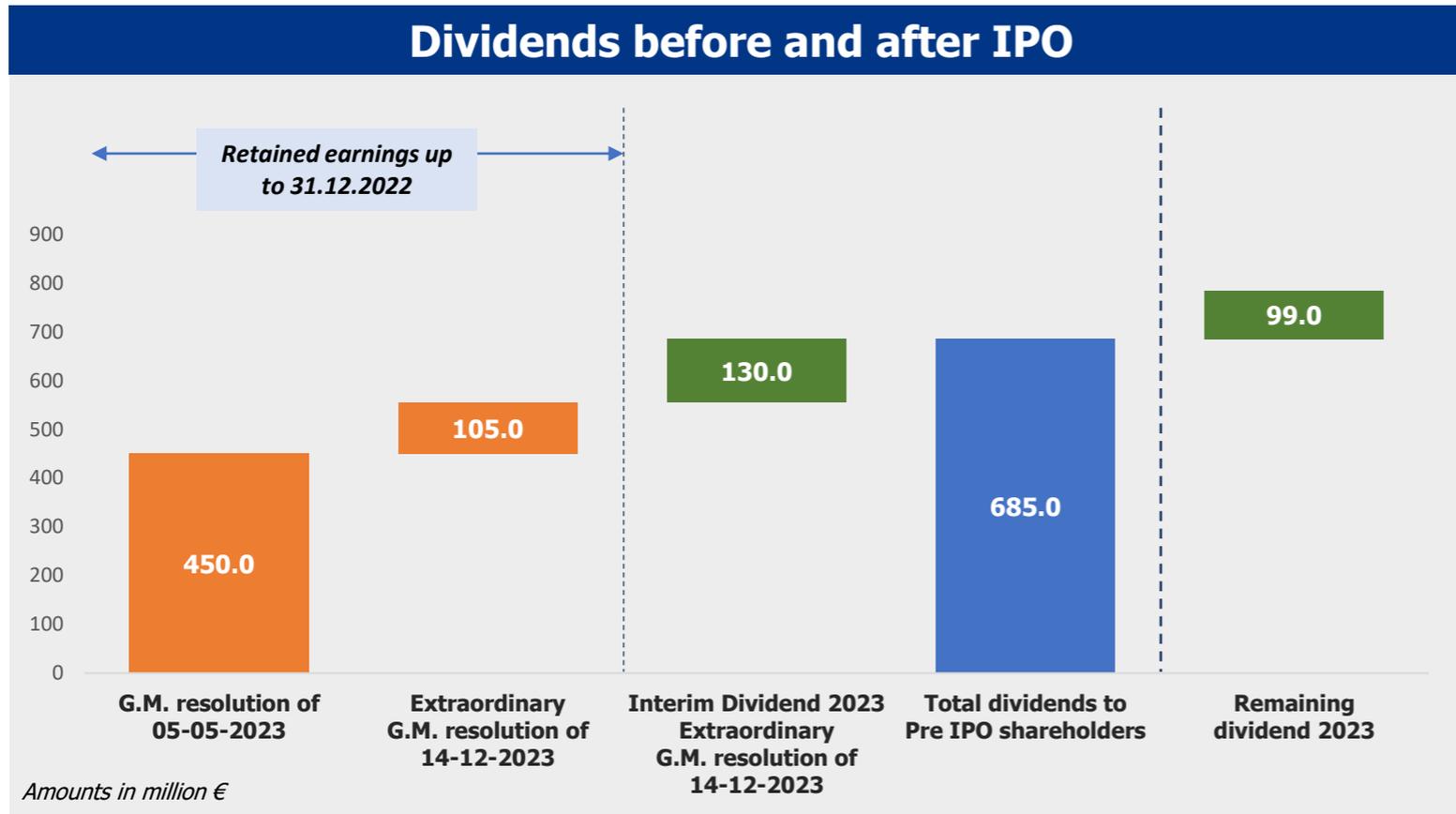
# AIA enjoys high profitability margins



(1) Including €11.8m (2019) and €1.3m (2022) ADF subsidy for borrowing costs, Grant of Rights fee of €15m for 2019, 2022 and 2023 and excluding Covid compensation of 20.0m in 2023.  
 (2) Include Covid compensation for both air and non-air revenue in 2023.  
 (3) Pro-forma for 300,000,000 shares.

