Logistics - Austria



Hold (old: Hold) 20.02.2024

EUR 52.00 (old: EUR 52.00)

Taking off well into the year; chg. ests.

Topic: FWAG released January traffic results last week, which came in better than expected. Moreover, the Athens International Airport IPO gives a read across for FWAG's valuation.

Strong start into the year: In January, the group started strongly into the year with double digit passenger growth of 12% yoy to 2.33m passengers (vs. eNuW: 2.11m). Noteworthy is the strong growth in Vienna's long-haul destinations, with growth rates for North America of 22% yoy and Far East of 26% yoy, but also ongoing momentum of the most important destination of Western Europe (+12.5% yoy; 35% of VIE passengers)

Passenger momentum expected to slow down: Going forward, we expect the strong momentum to slow down, as the strong recovery of FY23 created a high comparable base. All in all, we expect **passenger growth rates to decrease to low single digits for the next months**, with an average growth of 3.4% for FY24e (see p. 2).

Top-line growth to remain strong: With a 3.4% pax growth (eNuW) and a 9.7% airport fee increase (c. 40% of group sales), FWAG looks set to continue FY'24e with **strong sales growth of 9.6%** (eNuW). On the other hand, **margins seem to have reached cruising altitude**, meaning that earnings growth should mainly stem from further top-line growth, going forward.

CAPEX cycle officially started: Last week, FWAG officially started the construction of the southern Terminal expansion and expects total CAPEX of € 420m (eNuW: € 503m) for this project. The terminal should add c. 30k sqm of additional shopping and restaurant areas, which should lead to **incremental revenues of c. € 1 per passenger** (i.e., € 33m incremental sales in FY'27e), once fully up and running.

Cross-read from Greece: On Feb. 7th, Athen International Airport SA (AIA) successfully went public, showing a current FY24e valuation of **4.8x EV/sales** and **7.7x EV/EBITDA**. Compared to FWAG, this implies a fair peer valuation on EV/sales (FWAG: 4.2x), whereas on EV/EBITDA FWAG trades on a slight premium (9.4x EV/EBITDA). This should hoewever stem from AIA's higher profitability due to outsourcing of key handling activities. (see p. 2 for full peer group analysis)

Hence, we reiterate our **HOLD recommendation** with an unchanged **PT of € 52.00**, based on DCF.

Y/E 31.12 (EUR m)	2020	2021	2022	2023e	2024e	2025e
Sales	333.7	407.0	692.7	887.4	972.6	1,010.6
Sales growth	-61.1%	22.0%	70.2%	28.1%	9.6%	3.9%
EBITDA	54.1	154.4	295.9	386.6	430.3	452.1
Net debt (if net cash=0)	227.2	150.7	-149.1	-273.6	-330.5	-340.2
FCF	-122.1	45.1	277.1	189.0	168.4	146.1
Net Debt/EBITDA	4.2	1.0	0.0	0.0	0.0	0.0
EPS pro forma	-0.77	0.05	1.26	1.90	2.32	2.55
EBITDA margin	16.2%	37.9%	42.7%	43.6%	44.2%	44.7%
ROCE	-4.4%	1.1%	9.1%	13.8%	15.3%	15.4%
EV/sales	13.8	11.1	6.1	4.6	4.2	4.0
EV/EBITDA	85.1	29.3	14.3	10.6	9.4	8.9
PER	-65.0	1027.5	39.9	26.4	21.6	19.6
Adjusted FCF yield	1.0%	3.5%	7.9%	7.2%	7.2%	7.6%

Source: Company data, NuWays, Close price as of 16.02.2024



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Share price (in €)	49.60
Market cap (in € m)	4208.0
Number of shares (in m pcs)	83.9
Enterprise value (in € m)	4051.4
Ø trading volume (6 months)	7,985

Market data

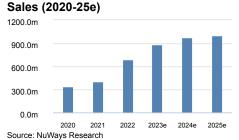
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Bloomberg	FLU AV							
Reuters	VIEV.VI							
WKN	A2AMK9							
ISIN	AT00000VIE62							

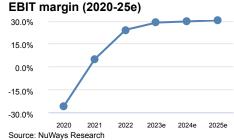
Key shareholders					
IFM	43.4%				
State of Lower Austria	20.0%				
City of Vienna	20.0%				
Employee Foundation	10.0%				
Free Float	6.6%				

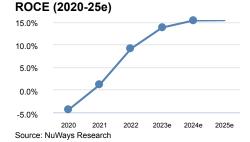
Estimates changes							
	<u>2023e</u>	<u>2024e</u>	<u>2025e</u>				
Sales	0%	1%	1%				
EBIT	0%	3%	3%				
EPS	0%	3%	2%				

Comment on changes

 We increase our FY'24e & FY25e passenger estimates, leading to increase in sales, EBIT and EPS.







