OUR VISION IS TO BE
THE AVIATION INDUSTRY’S
MOST TRUSTED SINGLE-SOURCE
GROUND SERVICES AND
CARGO HANDLING PROVIDER.
After a JV expansion in Munich (2010) and winning the Finnair hub operation at Helsinki (2011), Swissport further expands by acquiring Servisair (2013).

**FROM LOCAL PLAYER TO GLOBAL LEADER**

**SWISSPORT IS INCORPORATED**
Swissport is present in Zurich, Geneva, Basel

**EXPANSION IN CARGO**
Swissport acquires Cargo Service Center B.V. with its activities at 61 locations in 15 countries

**UK EXPANSION**
Five locations and a doubling of the UK business volume result from the acquisition of Groundstar Ltd.

**MEA MARKET ENTRY**
Swissport expands to the Middle East with Ground Service start-ups in Saudi Arabia and Oman

**GLOBAL EXPANSION**
Expansion to Turkey and South Africa. Acquisition of DynAir in the US and Aer Lingus Ground Handling in London

**ASIA EXPANSION**
Swissport acquires Globeground Korea, making Seoul its third location in Asia-Pacific, in addition to Manila and Singapore.

**ACQUISITION SERVISAIR**
After a JV expansion in Munich (2010) and winning the Finnair hub operation at Helsinki (2011), Swissport further expands by acquiring Servisair (2013)

**ACQUISITION AEROCARE**
Swissport acquires Aerocare, the number one ground handler in Australia and New Zealand

Number of airports

- 1996: 3
- 2000: 130
- 2006: 180
- 2012: 191
- 2017: 280
- 2019: 307

Group Communications
October 2019
OUR GLOBAL PRESENCE

Swissport operates at 307 airports in 48 countries and has a broader global presence than any of its competitors.

Our clients benefit from the industry’s widest single-source service portfolio. Swissport serves their passengers and handles their air cargo with consistent service quality, the highest levels of safety and globally standardized procedures.
2018 KEY FACTS

- 48 COUNTRIES
- >850 CUSTOMERS
- 6 CONTINENTS
- 4.8 CARGO TONS HANDLED (million)
- 115 CARGO WAREHOUSES
- >66,000 EMPLOYEES
- 4.3 FLIGHTS HANDLED (million)
- 282 PASSENGERS SERVED (million)

1 As of September 2019
**OUR 2018 RESULTS**

### OPERATING FIGURES

<table>
<thead>
<tr>
<th>Category</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>AIRCRAFT TURNS</strong></td>
<td>+ 5.7%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>2.16 million</td>
<td>2.05 million</td>
</tr>
<tr>
<td><strong>CARGO TONS</strong></td>
<td>+ 1.9%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>4.78 million tons</td>
<td>4.69 million tons</td>
</tr>
</tbody>
</table>

### FINANCIAL RESULT

<table>
<thead>
<tr>
<th>Category</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUE</strong></td>
<td>+ 10.4%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>2.99 billion euros</td>
<td>2.71 billion euros¹</td>
</tr>
<tr>
<td><strong>EBITDA²</strong></td>
<td>+ 28.7%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>273.2 million euros</td>
<td>212.2 million euros¹</td>
</tr>
</tbody>
</table>

### REVENUE BY REGION

With the acquisition of Aerocare in 2018 and Swissport's expansion to Australia and New Zealand, the company added a platform for growth in the Asia-Pacific region.

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>EMEA</td>
<td>55.8%</td>
</tr>
<tr>
<td>Americas</td>
<td>36.0%</td>
</tr>
<tr>
<td>APAC</td>
<td>8.2%</td>
</tr>
</tbody>
</table>

¹ On constant currency basis  
² Operating EBITDA, as defined in our Financial Statements
At Swissport, we are committed to sustainable value creation. We want to further strengthen our leadership in our core markets and expand our global presence through targeted investments in emerging markets.

In our core markets we focus on **organic growth**, complemented by **selective acquisitions**, like German Apron Cargo in 2018. We have a positive track-record of major integrations, too, like Aerocare in 2018.

Significant growth can also be realized when airlines **outsource** an entire hub, like Finnair in Helsinki, Swiss in Zurich or United Airlines at Dulles and in Denver, CO.

So-called **“greenfield developments”**, as we have successfully implemented in Saudi Arabia and Oman, are the fourth lever that we use to realize growth.
FULL RANGE OF MISSION-CRITICAL SERVICES

Next to our presence at over 300 airports around the globe, the industry’s most complete service portfolio is one of Swissport’s key competitive advantages.

AIRPORT GROUND SERVICES
Swissport generates roughly 80% of its revenue in airport ground services, including passenger services and ramp handling. Our complete service portfolio affords us significant cost and service advantages.

