

**Annual Press and Analyst Conference for the Financial Year 2008  
Speech by CEO and Chairman Lufthansa AG, Wolfgang Mayrhuber,  
Frankfurt 11 March 2009**

**- To be checked against delivery -**

Good morning Ladies and Gentlemen,

and welcome to our annual conference. There hasn't really been a great deal of good news from the economy recently, and we are therefore all the happier to present you with some today.

Lufthansa has recorded an outstanding result for the 2008 business year, the second best result in the company's history :

- Lufthansa posted an operating profit of 1.35 billion euros – and thus only just fell short of last year's record figure!
- We recorded a group result of 599 million euros.
- We have created value of around 650 million euros according to the CVA.
- The number of passengers again rose to a new record level and now lies at 70.5 million for the group; and the customer profile index (CPI) also rose again.
- And we again made some major investments – with our capital expenditure amounting to 2.2 billion euros.

This is not merely a good result; it is also one of outstanding quality. Lufthansa was able to display a notable and stable performance at a very high level in the face of a very difficult economic environment:

- We have been able to assert ourselves in the market despite the adverse conditions;
- We have achieved our targets, partly even surpassing them;
- And we are slightly ahead of our major competitors, as we have not only been able to reproduce our previous year's result, but have also made provisions for

the future. This can be seen in the modernisation of our fleet, the offer of new destinations, the new lounges, innovation in our services as well as property investments, such as our Lufthansa Training & Conference Center in Seeheim, etc.

In view of this excellent result for 2008 and the challenges that lie ahead in 2009, we shall be proposing a dividend of 70 eurocents, thus more good news.

Ladies and Gentlemen,

Mr. Gemkow will shortly be providing you with the details of the 2008 business year; I would therefore like to focus on the key parameters:

The development of the company and its figures is excellent. Lufthansa is well-positioned - financially and operationally.

- Our strategy has paid off: The focus is on the development of our core business, the airlines. At the same time, we are profiting from our broad alignment with the other business segments of the Lufthansa Group.
- Our financial basis is solid and stable. Some used to call it too conservative – others characterized it as sensible and prudent! I prefer the latter.
- We are very well positioned operationally: We have excellent offers, solid products, we are innovative, we have continuously increased the efficiency and improved our in-flight and ground products.

We intend to further increase our profitability and take a significant step to further improve our environmental record with targeted investments in new aircraft. (This is currently also occurring at SWISS with the CSeries order = a positive signal for future growth in the aviation industry.)

Our experienced team has received some fresh young blood with 4,000 new employees. We are an attractive employer. We were able to pick the best – I consider this a major competitive advantage.

Ladies and Gentlemen,

The economic success of 2008 is built on a solid foundation, because all of the business segments have contributed to it.

The Passenger Business segment has sustained its position and flown in good results. This is not a matter of course as the results of many of our competitors show. SWISS has developed into one of the supporting pillars of our airline group, making a substantial contribution to the good operating result of the overall business segment.

We reacted on time to the expected “soft market phase” and the subsequent collapse in demand during the second half of the year: In May of last year, the Passenger Business segment halted the employment of new staff and towards the end of the business year, we made a conscious decision to additionally curb the push for growth and reduce capacities.

We are capable of adapting and remain confident that our industry is a growth industry. The time will come when the aviation industry again experiences growth and, when it does, we will be ready.

We are very carefully continuing to analyse further sensible partnerships or acquisitions. We have laid some important foundations here in 2008, both in the Star Alliance and in the consolidation process.

The acquisition of Brussels Airlines and the takeover of Austrian Airlines are still subject to reservations, as certain conditions have not yet been fulfilled. Once all of the obstacles have been successfully mastered, we will be able to strengthen our position in and for Europe.

And now briefly to the other business segments:

All the business segments achieved positive results. LSG Sky Chefs recorded a good operating result, which was however below the previous year’s result.

Lufthansa Cargo, Lufthansa MRO and Lufthansa Systems were able to improve on their results from the previous year, despite the difficult framework conditions.

Ladies and Gentlemen,

We have come to terms with the crisis, we have made the necessary adjustments and we are well equipped:

- Due to the ongoing weak demand, Lufthansa Cargo has in the meantime reduced cargo capacities and is additionally trying to counteract the decline in the result with reduced working hours.
- Our focus is on strict cost management – measures to secure the result are being implemented in all of the business segments.
- The timely adjustment of offers and capacities shall occur where necessary. We are in a position to react very flexibly.
- The “Upgrade to Industry Leadership” initiative is currently working on over 100 projects dedicated to the long-term assurance and improvement of profitability.

At this stage, we will not yet issue a concrete forecast for the current business year. *Our aim for 2009 is a distinctively positive result; however, one that will be clearly below the previous year's result.*

We are currently still in Lent, a period of fasting, but we weren't planning to put on any fat this year anyway. The situation also has its advantages; we will be more alert and more agile.

There is no doubt that 2009 will be a challenge, but we are ready to face the market and the competition. We are aware of the current situation and of the bumpy roads that lie ahead – but we are fit, we are equipped with excellent dampers, we are capable of adapting and that we have what it takes to successfully pass through difficult territory.

- The modular structure of our company,
- our proximity to the market and the customers,
- the specific solutions of each business segment
- and our excellent team of employees and management will help us to maintain our successful course. This you may take for granted.

I thank you for your time and attention. Stay with us, we merit your trust!

And now Mr. Gemkow please.