

## Drivers of growth

General economic upturn  
and low oil prices

Finland's appeal as a  
travel destination

Lapland is increasingly popular as a tourist  
destination: changes from international routes  
to domestic routes

Growth in passenger capacity  
and high occupancy rates

Finavia succeeding in strategy  
execution and airline sales

## Group's key indicators

	2016	2015
Revenues, MEUR	380.9	353.1
Operating profit excluding non-recurring items, MEUR	55.1	55.7
Operating profit excluding non-recurring items, %	14.5	15.8
Operating margin excluding non-recurring items, MEUR	114.8	104.8
Result for the financial period, MEUR*	28.3	40.0
Cash flow from business operations, MEUR**	97.7	75.1
Investments, MEUR***	182.8	169.6
Return on equity, %*	4.8	7.1
Return on investments, %*	5.0	7.0
Equity ratio, %*	58.9	60.5
Net gearing, %*	38.8	24.8
Total passenger volume, millions of passengers	20.8	20.1
Personnel average, full time equivalent	2,394	2,317

\* Reference data for 2015 presented in accordance with the statement issued in December 2016 by the Accounting Board to companies reporting according to Finnish accounting practices concerning the way in which derivatives are entered into the books.

\*\* Cash flow from business operations does not include the cash flow effect from the closing of non-hedging structured interest derivatives in 2015. The effect is presented in the financing cash flow.

\*\*\* Includes the acquisition of the shares of KOY Lentäjäntie 1 on 1 December 2015.

# FINAVIA'S KEY FIGURES AND ACHIEVEMENTS 2016

Efficiency and  
passenger volumes  
at record level

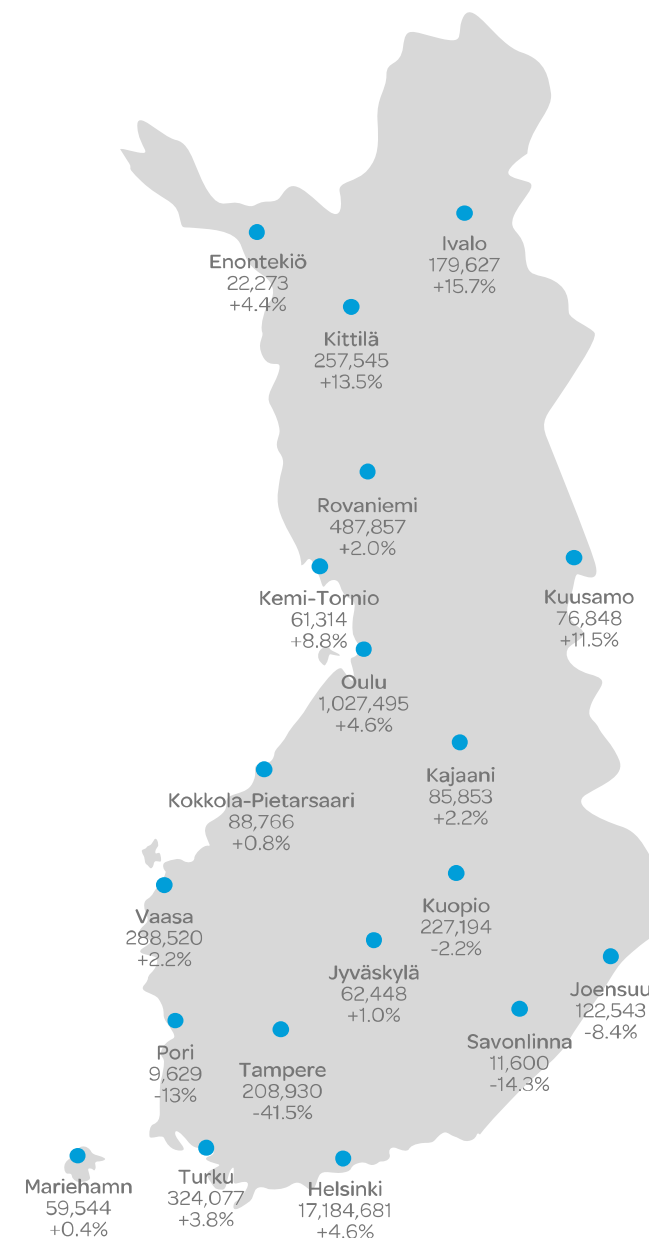
## Total passenger volumes

20.8  
million +3.5%

Passenger volumes in domestic traffic  
5.4 million +3.3%

Passenger volumes in  
international traffic  
15.4 million  
+3.6%

## Finavia's airports and their passenger volumes



## Strategy

### VISION

Providing airlines and passengers with world-class services



### MAIN OBJECTIVES

- Satisfied customers
- Attractive workplace
- Profitable growth

### OPERATIONAL PRIORITIES

- Making Helsinki Airport the number one transfer airport in the Nordic area
- Improving the competitiveness of the airport network
- Making airports attractive shopping locations