**The proposal to the AGM is for a remaining gross DPS of €0.33 for FY 2023**

# Attractive dividend policy



- ✓ Remaining dividend per share €0.33
- ✓ Dividend yield of FY 2023 total dividend<sup>(1)</sup> at 9.3%<sup>(2)</sup>

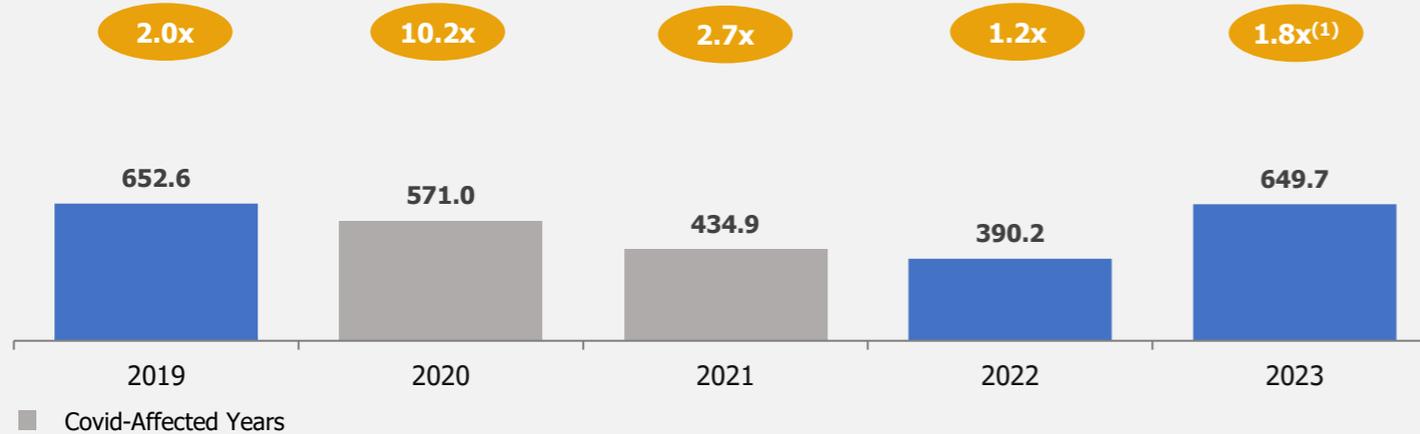
(1) For FY 2023, the Company has already distributed pre-IPO dividend of €130m or €0.433 per share to the pre-IPO shareholders and proposes a remaining dividend distribution of €99m or €0.33 per share to the post-IPO shareholders

(2) Calculation according to IPO price of €8.20

# Leverage at low levels of 1.8x end 2023

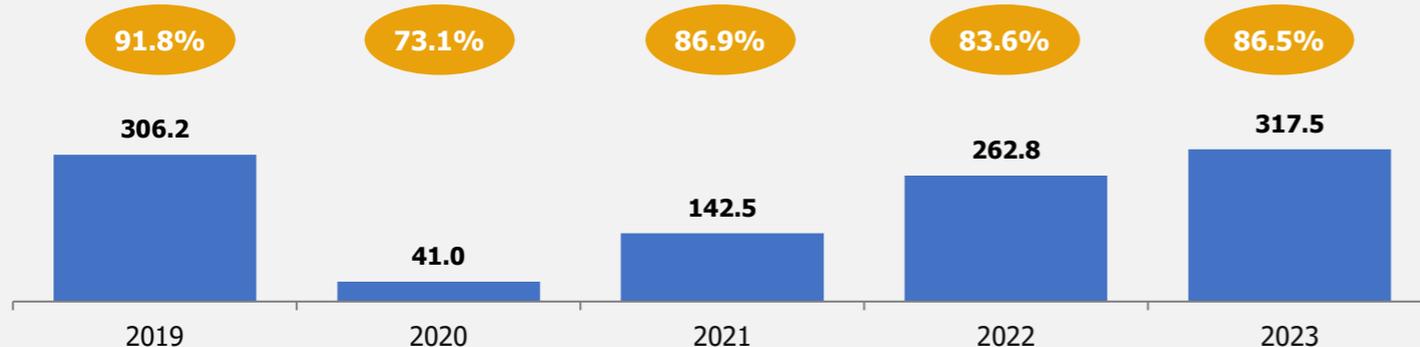
## Net Debt (€m)

Net Debt / Adj. EBITDA



## Free Cash Flow (€m)

% cash conversion



- AIA's principal **sources of liquidity** are cash from operating activities and bank loans
- 2023 leverage of **1.8x Net Debt to Adjusted EBITDA**
- Strong profitability accompanied with **healthy Cash Flow generation**
- 2023 **Free Cash Flow at €317.5m and 86.5% Cash Conversion**

(1) At 2.1x post interim dividend paid in Q1'24.

