Press and Analyst Conference
for the Financial Year 2010

Christoph Franz
Chairman of the Executive Board and CEO
Frankfurt, March 17th, 2011
Disclaimer in respect of forward-looking statements

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<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>Change to Previous Year</th>
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<tbody>
<tr>
<td>Operating Profit</td>
<td>EUR 876m</td>
<td></td>
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<tr>
<td>Net profit for the Group</td>
<td>EUR 1.1bn</td>
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<tr>
<td>Passengers</td>
<td>91.2 million</td>
<td></td>
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<tr>
<td>Capital expenditure</td>
<td>EUR 2.3bn</td>
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The Lufthansa Share in 2010
Increase in value of around 39%

Indexed Share Price Development (XETRA closing prices, in %)
Business Segments
Passenger Airline Group

- Lufthansa Passenger Airlines
- SWISS
- Austrian Airlines
- British Midland
- Germanwings
Lufthansa Passenger Airlines
Route network expansion with new partners

Joint Venture Atlantic ++

Joint Venture with All Nippon Airways
Lufthansa Passenger Airlines
Investments in on-board and ground products
## Lufthansa Passenger Airlines

Climb 2011 makes clear progress

<table>
<thead>
<tr>
<th>Sub projects</th>
<th>Targets</th>
<th>Successes in 2010 – Examples</th>
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<tbody>
<tr>
<td><strong>Overhead</strong></td>
<td>-20% (400 jobs) staff capacity in in administrative functions</td>
<td>✓ 70% achievement (&gt;275 contracts)</td>
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<td>✓ Hiring freeze for administrative jobs extended</td>
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<td><strong>Suppliers</strong></td>
<td>Contributions from internal and external suppliers</td>
<td>✓ Reduce distribution costs</td>
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<td>✓ New catering agreements</td>
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<td>✓ Divisional maintenance concepts LH Technik</td>
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<tr>
<td><strong>Staff</strong></td>
<td>Reduce staff unit costs by 10 percent</td>
<td>✓ Wage freeze for cockpit &amp; ground staff</td>
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<td>✓ Dynamic scope clause extended to 95 seats</td>
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<td>✓ Productivity increases in all areas, e.g. +10.5% vs. PY at the ground personnel</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td>Increase seating capacity and introduce new pricing models</td>
<td>✓ Launch of new short-haul seat end of 2010</td>
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<tr>
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<td></td>
<td>✓ New Pricing and sales processes for non-hub traffic: +9.3% passengers</td>
</tr>
<tr>
<td><strong>Fleet structure &amp; capacity</strong></td>
<td>Reduce complexity on short-haul Roll-over of short-haul fleet</td>
<td>✓ 44 out of 49 „fifty-seater“ aircraft phased out</td>
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<tr>
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<td>✓ Reduction of unit costs in direct traffic</td>
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</table>
Group Airlines
SWISS: Tripling of operating profit
Group Airlines
Austrian Airlines: Success of reorganization reflected in operating result
Group Airlines
bmi: First successes of restructuring – significant reduction of losses
Group Airlines
Germanwings: Negative operating result due to one-time effects
Business Segments of the Group
Logistics: Record operating profit
Business Segments of the Group
MRO: Distinctly positive operating profit below previous year
Business Segments of the Group
IT Services: Positive operating profit clearly below previous year
Business Segments of the Group
Catering: Operating profit above previous year
Thank you!

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