## Development of business operations

### HELSINKI AIRPORT AND NETWORK AIRPORTS

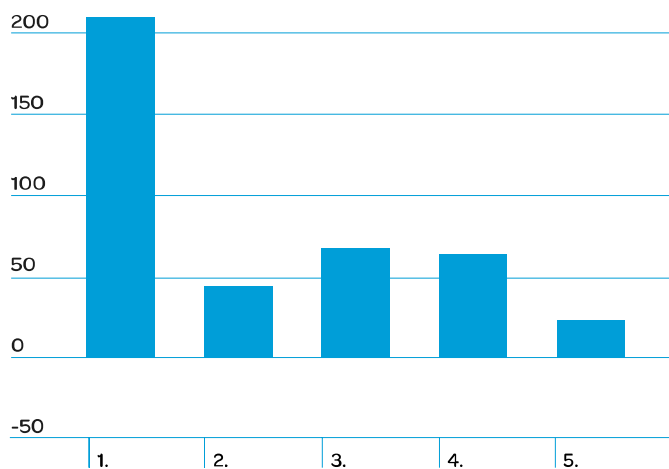
- The Helsinki Airport development programme, worth a total of EUR 900 million, is continuing as planned: The expansion of the P5 car park was completed and the non-Schengen terminal extension was started.
- We will continue the network airport investment programme, which aims at improving the infrastructure and service quality at main regional airports. In 2016, our focus was on improving airports in Lapland.
- Finavia is preparing the incorporation of air navigation services and making the services into an independent company.

### SUBSIDIARIES

- The growth in Airpro's revenues was the result of investments in ground handling services and security control, as well as the extension of the contract to deliver ground handling services for Norwegian, to Helsinki Airport.
- Most of the growth in the revenues of Lentoasemäkiinteistö was generated by rental income from the real estate purchased in December 2015.

Investments are on schedule

### Revenues by business



1. Helsinki Airport  
EUR 210.0 million  
(2015: 195.2) +7.6%

2. Airport network  
EUR 44.5 million  
(2015: 43.9) +1.2%

3. Air navigation services  
EUR 67.5 million  
(2015: 66.7) +1.2%

4. Airpro business\*  
EUR 63.9 million  
(2015: 55.4) +15.3%

5. Real estate business\*  
EUR 23.3 million  
(2015: 17.3) +34.2%

\*Finavia's subsidiary

## Investments

2016 EUR  
183 million

total investments

Finavia's investments accounted for

5 %

of all fixed investments by manufacturing industries in 2016

2013–2020  
EUR 900  
million

towards the development of  
Helsinki Airport

14,000

full time equivalent

5,000

permanent jobs

2014–2016  
EUR 100  
million

in major network airports

1,600

full time equivalent

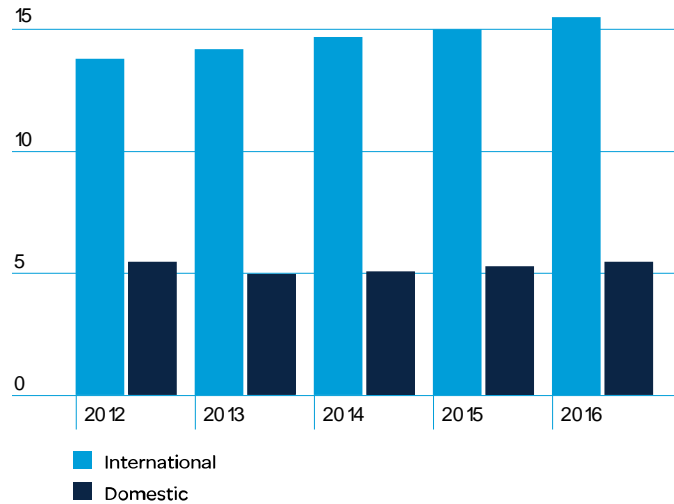
Our environmental  
investments totalled EUR

14

million.

The most significant environmental investments were directed at **reducing the load on the aquatic environment from the de-icing and anti-icing treatments at Helsinki Airport.**

Passenger volumes at Finavia's airports, million



Helsinki and Lapland were the drivers for growth

Number of international flight routes from Finavia's airports



The figures also include the networks charters.

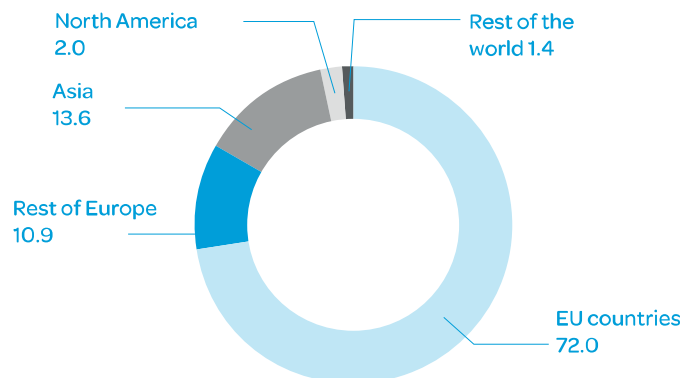
Passenger satisfaction at Helsinki Airports has improved

4.07  
(2015: 4.02, on a scale of 1–5)

The same applies to satisfaction among the passengers

3.95  
(2015: 3.89, on a scale of 1–5)

International traffic at Helsinki Airport, % of all passengers



Increase in Finavia's efficiency

