

Investor Info January 2015

Stable load factor in January

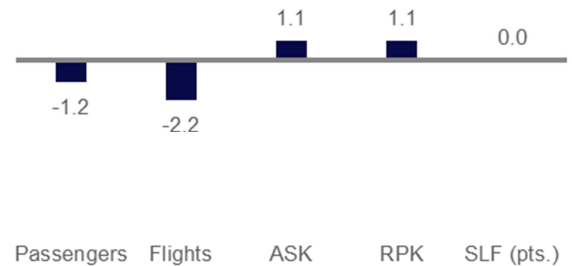
In the first month of 2015, the airlines of the Lufthansa Group continued with their strategy of offering greater capacity with fewer flights. Capacity and sales both rose by 1.1 per cent compared to the previous year. As a result, the load factor remained stable. Pricing was negative year-on-year.

Lufthansa Passenger Airlines (incl. Germanwings) and **SWISS** developed very similarly to each other. Both airlines increased their sales by 2.0 per cent while reporting almost identical growth in capacity (+2.0%; +2.2%). The load factors of their flights were almost unchanged (0.0pts.; -0.1pts.). **Austrian Airlines'** load factor also showed little change (-0.2pts.) although there was a significant decrease in capacity (-8.8%) and sales (-9.0%).

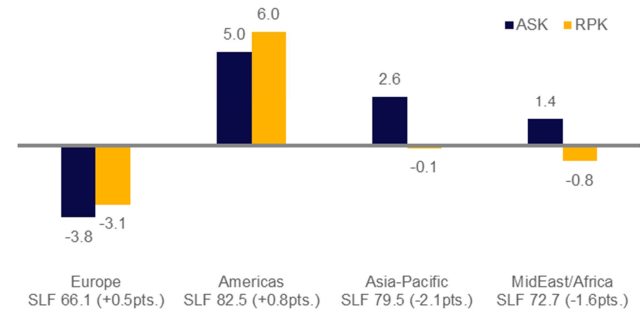
From a regional perspective, capacities in **European traffic** were down by 3.8 per cent year-on-year. Since sales did not fall to the same extent (-3.1%) the load factor went up slightly (+0.5pts.). Sales in the **Americas** traffic region rose significantly (+6.0%) and the load factor increased on the previous year (+0.8pts.). There was a significant drop in the load factor on routes to **Asia** (-2.1pts.), while sales were almost unchanged (-0.1%). In **Middle East/Africa**, the load factor also went down, as did sales (-1.6pts.; -0.8%).

Sales in **Lufthansa Cargo's freight business** were 2.3 per cent lower compared to the previous year, while the load factor fell by 1.3 percentage points.

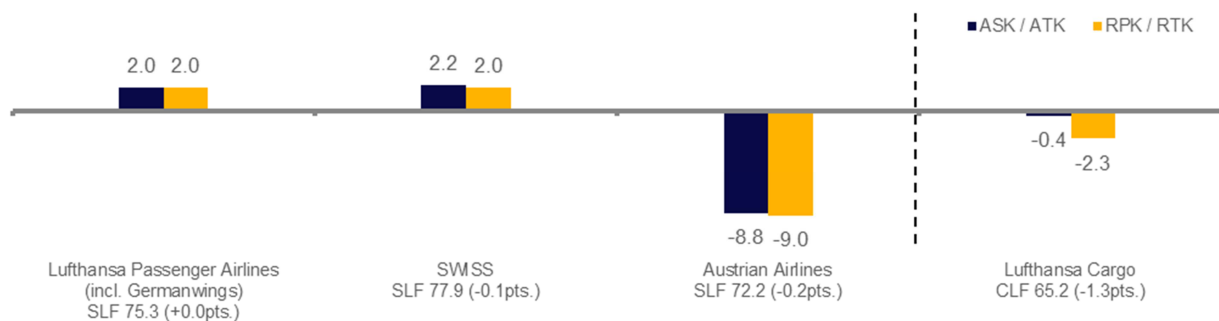
Traffic figures Passenger Airline Group
(change yoy in %)



Traffic figures by region
(change yoy in %)



Traffic figures by airline (month change yoy in %)



News

Transfer of non-hub traffic progressing well

Following the completion of the transfer of Lufthansa Passenger Airlines' non-hub traffic to Germanwings on 8 January, the first A320 with the new Eurowings painting took off on 1 February. The original fleet of 23 CRJs will gradually be replaced by Airbus A320 aircraft which should be completed by the first quarter of 2017. The new Eurowings will be developed to a leading European platform

on point-to-point routes – also on long-haul leisure travel routes. Germanwings will continue to operate out of Germany, but from autumn 2015 under the umbrella of the pan-European Eurowings brand.

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

Traffic figures by airline

Lufthansa Passenger Airlines*	Month	yoy (%)	Cumulative	yoy (%)
Passengers in 1,000	5,048	+0.5	5,048	+0.5
Available seat-kilometers (m)	14,377	+2.0	14,377	+2.0
Revenue seat-kilometers (m)	10,826	+2.0	10,826	+2.0
Passenger load-factor (%)	75.3	+0.0pts.	75.3	+0.0pts.
Number of flights	51,771	-0.5	51,771	-0.5

SWISS**				
Passengers in 1,000	1,205	-0.1	1,205	-0.1
Available seat-kilometers (m)	3,906	+2.2	3,906	+2.2
Revenue seat-kilometers (m)	3,042	+2.0	3,042	+2.0
Passenger load-factor (%)	77.9	-0.1pts.	77.9	-0.1pts.
Number of flights	12,766	-3.5	12,766	-3.5
Revenue Cargo tonne-kilometers (m)	120	-1.5	120	-1.5
Cargo-load factor (%)	62.9	-0.8pts.	62.9	-0.8pts.

