

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

Commercial turnover (provisional figures for current month)

Full year figures (Jan - Dec)

Investor Relations

	November 2011	YTD 2011	2010	2009	2008	2007	2006	2005	2004	2003
Development of turnover (net sales to consumers) in shops and restaurants at Zurich Airport										
Total turnover, m CHF	36.6	434.4	481.9	458.7	481.1	435.1	390.8	349.8	305.1	286.9
<i>Change versus previous year</i>	-2.6%	-0.6%	5.1%	-4.7%	10.6%	11.4%	11.7%	14.7%	6.3%	-3.2%
Airside										
<i>Change versus previous year</i>	-2.4%	-1.4%	3.3%	-10.3%	7.2%	16.1%	13.6%	14.4%	-2.3%	-11.5%
Landside										
<i>Change versus previous year</i>	-2.7%	0.3%	7.2%	2.8%	15.4%	5.4%	9.4%	14.9%	19.5%	12.9%

turnover (net sales) per departing passenger (pax)

Commercial turnover / departing pax, CHF	40.7	38.6	42.1	41.8	43.5	42.0	40.6	39.1	35.4	33.7
<i>Change versus previous year</i>	-4.0%	-6.7%	0.7%	-3.9%	3.8%	3.3%	3.9%	10.6%	4.9%	2.1%
Airside										
<i>Change versus previous year</i>	-3.8%	-7.5%	-1.0%	-9.6%	0.6%	7.7%	5.6%	10.4%	-3.6%	-6.7%
Landside										
<i>Change versus previous year</i>	-4.1%	-5.9%	2.7%	3.6%	8.3%	-2.2%	1.7%	10.8%	17.8%	19.0%