



AÉROPORTS DE PARIS

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Paris, 13 November 2008

Aéroports de Paris

Quarterly financial information¹

Strong revenue growth in the first nine months of 2008: +11.2%²

At 30 September 2008:

- **Consolidated revenue growth was very strong, up 11.2% to €1,885 million, far outpacing passenger traffic growth (+1.5%)**
- **Buoyant momentum in Airport services (+8.7%), including strong growth in retailing (+9.5%), and in Real estate (+7.8%)**
- **Other activities (subsidiaries³ and joint ventures) continued to develop rapidly: +25.2%**

In third-quarter 2008:

- **Revenue growth rose a robust 9.3% to €671.3 million in the third quarter**

¹ This press release contains "quarterly financial information" for the third quarter of 2008 in the sense described in Book IV, Article L.451-1-2 of the French Monetary and Financial Code.

² Unless indicated otherwise, all percentages in this news release compare data for the first nine months of 2008 with comparable data from the year-earlier period.

³ Excluding Alyzia, a subsidiary attached to the Ground handling segment

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Cumulative consolidated revenue at 30 September 2008

(€ millions)	30/09/08	30/09/07	Change
Airport services	1,482.8	1,363.7	+8.7%
<i>Aeronautical fees</i>	590.0	549.8	+7.3%
<i>Ancillary fees</i>	107.4	80.8	+32.9%
<i>Commercial revenue</i>	185.7	169.6	+9.5%
<i>Car parks and access</i>	115.3	112.1	+2.8%
<i>Industrial services</i>	53.6	47.6	+12.5%
<i>Airport security tax</i>	295.7	279.1	+5.9%
<i>Rental revenue</i>	68.0	59.5	+14.2%
<i>Other revenue</i>	67.2	65.1	+3.2%
Real estate	155.5	144.3	+7.8%
Ground handling & other services	150.7	146.7	+2.7%
Other activities	290.4	232.0	+25.2%
Intersegment eliminations	-194.1	-191.2	+1.5%
Consolidated revenue	1,885.3	1,695.5	+11.2%

Quarterly consolidated revenue

(€ millions)	Q1 2008	Q1 2007	Change	Q2 2008	Q2 2007	Change
Airport services	458.0	414.9	+10.4%	499.4	457.4	+9.2%
Real estate	50.2	47.6	+5.4%	52.0	47.8	+8.7%
Ground handling & related services	47.0	43.4	+8.3%	50.4	50.1	+0.5%
Other activities	88.1	70.4	+25.1%	97.7	76.2	+28.2%
Intersegment eliminations	-62.9	-61.1	+2.9%	-65.8	-65.4	+0.7%
Total	580.4	515.2	+12.6%	633.6	566.2	+11.9%

(€ millions)	Q3 2008	Q3 2007	Change
Airport services	525.4	491.4	+6.9%
Real estate	53.3	48.9	+9.2%
Ground handling & related services	53.4	53.2	+0.3%
Other activities	104.6	85.4	+22.5%
Intersegment eliminations	-65.4	-64.7	+1.0%
Total	671.3	614.1	+9.3%

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Pierre Graff, Chairman and CEO of Aéroports de Paris, stated:

"Aéroports de Paris generated strong revenue growth of 11.2% in the first nine months of 2008, strongly outpacing passenger traffic growth (+1.5%). This excellent performance illustrates the Group's competitiveness, robust business model and growth potential in each of its business segments."

Key events during the period

Successful opening of the new T2E boarding lounge and the T2G regional terminal, with a nominal capacity opened of over 10 million passengers

- The new Terminal 2E boarding lounge at the Paris-Charles de Gaulle airport opened on 30 March 2008 with a nominal capacity of 7.4 million passengers. Services were extremely rapidly brought up to full cruising speed to accommodate summer passenger traffic under optimal conditions.
- The new T2G regional terminal was opened on 3 September 2008 with a nominal capacity of 3 million passengers. Dedicated to handling Schengen traffic, this terminal is specifically adapted to short and medium haul flights and is fully connected to the Paris-Charles de Gaulle hub.