Company description

Flughafen Wien AG is the operator of Vienna International Airport VIE and holds strategic investments in the international airports Malta and Kosice.

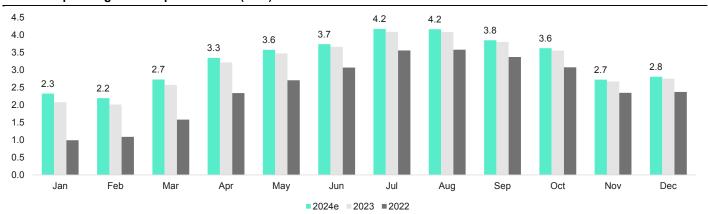
Guidance

- Sales: sign. above € 830m
- EBITDA: sign. above €325m
- Net Income: sign. above € 150m

Update - 20.02.2024



Estimated passenger development 2024e (in m)



Source: Company data, NuWays

		EV / Sales			EV/EBIT			PER		
Peer Group Analysis				2023e			2023e			
Fraport	3.7x	3.5x	3.4x	20.3x	17.2x	15.4x	12.9x	10.6x	9.4x	
Zurich Airport	5.6x	5.3x	5.0x	18.1x	16.2x	14.9x	20.2x	18.1x	16.9x	
AENA	6.4x	58.8x	5.6x	16.2x	14.0x	13.1x	17.6x	15.8x	14.7x	
Aeroports de Paris	3.7x	3.5x	3.3x	17.5x	17.7x	15.6x	19.5x	22.9x	18.8x	
Athens International Airport	4.9x	4.8x	5.0x	n.a.	n.a.	n.a.	12.8x	12.1x	14.6x	
Flughafen Wien AG	4.5x	4.1x	4.0x	15.7x	13.7x	13.1x	25.8x	21.1x	19.2x	
Median (without FWAG)	4.9x	4.8x	5.0x	17.8x	16.7x	15.1x	17.6x	15.8x	14.7x	
Discount (-) / Premium (+)	-8%	-14%	-20%	-12%	-18%	-14%	47%	34%	31%	
Implied fair value	53.1	57.0	61.1	55.7	59.6	56.8	33.4	36.7	37.5	
average fair value				•	50.1		•			

Source: MarketMap, Company data, NuWays

Update - 20.02.2024



Financials

Profit and loss (EUR m)	2020	2021	2022	2023e	2024e	2025
et sales	333.7	407.0	692.7	887.4	972.6	1,010
ales growth	-61.1%	22.0%	70.2%	28.1%	9.6%	3.9
crease/decrease in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0
otal sales	333.7	407.0	692.7	887.4	972.6	1,010
ther operating income	7.5	23.8	20.3	9.0	10.0	10
aterial expenses	29.3	29.8	44.5	55.9	65.0	68
ersonnel expenses	202.9	196.7	272.3	331.8	355.9	368
ther operating expenses	54.9	49.9	100.3	122.1	131.4	131
otal operating expenses	279.6	252.6	396.8	500.8	542.3	558
BITDA	54.1	154.4	295.9	386.6	430.3	45
epreciation	132.5	134.1	131.1	130.5	142.3	14
BITA	-78.5	20.3	164.9	256.1	288.0	30
mortisation of goodwill	0.0	0.0	0.0	0.0	0.0	
mortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	(
pairment charges	8.0	0.4	-2.3	0.0	0.0	
BIT (inc revaluation net)	-86.5	20.0	167.2	256.1	288.0	30
terest income	2.2	2.0	4.4	11.0	11.1	1
terest expenses	15.7	13.1	13.5	19.3	2.8	
vestment income	-1.0	0.7	-0.2	0.6	0.0	
nancial result	-14.4	-10.4	-9.3	-7.7	8.3	
ecurring pretax income from continuing operations	-100.9	9.5	157.9	248.4	296.2	31
traordinary income/loss	0.0	0.0	0.0	0.0	0.0	
irnings before taxes	-100.9	9.5	157.9	248.4	296.2	31
come tax expense	-25.2	2.9	29.8	66.8	74.1	7
et income from continuing operations	-75.7	6.6	128.1	181.6	222.2	24
come from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	
et income	-75.7	6.6	128.1	181.6	222.2	24
inority interest	-3.0	2.9	20.2	22.3	27.3	3
et profit (reported)	-72.8	3.7	107.9	159.3	194.9	21
verage number of shares	83.9	83.9	83.9	83.9	83.9	8
PS reported	-0.87	0.04	1.29	1.90	2.32	2
Опоролог	0.07	0.01	11.20	1100		_
ofit and loss (common size)	2020	2021	2022	2023e	2024e	202
et sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.
es growth	-61.1%	22.0%	70.2%	28.1%	9.6%	3.
crease/decrease in finished goods and work-in-process	0.0%	0.0%	0.0%	0.0%	0.0%	0.
tal sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.
her operating income	2.2%	5.8%	2.9%	1.0%	1.0%	1.
aterial expenses	8.8%	7.3%	6.4%	6.3%	6.7%	6.
ersonnel expenses	60.8%	48.3%	39.3%	37.4%	36.6%	36.
ther operating expenses	16.4%	12.3%	14.5%	13.8%	13.5%	13.
ital operating expenses	83.8%	62.1%	57.3%	56.4%	55.8%	55.
BITDA	16.2%	37.9%	42.7%	43.6%	44.2%	44.
epreciation	39.7%	32.9%	18.9%	14.7%	14.6%	14.
BITA	-23.5%	5.0%	23.8%	28.9%	29.6%	30.
nortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.
nortisation of intangible assets						
	0.0%	0.0%	0.0%	0.0%	0.0%	0.
pairment charges	2.4%	0.1%	-0.3%	0.0%	0.0%	0.
BIT (inc revaluation net)	-25.9%	4.9%	24.1%	28.9%	29.6%	30.
terest income	0.7%	0.5%	0.6%	1.2%	1.1%	1.
terest expenses	4.7%	3.2%	1.9%	2.2%	0.3%	0.
vestment income	-0.3%	0.2%	-0.0%	0.1%	0.0%	0.0
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neg.

