

## Investor Info December 2014

### Lower sales due to pilots' strike

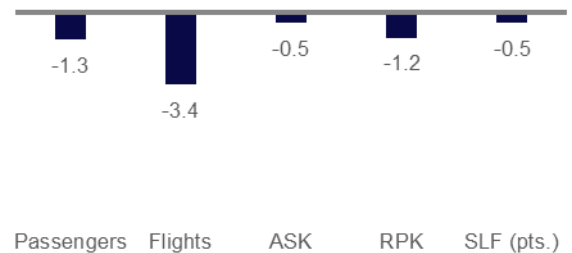
Due to the pilots' union Vereinigung Cockpit's strikes the capacity of the airlines in the **Lufthansa Group** reduced by 0.5 per cent year on year in December. Sales were 1.2 per cent lower. The load factor softened by 0.5 percentage points to 77.5 per cent. The pricing development was clearly negative on last year.

The strikes at **Lufthansa Passenger Airlines** (incl. Germanwings) caused the cancellation of some 1,500 flights. Sales (-2.6%) and the load factor (-0.9 pts.) reduced significantly as a consequence. By contrast, **SWISS** reported a positive performance. The airline increased its sales and load factor significantly, by 3.9 per cent and 0.9 percentage points, respectively. Sales at **Austrian Airlines** were down by 1.4 per cent following flight cancellations in the crisis regions in Russia, Ukraine and the Middle East.

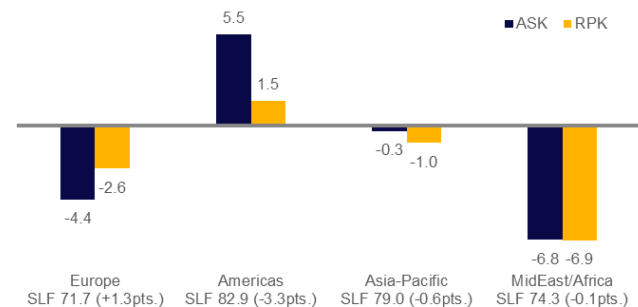
At a regional level, the strikes had adverse effects in all traffic regions, too. Sales on **European** routes were down by 2.6 per cent on last year, but the load factor improved by 1.3 percentage points. On routes to and from **America**, sales rose by 1.5 per cent, while the load factor was 3.3 percentage points down on last year. Sales in **Asia/Pacific** fell by 1.0 per cent and the load factor was down by 0.6 percentage points. In the **Middle East/Africa**, the load factor was stable (-0.1 pts.) as sales declined by 6.9 per cent year on year.

In the **freight business Lufthansa Cargo** recorded 2.9 per cent lower sales and the load factor reduced by 0.8 percentage points to 70.8 per cent.

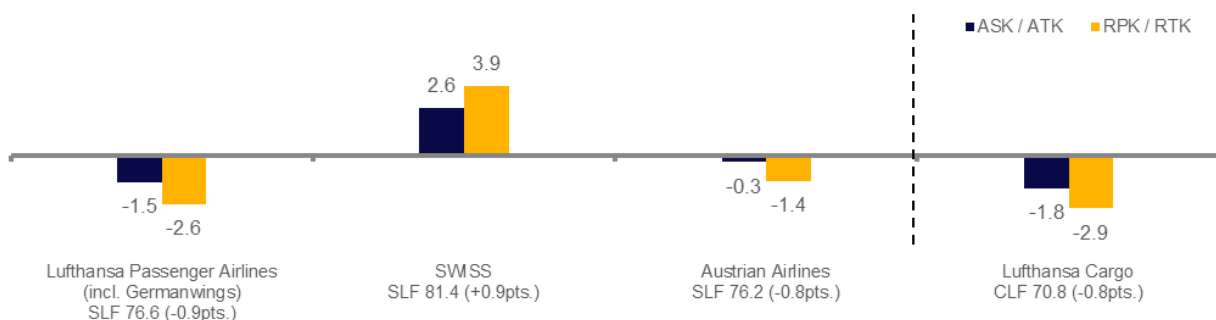
Traffic figures Passenger Airline Group (change yoy in %)



