

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

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

Full year figures (Jan - Dec)

Investor Relations

|  | October<br>2014 | YTD<br>2014 |
|--|-----------------|-------------|
|--|-----------------|-------------|

|  | 2013 | 2012 | 2011 | 2010 | 2009 | 2008 | 2007 | 2006 |
|--|------|------|------|------|------|------|------|------|
|--|------|------|------|------|------|------|------|------|

### Development of turnover (net sales to consumers) in shops and restaurants at Zurich Airport

|                             |       |       |       |       |       |       |        |       |       |       |
|-----------------------------|-------|-------|-------|-------|-------|-------|--------|-------|-------|-------|
| Total turnover, m CHF       | 46.9  | 449.1 | 537.6 | 517.2 | 479.2 | 481.9 | 458.7  | 481.1 | 435.1 | 390.8 |
| Change versus previous year | 2.7%  | 0.3%  | 3.9%  | 7.9%  | -0.6% | 5.1%  | -4.7%  | 10.6% | 11.4% | 11.7% |
| Airside                     |       |       |       |       |       |       |        |       |       |       |
| Change versus previous year | 5.6%  | 1.7%  | 6.9%  | 14.9% | -0.9% | 3.3%  | -10.3% | 7.2%  | 16.1% | 13.6% |
| Landside                    |       |       |       |       |       |       |        |       |       |       |
| Change versus previous year | -1.6% | -1.6% | 0.3%  | 0.3%  | -0.2% | 7.2%  | 2.8%   | 15.4% | 5.4%  | 9.4%  |

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

|                                          |       |       |      |       |       |       |       |      |       |      |
|------------------------------------------|-------|-------|------|-------|-------|-------|-------|------|-------|------|
| Commercial turnover / departing pax, CHF | 39.2  | 41.2  | 43.2 | 41.7  | 39.4  | 42.1  | 41.8  | 43.5 | 42.0  | 40.6 |
| Change versus previous year              | -2.6% | -2.0% | 3.7% | 5.9%  | -6.4% | 0.7%  | -3.9% | 3.8% | 3.3%  | 3.9% |
| Airside                                  |       |       |      |       |       |       |       |      |       |      |
| Change versus previous year              | 0.1%  | -0.6% | 6.6% | 12.7% | -6.9% | -1.0% | -9.6% | 0.6% | 7.7%  | 5.6% |
| Landside                                 |       |       |      |       |       |       |       |      |       |      |
| Change versus previous year              | -6.7% | -3.8% | 0.0% | -1.6% | -6.2% | 2.7%  | 3.6%  | 8.3% | -2.2% | 1.7% |