-30.2%

-30.2%

24.9%

-22.7%

-22.7%

-0.9%

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neg.

2.3%

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2.3%

30.4%

1.6%

0.0%

1.6%

0.7%

0.9%

Net profit (reported)
Source: Company data, NuWays

Financial result

Tax rate

Net income

Minority interest

Extraordinary income/loss

Earnings before taxes

Recurring pretax income from continuing operations

Net income from continuing operations

Income from discontinued operations (net of tax)

NuWays AG 3

neg.

22.8%

22.8%

18.9%

18.5%

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18.5%

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neg.

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26.9%

20.5%

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1.0% **31.4%**

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31.4%

23.0%

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3.0%

21.2%

Update - 20.02.2024



Balance sheet (EUR m)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	166.6	165.6	159.2	162.2	165.2	168.2
Property, plant and equipment	1,469.0	1,403.9	1,339.2	1,308.7	1,376.4	1,446.6
Financial assets	247.1	191.8	189.5	189.5	189.5	189.5
FIXED ASSETS	1,882.6	1,761.3	1,687.9	1,660.4	1,731.0	1,804.2
Inventories	5.9	6.4	7.3	9.4	10.3	10.7
Accounts receivable	60.3	110.7	100.7	109.4	119.9	124.6
Other assets and short-term financial assets	3.8	14.2	0.0	0.0	0.0	0.0
Liquid assets	220.7	181.3	429.0	328.6	385.5	395.2
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	290.7	312.5	537.1	447.3	515.7	530.5
TOTAL ASSETS	2,173.3	2,073.8	2,224.9	2,107.7	2,246.7	2,334.7
SHAREHOLDERS EQUITY	1,203.9	1,210.0	1,323.6	1,418.3	1,501.7	1,579.4
MINORITY INTEREST	101.6	1,210.0	124.9	1,416.3	1,301.7	204.5
Provisions for pensions and similar obligations	170.3	104.5 167.4	173.9	173.9	174.5	204.5 173.9
Other provisions and accrued liabilities	67.7	63.4	69.3	69.3	69.3	69.3
Short-term liabilities to banks	142.4	51.3	09.3 25.0	0.0	0.0	0.0
Accounts payable	26.6	29.8	35.3	43.8	48.0	49.8
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	125.3	132.0	158.8	155.8	155.8	155.8
Deferred taxes	29.7	26.8	27.2	27.2	27.2	27.2
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT LIABILITIES	151.9	161.8	194.1	199.6	203.8	205.7
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	2,173.3	2,073.8	2,224.9	2,107.7	2,246.7	2,334.7
Balance sheet (common size)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	7.7%	8.0%	7.2%	7.7%	7.4%	7.2%
Property, plant and equipment	67.6%	67.7%	60.2%	62.1%	61.3%	62.0%
Financial assets	11.4%	9.2%	8.5%	9.0%	8.4%	8.1%
FIXED ASSETS	86.6%	84.9%	75.9%	78.8%	77.0%	77.3%
Inventories	0.3% 2.8%	0.3% 5.3%	0.3% 4.5%	0.4%	0.5%	0.5%
Accounts receivable	2.6% 0.2%	0.7%	4.5% 0.0%	5.2% 0.0%	5.3% 0.0%	5.3% 0.0%
Other assets and short-term financial assets	10.2%	8.7%	19.3%	15.6%	17.2%	16.9%
Liquid assets Deferred taxes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Deferred charges and prepaid expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT ASSETS	13.4%	15.1%	24.1%	21.2%	23.0%	22.7%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
TOTAL AGGETS	100.0 /6	100.0 /6	100.0 /6	100.0 /6	100.0 /6	100.0 /6
SHAREHOLDERS EQUITY	55.4%	58.3%	59.5%	67.3%	66.8%	67.7%
MINORITY INTEREST	4.7%	5.0%	5.6%	7.0%	7.8%	8.8%
Provisions for pensions and similar obligations	7.8%	8.1%	7.8%	8.3%	7.7%	7.4%
Other provisions and accrued liabilities	3.1%	3.1%	3.1%	3.3%	3.1%	3.0%
Short-term liabilities to banks	6.6%	2.5%	1.1%	0.0%	0.0%	0.0%
Accounts payable	1.2%	1.4%	1.6%	2.1%	2.1%	2.1%
A diversion in a contract of the contract of t	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Advance payments received on orders						0.70/
	5.8%	6.4%	7.1%	7.4%	6.9%	6.7%
Other liabilities (incl. from lease and rental contracts) Deferred taxes		6.4% 1.3%	7.1% 1.2%	7.4% 1.3%	6.9% 1.2%	
Other liabilities (incl. from lease and rental contracts)	5.8%					1.2%
Deferred taxes	5.8% 1.4%	1.3%	1.2%	1.3%	1.2%	6.7% 1.2% 0.0% 8.8% 100.0%