Traffic figures by region (change yoy in %)



Traffic figures by airline (month change yoy in %)



### News

#### Financial calendar 2015

- 12.03. Annual report and FY2014 results conference
- 29.04. Annual General Meeting in Hamburg
- 05.05. 1st interim report 2015
- 30.07. 2nd interim report 2015, half-year report 2015
- 29.10. 3rd interim report 2015, nine-month report 2015
- monthly Investor Info incl. traffic figures

#### Latest investor presentation

The latest presentation, including assumptions on the development of operating KPIs and a fuel cost forecast for 2015 is available at [www.lufthansagroup.com/investor-relations](http://www.lufthansagroup.com/investor-relations) now.

The next Investor Info with the traffic data for January will be published on **10 February 2015**.

## Traffic figures by airline

Lufthansa Passenger Airlines*	Month	yoy (%)	Cumulative	yoy (%)
Passengers in 1,000	5,169	-1.3	77,547	+1.7
Available seat-kilometers (m)	13,262	-1.5	197,478	+1.9
Revenue seat-kilometers (m)	10,153	-2.6	156,826	+2.3
Passenger load-factor (%)	76.6	-0.9pts.	79.4	+0.3pts.
Number of flights	49,671	-2.4	701,499	-1.9
<b>SWISS**</b>				
Passengers in 1,000	1,296	+2.6	17,270	+1.4
Available seat-kilometers (m)	3,877	+2.6	47,285	+2.0
Revenue seat-kilometers (m)	3,156	+3.9	39,388	+2.0
Passenger load-factor (%)	81.4	+0.9pts.	83.3	+0.0pts.
Number of flights	12,551	-2.5	163,766	-1.5
Revenue Cargo tonne-kilometers (m)	141	+7.1	1,637	+5.4
Cargo-load factor (%)	75.0	+7.3pts.	71.0	+3.9pts.
<b>Austrian Airlines</b>				
Passengers in 1,000	744	-7.6	11,171	-1.1
Available seat-kilometers (m)	1,715	-0.3	23,343	+3.6
Revenue seat-kilometers (m)	1,306	-1.4	18,428	+4.1
Passenger load-factor(%)	76.2	-0.8pts.	78.9	+0.3pts.
Number of flights	9,010	-8.8	126,953	-6.0
<b>Lufthansa Cargo</b>				
Cargo/Mail in 1,000 t	130	-2.5	1,669	-2.7
Available Cargo tonne-kilometers (m)	954	-1.8	12,354	-1.1
Revenue Cargo tonne-kilometers (m)	675	-2.9	8,612	-1.4
Cargo load-factor (%)	70.8	-0.8pts.	69.7	-0.2pts.
Number of flights	780	-13.5	9,757	-17.5
<b>Lufthansa Group***</b>				
Passengers in 1,000	7,208	-1.3	105,988	+1.3
Available seat-kilometers (m)	18,854	-0.5	268,105	+2.1
Revenue seat-kilometers (m)	14,615	-1.2	214,641	+2.4
Passenger load-factor (%)	77.5	-0.5pts.	80.1	+0.3pts.
Cargo/Mail in 1,000 t	152	-1.9	1,924	-2.1
Available Cargo tonne-kilometers (m)	1,142	-2.4	14,659	-1,5751
Revenue Cargo tonne-kilometers (m)	816	-1.3	10,249	-0.4
Cargo load-factor (%)	71.5	+0.8pts.	69.9	+0.8pts.
Number of flights	72,012	-3.4	1,001,975	-2.6

\* incl. LH regional airlines and Germanwings

\*\* incl. Edelweiss Air

\*\*\* Lufthansa Passenger Airlines, SWISS, Austrian Airlines and Lufthansa Cargo