These two new terminal areas represent a significant quality enhancement that strengthens the hub and competitiveness of the Paris-Charles de Gaulle airport.

Passenger traffic: +1.5% in the first nine months of 2008, the strongest growth among Europe's biggest airports

In the first nine months of 2008, Aéroports de Paris handled 67 million passengers. Passenger traffic was up 1.5% from the year-earlier period, despite various labour disputes in the air transportation sector at the beginning of the year and the world economic slowdown at the end of the period. These trends can be characterised as follows:

- Passenger traffic rose 2.3% to 46.8 million passengers at the Paris-Charles de Gaulle airport and contracted 0.4% to 20.2 million passengers at the Paris-Orly airport.
- Aéroports de Paris reported the strongest growth among the five biggest European airport groups.
- Traffic growth was mainly driven by international traffic (excluding Europe) and European traffic, up 3.9% and 2%, respectively. As these segments make the biggest contribution to revenue growth, they created a favourable mix effect:
 - International traffic (excluding Europe) rose 3.9% and accounted for 38.7% of total traffic in the first nine months. The main growth engines were North

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America (+4.4%), the Middle East (+8.9%), Africa (+3.1%) and Latin America (+9.6%). Traffic with the Asia/Pacific region increased 1.6%. Traffic with the French overseas territories declined 2.1%.

- European traffic increased 2% and accounted for 42.3% of total traffic during the period. The main growth engine was traffic on Schengen routes (+2.8%).
- In mainland France, domestic traffic contracted 3.9% (19% of total traffic in the first nine months) due to competition from rail transportation in a mature market.
- Low-cost carriers continued to report strong growth of 18.4%, bolstered by the development of easyJet and Transavia.com. This segment accounted for 11.5% of Aéroports de Paris' total traffic in the first nine months of 2008.

The number of aircraft movements increased 1.5%

The number of aircraft movements increased 1.5% to 595,578, in line with passenger traffic growth, with a 2.4% increase at Paris-Charles de Gaulle and a 0.6% decline at Paris-Orly. The average passenger load ratio stood at 74.1% in the first nine months of 2008, versus 74.9% in the same period in 2007. Average capacity held steady at 118 passengers per aircraft in the first nine months of 2008 compared to the year-earlier period.

Business aviation and cargo traffic

At Paris-Le Bourget, Europe's leading business aviation airport, traffic contracted by 4.4% to 50,229 movements in the first nine months.

The cargo activity (freight and mail) increased 2.3% with 1.81 million tons shipped⁴. Aéroports de Paris is the leader among European airports for cargo.

Event occurring after 30 September 2008: Alliance between Aéroports de Paris and Schiphol Group

On 21 October 2008, Aéroports de Paris and Schiphol Group announced their intention to create a leading global alliance in the airport industry through a long-term industrial cooperation agreement and an 8% cross shareholding.⁵

⁴ Aéroports de Paris estimate.

⁵ This transaction should be finalised by the end of November 2008, subject to obtaining the relevant recommendations, approvals and authorizations.

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Consolidated revenue growth is very robust (+11.2%), far surpassing traffic growth

For the first nine months of 2008, the Group reported consolidated revenues of €1,885.3 million, up a buoyant 11.2%. Growth can be attributed to several factors:

- Growth in passenger traffic and aircraft movements (+1.5%), with a favourable mix effect due to the increase in international traffic
- A price effect due to higher airport fees (albeit less than in the year-earlier period)
- The opening of new facilities (la Galerie Parisienne, the Terminal 2E boarding lounge and the 2G regional terminal)
- The increase in commercial revenues (+9.5%), buoyed by a major expansion plan for retail areas
- Rapid growth in the Real estate segment (+7.8%)
- Ongoing, rapid development of Other activities (diversification activities including international development, telecommunications and distribution), up 25.2%.