Source: Company data, NuWays

Update - 20.02.2024



Cash flow statement (EUR m)	2020	2021	2022	2023e	2024e	2025e
Net profit/loss	-95.4	17.9	137.4	181.6	222.2	244.2
Depreciation of fixed assets (incl. leases)	132.5	134.1	131.1	130.5	142.3	144.8
Amortisation of goodwill & intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Others	-0.4	0.0	0.0	0.0	0.0	0.0
Cash flow from operating activities	-80.0	47.7	278.6	233.0	321.4	299.1
Increase/decrease in inventory	0.3	-0.4	-0.9	-2.1	-0.9	-0.4
Increase/decrease in accounts receivable	28.1	-55.2	12.2	-8.7	-10.5	-4.7
Increase/decrease in accounts payable	0.0	0.0	38.6	8.5	4.2	1.9
Increase/decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	28.4	-55.7	49.9	-2.2	-7.2	-3.2
Cash flow from operating activities	-23.0	105.7	337.6	292.0	381.4	364.1
CAPEX	99.2	60.7	60.5	103.0	213.0	218.0
Payments for acquisitions	0.0	0.1	0.0	0.0	0.0	0.0
Financial investments	-85.2	-15.2	287.8	-73.8	55.0	25.0
Income from asset disposals	36.5	6.7	43.9	0.0	0.0	0.0
Cash flow from investing activities	22.5	-38.8	-304.5	-29.2	-268.0	-243.0
Cash flow before financing	-0.5	66.9	33.1	198.2	2.0	-15.3
Increase/decrease in debt position	91.9	-116.4	-51.6	-224.9	0.0	0.0
Purchase of own shares	2.7	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0 111 5	0.0 136.4
Dividends paid Others	0.0	0.0	0.0	64.6	111.5	
Others	-0.4	0.0	0.0	0.0	0.0	0.0 0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	
Cash flow from financing activities	88.8	-116.4	-51.6	-289.4	-111.5	-136.4
Increase/decrease in liquid assets	88.3	-49.5	-18.4	-26.6	2.0	-15.3
Liquid assets at end of period	161.7	112.2	93.8	67.2	69.1	53.8
Key ratios (EUR m)	2020	2021	2022	2023e	2024e	2025e
P&L growth analysis	2020	2021	2022	20236	20246	20236
Sales growth	-61.1%	22.0%	70.2%	28.1%	9.6%	3.9%
EBITDA growth	-85.9%	185.5%	91.7%	30.6%	11.3%	5.1%
EBIT growth	-134.3%	-123.1%	737.8%	53.2%	12.4%	6.7%
EPS growth	-145.9%	-105.1%	2787.8%	47.6%	22.4%	9.9%
Efficiency	-143.370	-103.170	2707.070	47.070	22.4 /0	3.370
Sales per employee	61.2	83.8	147.2	184.0	196.5	204.2
EBITDA per employee	9.9	31.8	62.9	80.2	86.9	91.3
No. employees (average)	5,452	4,858	4,704	4,823	4,950	4,950
Balance sheet analysis	3,432	4,030	4,704	4,023	4,930	4,330
Avg. working capital / sales	14.3%	17.7%	8.1%	9.1%	8.0%	7.9%
Inventory turnover (sales/inventory)	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable turnover	65.9	99.3	53.1	45.0	45.0	45.0
Accounts payable turnover	29.1	26.7	18.6	18.0	18.0	18.0
Cash flow analysis	29.1	20.7	10.0	10.0	10.0	10.0
Free cash flow	-122.1	45.1	277.1	189.0	168.4	146.1
Free cash flow/sales	-36.6%	11.1%	40.0%	21.3%	17.3%	14.5%
FCF / net profit	128.0%	252.6%	201.7%	104.1%	75.8%	59.8%
Capex / sales						
