

## ZRH Commercial Activities (Retail, Duty Free and Food & Beverage)

### Commercial turnover (provisional figures for current month)

Full year figures (Jan - Dec)

Investor Relations

|                                                                                                    | June<br>2015 | YTD<br>2015 | 2014  | 2013  | 2012  | 2011  | 2010  | 2009   | 2008  | 2007  |
|----------------------------------------------------------------------------------------------------|--------------|-------------|-------|-------|-------|-------|-------|--------|-------|-------|
| <b>Development of turnover (net sales to consumers) in shops and restaurants at Zurich Airport</b> |              |             |       |       |       |       |       |        |       |       |
| Total turnover, m CHF                                                                              | 45.7         | 253.4       | 541.4 | 537.6 | 517.2 | 479.2 | 481.9 | 458.7  | 481.1 | 435.1 |
| <i>Change versus previous year</i>                                                                 | -2.6%        | -1.6%       | 0.8%  | 3.9%  | 7.9%  | -0.6% | 5.1%  | -4.7%  | 10.6% | 11.4% |
| Airside                                                                                            |              |             |       |       |       |       |       |        |       |       |
| <i>Change versus previous year</i>                                                                 | -4.4%        | -5.8%       | 2.0%  | 6.9%  | 14.9% | -0.9% | 3.3%  | -10.3% | 7.2%  | 16.1% |
| Landside                                                                                           |              |             |       |       |       |       |       |        |       |       |
| <i>Change versus previous year</i>                                                                 | 0.0%         | 4.1%        | -0.8% | 0.3%  | 0.3%  | -0.2% | 7.2%  | 2.8%   | 15.4% | 5.4%  |

### turnover (net sales) per departing passenger (pax)

|                                          |       |       |       |      |       |       |       |       |      |       |
|------------------------------------------|-------|-------|-------|------|-------|-------|-------|-------|------|-------|
| Commercial turnover / departing pax, CHF | 39.5  | 41.5  | 42.5  | 43.2 | 41.7  | 39.4  | 42.1  | 41.8  | 43.5 | 42.0  |
| <i>Change versus previous year</i>       | -3.3% | -4.2% | -1.6% | 3.7% | 5.9%  | -6.4% | 0.7%  | -3.9% | 3.8% | 3.3%  |
| Airside                                  |       |       |       |      |       |       |       |       |      |       |
| <i>Change versus previous year</i>       | -5.1% | -8.3% | -0.4% | 6.6% | 12.7% | -6.9% | -1.0% | -9.6% | 0.6% | 7.7%  |
| Landside                                 |       |       |       |      |       |       |       |       |      |       |
| <i>Change versus previous year</i>       | -0.8% | 1.4%  | -3.2% | 0.0% | -1.6% | -6.2% | 2.7%  | 3.6%  | 8.3% | -2.2% |