## Traffic figures per region

Lufthansa Group		Month	yoy (%)	Cumulative	yoy (%)
Europe	Passengers in 1,000	5,734	-1.1	84,984	+1.3
	Available seat-kilometers (m)	6,126	-4.4	91,928	+0.1
	Revenue seat-kilometers (m)	4,394	-2.6	69,574	+1.5
	Passenger load-factor (%)	71.7	+1.3pts.	75.7	+1.0pts.
	Cargo/Mail in 1,000 t	48	-4.8	597	-6.7
	Available Cargo tonne-kilometers (m)	56	-6.7	737	-10.3
	Revenue Cargo tonne-kilometers (m)	31	-4.0	380	-4.8
	Cargo load-factor (%)	56.1	+1.6pts.	51.6	+3.0pts.
America (North and South)	Passengers in 1,000	711	+0.3	10,131	+4.4
	Available seat-kilometers (m)	6,431	+5.5	90,179	+6.8
	Revenue seat-kilometers (m)	5,334	+1.5	75,870	+4.8
	Passenger load-factor (%)	82.9	-3.3pts.	84.1	-1.6pts.
	Cargo/Mail in 1,000 t	49	+3.0	604	+0.7
	Available Cargo tonne-kilometers (m)	512	-0.4	6,558	-1.0
	Revenue Cargo tonne-kilometers (m)	370	+3.6	4,491	+1.2
	Cargo load-factor (%)	72.1	+2.7pts.	68.5	+1.5pts.
Asia/Pacific	Passengers in 1,000	436	-2.7	6,340	+0.5
	Available seat-kilometers (m)	4,400	-0.3	62,012	+1.9
	Revenue seat-kilometers (m)	3,476	-1.0	50,841	+2.2
	Passenger load-factor (%)	79.0	-0.6pts.	82.0	+0.3pts.
	Cargo/Mail in 1,000 t	40	-5.3	547	+1.4
	Available Cargo tonne-kilometers (m)	449	-5.4	5,881	-0.2
	Revenue Cargo tonne-kilometers (m)	343	-6.5	4,513	-0.4
	Cargo load-factor (%)	76.4	-0.9pts.	76.7	-0.2pts.
Middle East/ Africa	Passengers in 1,000	327	-5.9	4,534	-3.0
	Available seat-kilometers (m)	1,897	-6.8	23,985	-6.1
	Revenue seat-kilometers (m)	1,410	-6.9	18,356	-3.2
	Passenger load-factor (%)	74.3	-0.1pts.	76.5	+2.3pts.
	Cargo/Mail in 1,000 t	15	+2.3	176	-5.8
	Available Cargo tonne-kilometers (m)	124	+3.2	1,482	-4,5412
	Revenue Cargo tonne-kilometers (m)	72	+2.1	864	-5.8
	Cargo load-factor (%)	57.8	-0.6pts.	58.3	-0.8pts.

Lufthansa Passenger Airlines					
Europe	Passengers in 1,000	4,156	-0.5	62,210	+1.8
	Available seat-kilometers (m)	4,357	-3.9	66,185	+0.4
	Revenue seat-kilometers (m)	3,087	-2.0	49,691	+2.1
	Passenger load-factor (%)	70.8	+1.3pts.	75.1	+1.3pts.
America (North and South)	Passengers in 1,000	503	-4.1	7,713	+3.6
	Available seat-kilometers (m)	4,631	+1.1	69,692	+5.8
	Revenue seat-kilometers (m)	3,818	-2.9	58,322	+4.0
	Passenger load-factor (%)	82.5	-3.3pts.	83.7	-1.4pts.
Asia/Pacific	Passengers in 1,000	291	-4.3	4,542	-0.6
	Available seat-kilometers (m)	2,984	+0.3	44,826	+1.5
	Revenue seat-kilometers (m)	2,296	-2.0	36,232	+1,6074
	Passenger load-factor (%)	76.9	-1.8pts.	80.8	+0.0pts.
Middle East/ Africa	Passengers in 1,000	218	-3.8	3,083	-1.9
	Available seat-kilometers (m)	1,290	-5.5	16,774	-6.3
	Revenue seat-kilometers (m)	952	-5.4	12,581	-2.9
	Passenger load-factor (%)	73.8	+0.1pts.	75.0	+2.6pts.