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Revenue growth by segment⁶

Airport services: revenue growth (+8.7%) far surpasses traffic growth (1.5%)

Revenue from **Airport services** rose 8.7% to €1,482.8 million in the first nine months of 2008. The biggest contributors to revenue growth were fees, commercial activities, the leasing of space in new facilities and industrial services:

- **Aeronautical fees** (passenger fees and aircraft landing, parking, fuelling and lighting fees) rose 7.3% to €590 million, thanks to several factors:
 - The increase in passenger traffic and aircraft movements (+1.5%) combined with a favourable mix effect
 - The increase in aeronautical fees by an average of 4.25% from 1 April 2007 and an average of 3.8% from 1 April 2008
 - The opening of new facilities in 2007 and 2008 substantially increased the number of aircraft contact stands, triggering strong growth of aircraft parking revenue (+18%).

- **Ancillary services**, a category consisting of ancillary fees (baggage handling, check-in counters, de-icing) and other services (VIP lounges, network leasing), generated revenues of €107.4 million (+32.9%). Growth was mainly driven by:
 - The increase in ancillary fees by an average of 4.25% from 1 April 2007 and by an average of 4.70% from 1 April 2008
 - The opening of new facilities at terminals 2E and 2G of the Paris-Charles de Gaulle airport (check-in counters, baggage sorting systems)
 - The relative increase in de-icing services due to very mild weather conditions in 2007
 - The creation of new ancillary fees for security badges⁷ and special services for passengers with disabilities or reduced mobility⁸, generating additional revenue of €11.2 million.

- **Commercial revenues** (shops, bars and restaurants, car rentals and advertising) increased 9.5% to €185.7 million:
 - Shops in restricted areas continued to report robust growth (+12.6%), lifted by greater international passenger traffic, the opening⁹ and renovation of

⁶ Before intersegment eliminations.

⁷ This fee is applicable since 1 January 2008 following a decision by the French government (previously the cost of manufacturing these badges was covered by the airport security tax). In first-quarter 2008, it was reported as "Other revenue" in the Airport Services segment. Since the first half of 2008, all 2008 revenues generated by this fee are now reported as ancillary fees.

⁸ As of 26 July 2008, according to a European Union regulation, airports are now responsible for accommodating persons with disabilities or reduced mobility. Previously, it was the airlines' responsibility. Aéroports de Paris took on this responsibility as of 22 July 2008.

⁹ La Galerie Parisienne, the 2E boarding lounge and 2G regional terminal.

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numerous retail areas¹⁰ combined with an enriched product offer and optimised management of passenger flows.

- Bar and restaurant revenues increased 3.7% over the period.
- **Car park and access** revenues increased 2.8% to €115.3 million. Excluding the effect of the loss of the STIF subsidy from the Ile de France transport union, which was eliminated with the start-up of the Paris-CDG Airport Shuttle on 1 April 2007, business grew 4.6%.
- Revenue from **industrial services** (such as power and water supply) increased 12.5% to €53.6 million. Sales of heating, air conditioning and cooling services as well as sales of power to EDF (cogeneration at the Paris-Charles de Gaulle airport) benefited from the indexing of prices to the increase in gas purchase prices. Volumes of thermal energy sold also increased due to colder weather conditions in the first quarter of 2008 than in the first quarter of 2007, and to the opening of new facilities.
- **Airport security tax** revenue, which mainly finances security-related activities, increased 5.9% to €295.7 million.
- **Rental revenue** (from leasing space in air terminals) rose 14.2% to €68.0 million. This strong growth is notably due to the leasing of new areas following the opening of new facilities and the indexing of leases on the cost of construction index (ICC), with the application of a 5.05% rate increase from 1 January 2008.
- **Other revenue** (invoicing or re-invoicing of various services) increased 3.2% to €67.2 million.

¹⁰ Partial reconfiguration of international passenger flows at Paris-Orly Sud, with the opening of three shops between December 2007 and mid February 2008 (additional retail space of about 1,000 m²), a new restaurant in April 2008 (about 300 m²), and renovation of the first three quarters of Terminal 1 at the Paris-Charles de Gaulle airport.