# Strategy & ESG



# Multiple Levers to Enable Long-Term Growth

## 1 Modest Air Activities Growth Anticipated from Carriers and Market

- ✓ Home carriers' expansion & development plans
- ✓ Closely monitoring dynamics of new / emerging markets
- ✓ Maintain competitive pricing policy - Realise the 15% allowed Regulatory Return on Equity

## 2 Opportunity to Increase Non-Air Activities Revenue

- Expansion of retail space (>60%)
- Construction of a multi-storey car park

## 3 A 3-Phase Master Plan Already Approved by the Regulator Underpins AIA's Growth Ambitions

- Master Plan **approved by HCAA**; additional required approvals streamlined
- **Relatively straightforward project** as no need for new runways or new land expropriation
- Athens International Airport believes that financing can be obtained from banks at **competitive rates**
- Design process of first phase up to **33m PAX is under way**

	Capex	Pax Capacity
33MAP By 2028	c.€650m <sup>(1)</sup>	26 → 33m
40MAP Mid.2030s <sup>(2)</sup>	€700m+ <sup>(1)</sup>	33 → 40m
50MAP		40 → 50m

(1) Company estimates based on business plan using 2022 prices.  
 (2) Contingent on traffic projections.

# Best-in-Class ESG Practices with Leading Environmental Performance



## Environment

### Low Carbon Frontrunner – Athens International Airport’s Route 2025 Roadmap

European Airports’ Net Zero Commitments



- **CO<sub>2</sub> emissions reduced by 60%** since 2005 and **45% of electricity needs provided by clean energy**
- **Carbon neutral since 2016**, currently accredited as **most ambitious** level of ACA (Level 4+ “Transition”)
- **81% recycling rate** across the airport
- Key initiatives to decarbonize include the **PV park construction, fleet revamp with electric vehicles where possible and ongoing heat pump feasibility study**
- Athens International Airport announced in 2019 its official commitment to achieve **Net Zero for its Scope 1 & 2 emissions** through its 2025 Roadmap
- On track with Route 2025 for **commitment to 100% net-zero carbon for electricity needs through on-site green PV production**



Sources: ACI Europe Resolution on 27 June 2023.

(1) Paris-Orly and Paris-Le Bourget airports.

(2) Paris-Charles de Gaulle Airport.

(3) 14 airports in Greece including Thessaloniki.

(4) Burgas and Varna airports.

# Outlook



# Outlook

- **Strong early 2024 traffic performance; traffic outlook revision post Q1'24 Financial Results**
- **Stable Aeronautical Charges & ADF; full replacement of ADF upon transition from €12/dep. pax to €3/dep. pax (Nov '24)**
- **Implementation of 33MAP is a key priority; ongoing operational measures and capacity optimisation projects**
- **Preparation underway to finance 33MAP and other mid-term maintenance and capacity optimization needs**
- **Exploit optimisation potential through new concepts in retail concessions and real estate development**
- **Deploy additional resource requirements to accommodate the high traffic levels at the best possible level of service**
- **Maintain high efficiency and healthy profitability margins (adj. EBITDA >60%)**
- **Award and commencement of construction 35.5MW and 82MWh ESS towards Net Zero target for Scope 1 and 2 emissions by 2025 ("Route 2025" Roadmap)**

# Disclaimer

Confidential



**IMPORTANT:** This document contains forward-looking statements that involve risks and uncertainties. These statements may generally, but not always, be identified by the use of words such as “outlook”, “guidance”, “expect”, “plan”, “intend”, “anticipate”, “believe”, “target” and similar expressions to identify forward-looking statements. All statements other than statements of historical facts, including, among others, statements regarding the future financial position and results of ATHENS INTERNATIONAL AIRPORT S.A. (“AIA” or the “Company”), the outlook for 2024 and future years as per AIA’s business strategy, the effects of global and local economic conditions, effective tax rates, future dividend distribution, and management initiatives regarding AIA’s business and financial conditions are forward- looking statements. Such forward-looking statements are subject to risks and uncertainties that may cause actual results to differ materially, because current expectations and assumptions as to future events and circumstances may not prove accurate. Actual results and events could differ materially from those anticipated in the forward- looking statements for many reasons, including potential risks described in AIA’s Annual Financial Report for the period January 1st until December 31<sup>st</sup>, 2023.

Although the Company believes that, as of the date of this document, the expectations reflected in the forward-looking statements are reasonable, we cannot assure you that our future results, level of activity, performance or achievements will meet these expectations. Moreover, neither the Company’s directors, employees, advisors nor any other person assumes responsibility for the accuracy and completeness of the forward-looking statements. After the date of this document, unless required by law to update these forward-looking statements, the Company will not necessarily update any of these forward- looking statements to adjust them either to actual results or to changes in expectations.

# Thank you