AIR CARGO HANDLING
Our air cargo business accounts for some 20% of our revenue. At our 115 warehouses we handle everything from general cargo to special cargo shipments.
AIRPORT GROUND SERVICES

PASSENGER SERVICES

- Check-in and Gate
- Passenger Mobility
- Lounge Hospitality
- Executive Aviation
- Security Services
- Lost & Found

Our airline clients can select any combination of services, ranging from a specific service to a full hub outsourcing of passenger and ramp services. In 2018, our Swissport customer service agents served some 282 million airline passengers.
Swissport performed some 2.2 million aircraft turns in 2018. This equals roughly one flight every 15 seconds, 24/7 on 365 days of the year.
AIR CARGO HANDLING

SERVICES

▪ Freight Handling
▪ Forwarder Handling
▪ Special Cargo Services
▪ Temperature-controlled Handling
▪ Express Services
▪ Road Feeder Service
▪ Hub Handling

We offer a wide range of services. These include general cargo and special shipments, e.g. high-value or temperature-sensitive products, like fish or pharmaceuticals. So far, IATA's CEIV has certified eight of our facilities for pharma logistics. In 2018, Swissport handled some 4.8 million tons of air cargo at its warehouses around the globe.
OUR COMPETITIVE ADVANTAGE

BASED ON DISTINCTIVE SUCCESS FACTORS

Swissport’s competitive advantage is based on a set of distinctive success factors. They are supported by the Swissport Formula, which defines the way we work.

THE SWISSPORT FORMULA

The Swissport Formula is a management philosophy and a set of principles to support our distinctive success factors. It helps us in creating a sustainable competitive advantage and in executing our corporate strategy.

Our aspirations are the same around the globe. Based on innovation, engagement and reliability, we deliver high-quality, tailor-made solutions to meet our clients’ needs.
THE SWISSPORT FORMULA

THE WAY WE WORK

1. FULL RANGE OF MISSION-CRITICAL SERVICES
   We are committed to consistently deliver high-quality services for our clients and their customers across the globe.

2. COMPETITIVE COST BASE
   Advanced tools to forecast demand and to plan our resources are vital to creating a competitive cost base.

3. SAFE AND INDUSTRY-LEADING OPERATIONS
   The Swissport Formula is a set of tools, procedures and trainings enabling us to deliver high-quality and safe operations.

4. GLOBAL CONSISTENCY
   The Swissport Formula is a vital instrument for the way we work and a key contributor to a globally consistent performance.

5. SUSTAINABLE STAKEHOLDER RELATIONS
   Mutual trust and an open dialogue are crucial elements of any successful long-term client relationship.

6. PRICING DISCIPLINE AND COMMERCIAL GOVERNANCE
   Our focus on value creation increases the stability of our global network and ultimately benefits our clients as well.
QUALITY, HEALTH AND SAFETY

SAFE AND INDUSTRY LEADING OPERATIONS

At over 300 airports worldwide our 66,000 Swissport employees strive to fulfill the highest client expectations in terms of service quality and efficiency. Above all stands our commitment to an unconditional safety-first culture.

ALIGNMENT WITH INDUSTRY STANDARDS

To support our safety initiative, we merged quality and safety into an integrated system and aligned it with the ISO 9001:2015, ISAGO and IGOM industry standards.

Between 2015 and 2018 we were able to significantly reduce both the number of work-related injuries and damages to equipment.
As a signatory to the United Nations Global Compact (2011), Swissport is committed to environmental care, to the protection of human rights, the upholding of labor standards and the fight against bribery and corruption.

EMPLOYEES AND EQUAL OPPORTUNITY

We promote a working environment, which enables our employees to reach their potential. We believe in respect for diversity and support equal opportunity.

THE ENVIRONMENT

In line with our Environmental Guideline (est. 2007), we continuously work to reduce our carbon footprint. By 2025, Swissport aims to increase the share of electric vehicles in its fleet to at least 50%.
Virtual reality helps to visualize and handle items in a virtual environment enabling employees to explore several operational scenarios.

Through virtual reality dangerous situations and the impact of changing conditions in the environment (e.g. weather) can be practiced.

The delay prediction tool enhances efficiency on the ground by detecting resource constraints before an aircraft is airborne.

The ability to react earlier makes the service chain more reliable for Swissport customers.

With each flight the algorithm learns for future calculations and becomes more precise.

Swissport is introducing newly developed self-services kiosks at its cargo warehouses.

Truck drivers register at the kiosk, scan relevant documentation and then receive information on where to unload their cargo.

The digital innovation reduces waiting times and increases the quality of the air freight documentation.
IN GOOD HANDS

LEADING BRANDS TRUST IN SWISSPORT

Our portfolio of around 850 customers in 48 countries on six continents ranges from multinational airlines to low-cost carriers, regional carriers, airports and freight forwarders.
GROUP EXECUTIVE MANAGEMENT

A TEAM OF INTERNATIONAL INDUSTRY EXPERTS

Eric Born
President & CEO

Andreas Hugener
Chief HR Officer

Peng (David) Liu
Executive Vice President

Dr. Simon Messner
Executive Vice President
Performance Management & Innovation

Glenn Rutherford
Executive Vice President
Asia-Pacific

Dr. Peter Waller
Chief Financial Officer

Luzius Wirth
Executive Vice President
Europe, Middle East & Africa
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