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Vigorous growth in the Real estate segment (excluding terminals): +7.8%

The Real estate segment consolidated its strong performance with a 7.8% increase in revenue to €155.5 million in the first nine months of 2008. The performance is the fruit of external revenue growth (+11.2% to 118.3 million) and reflects several trends:

- Dynamic commercial momentum with the marketing of the new GB2 cargo station at the Paris-Charles de Gaulle airport as of 1 July 2007, the GB1 cargo station at Paris-Orly as of June 2008, various other new leases and the development of services.
- The indexation of rent to the cost of construction index, up 5.05% at 1 January 2008 (after a 7.05% increase in 2007).

Ground handling and related services (+2.7%): restructuring is in progress

Segment revenues increased 2.7% to €150.7 million in the first nine months of 2008 compared to the same period in 2007.

The favourable impact of new contracts signed in 2007, which lifted segment revenue by 10.7% in the first half of 2007, has worn off. In this highly competitive business, the net impact of winning and losing various contracts was slightly negative for the period, although revenue grew slightly excluding these changes in scope. Restructuring is currently underway.

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Other activities (subsidiaries¹¹ and joint ventures) rise 25.2%: rapid development of diversification activities

Revenues from **Other activities** increased 25.2% to €290.4 million in the first nine months of 2008.

- Owned in partnership with Aelia, an expert in airport retailing, **Société de Distribution Aéroportuaire (SDA)** operates shops specialising in alcohol, tobacco, perfume and cosmetics in all of the Aéroport de Paris terminals as well as the gourmet food shops in terminal 2F and, since 1 January 2008, in terminals 2B and 2C. SDA revenue rose 14.8% to €134.8 million over the period¹². This very strong performance reflects the dynamic sales momentum of shops located in new, renovated or recent retail areas, especially in la Galerie Parisienne.
- **ADPi**, the engineering subsidiary specialising in international design, architecture and engineering services, continued to expand rapidly with revenue up 59.5% to €72.3 million. This growth reflects the subsidiary's successful commercial performance in 2007 (primarily projects at the Tripoli, Benghazi and Sebah airports in Libya, launched in 2007) and in 2008, notably the project to develop the King Abdulaziz International Airport in Jeddah, Saudi Arabia.
- **Hub Telecom**¹³, a specialist in telecommunications services for the transport sector, reported an 18.5% increase in revenues to €72 million (up 5.5% at constant scope). This strong growth mainly reflects the 12 July 2007 acquisition of the Lyon-based Hub Telecom Region¹⁴.
- **Aéroports de Paris Management**, the airport management subsidiary with stakes in other airport companies, staged another dynamic performance with revenues up 57% to €8.6 million. Two factors particularly contributed to this robust growth:
 - A 25-year operating contract for the Queen Alia Airport in Amman, Jordan signed in 2007 (start-up in November 2007)
 - The satisfactory performance of previous contracts: a high level of business in Egypt and Algeria (part of the compensation of management contracts is indexed to the level of business).

¹¹ Excluding Alyzia, a subsidiary attached to the Ground handling segment

¹² Aéroports de Paris's share reflecting its 50% proportional integration.

¹³ Hub Telecom proposes telephone and online solutions and mobile services such as WiFi and tracking technology.

¹⁴ Originally named BGI Technologie, renamed Hub Telecom Region on 15 May 2008.

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A conference call will be held this morning at 9 a.m. (Paris time)

- To listen live:
 - ✓ From France: + 33 (0) 1 72 26 06 12
 - ✓ Outside of France: + 44 (0) 207 098 0692
- A recording of the conference call will be available as of 12 noon (Paris time):
 - ✓ From France: dial +33 (0)1 72 28 01 49 and enter access code 23 11 35 #
 - ✓ Outside of France: dial +44 (0) 207 075 3214 and enter access code 23 11 35#

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- News release on revenue for the first nine months of 2008 (quarterly financial information): http://www.aeroportsdeparis.fr/Adp/en-GB/Groupe/Finance/CommunicationPresse/JulyDecember2008/trafic_juillet_2006.htm
- Presentation of revenue for the first nine months of 2008: <http://www.aeroportsdeparis.fr/Adp/en-GB/Groupe/Finance/Publications/Results+and+Revenues/>

Upcoming events:

- Full-year 2008 revenue: 13 February 2009
- Full-year 2008 results: 12 March 2009

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