Solvency	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Net debt	227.2	150.7	-149.1	-273.6	-330.5	-340.2
Net Debt/EBITDA	4.2	1.0	-149.1 0.0	-273.6 0.0	-330.5 0.0	-340.2
	0.0%	0.0%	59.9%	70.0%	70.0%	70.0%
Dividend payout ratio						
Interest paid / avg. debt	3.9%	3.8%	3.7%	10.0%	1.7%	5.2%
Returns ROCE	-4.4%	1.1%	9.1%	13.8%	15.3%	15.4%
ROE	-6.0%	0.3%	8.2%	11.2%	13.0%	13.6%
Adjusted FCF yield	1.0%	3.5%	7.9% 1.5%	7.2%	7.2%	7.6%
Dividend yield	0.0%	0.0%	1.5%	2.6%	3.2%	3.6%
DPS	0.0	0.0	0.8	1.3	1.6	1.8
EPS reported	-0.87	0.04	1.29	1.90	2.32	2.55
Average number of shares	83.9	83.9	83.9	83.9	83.9	83.9
Valuation ratios	0.5	^ -	2.0	2.0	0.0	0.7
P/BV	3.5	3.5	3.2	3.0	2.8	2.7
EV/sales	13.8	11.1	6.1	4.6	4.2	4.0
EV/EBITDA	85.1	29.3	14.3	10.6	9.4	8.9
EV/EBIT	-53.3	226.8	25.3	16.0	14.1	13.2
Source: Company data, NuWays						

Update - 20.02.2024



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Company	Disclosures
Flughafen Wien AG	2

Historical target price and	d rating changes for Flughafe	en Wien AG			
Company	Date	Analyst	Rating	Target Price	Close
Flughafen Wien AG	18.01.2024	Wendisch, Henry	Hold	EUR 52.00	EUR 49.55
	16.11.2023	Wendisch, Henry	Hold	EUR 46.00	EUR 49.70
	14.07.2023	Wendisch, Henry	Hold	EUR 45.00	EUR 46.65
	13.06.2023	Wendisch, Henry	Hold	EUR 45.00	EUR 44.85
	12.06.2023	Wendisch, Henry	Hold	EUR 44.00	EUR 45.20

Update - 20.02.2024



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The adj. FCF method is based on the assumption that investors purchase assets only at a price (enterprise value) at which the operating cash flow return after taxes on this investment exceeds their opportunity costs in the form of a hurdle rate of 7.5%. The operating cash flow is calculated as EBITDA less maintenance capex and taxes.

Within the framework of the DCF approach, the future free cash flows are calculated initially on the basis of a fictitious capital structure of 100% equity, i.e. interest and repayments on debt capital are not factored in initially. The adjust-

ment towards the actual capital structure is done by discounting the calculated free cash flows with the weighted average cost of capital (WACC), which takes into account both the cost of equity capital and the cost of debt. After discounting, the calculated total enterprise value is reduced by the interest-bearing debt capital in order to arrive at the equity value.

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According to Article 4(1) No. i of the delegated regulation 2016/958 supplementing regulation 596/2014 of the European Parliament, further information regarding investment recommendations of the last 12 months are published under: www.nuways-ag.com

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