Austrian Airlines				
Passengers in 1,000	609	-15.3	609	-15.3
Available seat-kilometers (m)	1,517	-8.8	1,517	-8.8
Revenue seat-kilometers (m)	1,095	-9.0	1,095	-9.0
Passenger load-factor(%)	72.2	-0.2pts.	72.2	-0.2pts.
Number of flights	8,905	-9.2	8,905	-9.2

Lufthansa Cargo				
Cargo/Mail in 1,000 t	117	+0.1	117	+0.1
Available Cargo tonne-kilometers (m)	909	-0.4	909	-0.4
Revenue Cargo tonne-kilometers (m)	593	-2.3	593	-2.3
Cargo load-factor (%)	65.2	-1.3pts.	65.2	-1.3pts.
Number of flights	706	-10.2	706	-10.2

Lufthansa Group***				
Passengers in 1,000	6,862	-1.2	6,862	-1.2
Available seat-kilometers (m)	19,800	+1.1	19,800	+1.1
Revenue seat-kilometers (m)	14,962	+1.1	14,962	+1.1
Passenger load-factor (%)	75.6	+0.0pts.	75.6	+0.0pts.
Cargo/Mail in 1,000 t	135	-0.9	135	-0.9
Available Cargo tonne-kilometers (m)	1,100	-0.4	1,100	-0.4
Revenue Cargo tonne-kilometers (m)	713	-2.2	713	-2.2
Cargo load-factor (%)	64.8	-1.2pts.	64.8	-1.2pts.
Number of flights	74,148	-2.2	74,148	-2.2

* 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	5,310	-2.1	5,310	-2.1
	Available seat-kilometers (m)	6,232	-3.8	6,232	-3.8
	Revenue seat-kilometers (m)	4,117	-3.1	4,117	-3.1
	Passenger load-factor (%)	66.1	+0.5pts.	66.1	+0.5pts.
	Cargo/Mail in 1,000 t	41	-5.5	41	-5.5
	Available Cargo tonne-kilometers (m)	52	-7.2	52	-7.2
	Revenue Cargo tonne-kilometers (m)	26	-8.1	26	-8.1
	Cargo load-factor (%)	50.8	-0.5pts.	50.8	-0.5pts.
America (North and South)	Passengers in 1,000	720	+5.2	720	+5.2
	Available seat-kilometers (m)	6,667	+5.0	6,667	+5.0
	Revenue seat-kilometers (m)	5,504	+6.0	5,504	+6.0
	Passenger load-factor (%)	82.5	+0.8pts.	82.5	+0.8pts.
	Cargo/Mail in 1,000 t	43	+5.9	43	+5.9
	Available Cargo tonne-kilometers (m)	485	+2.0	485	+2.0
	Revenue Cargo tonne-kilometers (m)	321	+3.5	321	+3.5
	Cargo load-factor (%)	66.2	+0.9pts.	66.2	+0.9pts.
Asia/Pacific	Passengers in 1,000	485	-0.6	485	-0.6
	Available seat-kilometers (m)	4,809	+2.6	4,809	+2.6
	Revenue seat-kilometers (m)	3,821	-0.1	3,821	-0.1
	Passenger load-factor (%)	79.5	-2.1pts.	79.5	-2.1pts.
	Cargo/Mail in 1,000 t	36	-5.8	36	-5.8
	Available Cargo tonne-kilometers (m)	436	-4.6	436	-4,5859
	Revenue Cargo tonne-kilometers (m)	300	-8.4	300	-8.4
	Cargo load-factor (%)	68.9	-2.9pts.	68.9	-2.9pts.
Middle East/ Africa	Passengers in 1,000	346	-0.6	346	-0.6
	Available seat-kilometers (m)	2,093	+1.4	2,093	+1.4
	Revenue seat-kilometers (m)	1,521	-0.8	1,521	-0.8
	Passenger load-factor (%)	72.7	-1.6pts.	72.7	-1.6pts.
	Cargo/Mail in 1,000 t	14	+8.5	14	+8.5
	Available Cargo tonne-kilometers (m)	128	+9.7	128	+9.7
	Revenue Cargo tonne-kilometers (m)	65	+4.9	65	+4.9
	Cargo load-factor (%)	51.2	-2.4pts.	51.2	-2.4pts.

Lufthansa Passenger Airlines					
Europe	Passengers in 1,000	3,926	-0.1	3,926	-0.1
	Available seat-kilometers (m)	4,474	-2.0	4,474	-2.0
	Revenue seat-kilometers (m)	2,942	-0.8	2,942	-0.8
	Passenger load-factor (%)	65.8	+0.8pts.	65.8	+0.8pts.
America (North and South)	Passengers in 1,000	536	+2.7	536	+2.7
	Available seat-kilometers (m)	4,991	+2.7	4,991	+2.7
	Revenue seat-kilometers (m)	4,145	+3.5	4,145	+3.5
	Passenger load-factor (%)	83.1	+0.7pts.	83.1	+0.7pts.
Asia/Pacific	Passengers in 1,000	340	+1.1	340	+1.1
	Available seat-kilometers (m)	3,400	+4.7	3,400	+4.7
	Revenue seat-kilometers (m)	2,652	+1.8	2,652	+1,8500
	Passenger load-factor (%)	78.0	-2.2pts.	78.0	-2.2pts.
Middle East/ Africa	Passengers in 1,000	245	+5.8	245	+5.8
	Available seat-kilometers (m)	1,513	+6.4	1,513	+6.4
	Revenue seat-kilometers (m)	1,087	+4.7	1,087	+4.7
	Passenger load-factor (%)	71.9	-1.2pts.	71.9	-1.2pts.