

Investor Info February 2015

No change in trend in February

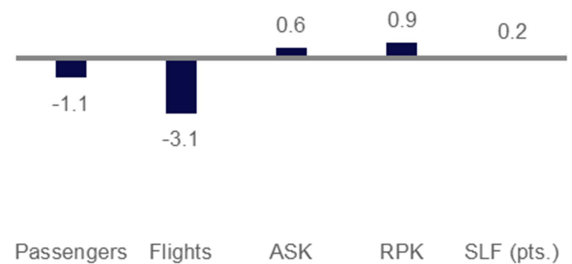
As in the previous months, the airlines of the Lufthansa Group were able to offer and successfully sell greater capacity with fewer flights in February. The load factor rose slightly by +0.2 percentage points. The pricing environment on a constant currency basis was significantly below previous year.

Lufthansa Passenger Airlines (incl. Germanwings) increased its capacity by +1.1 per cent and recorded disproportionate sales growth of +2.3 per cent. The load factor rose by +0.9 percentage points. By contrast, **SWISS** was not able to fully sell (+0.6%) its additional capacity (+2.1%), its load factor fell by 1.1 percentage points. **Austrian Airlines** again reduced its capacity significantly (-6.7%). However, its sales decreased even more (-10.4%), partly due to the weak performance of routes to Russia, and its load factor dropped as a result (-3.0pts.).

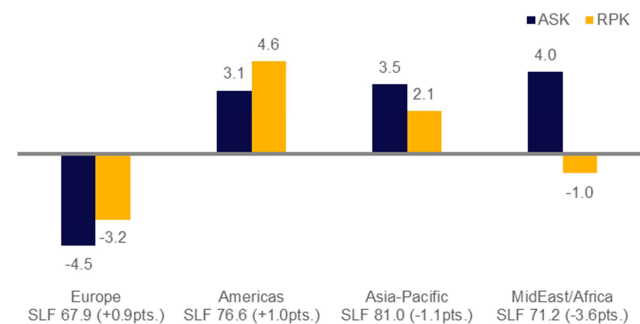
Capacity in **European traffic** was reduced once more (-4.5%). Since sales fell to a lesser extent (-3.2%), the load factor of flights went up (+0.9pts.). On routes to **America**, the rise in sales (+4.6%) was greater than the increase in capacity (+3.1%), which pushed up the load factor to 76.7 per cent (+1.1pts.). In the **Asia/Pacific** traffic region, the load factor decreased (-1.1pts.). On routes to the **Middle East/Africa**, the additional capacity (+4.0%) could not be sold, and the load factor was down on last year (-3.6pts.).

Lufthansa Cargo was able to sell its increased capacity and its load factor was stable as a result (+0.0pts.).

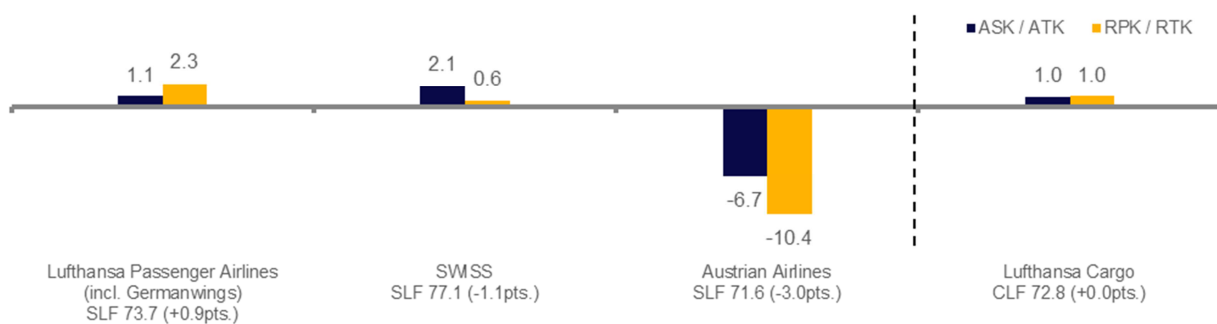
Traffic figures Passenger Airline Group
(change yoy in %)



Traffic figures by region
(change yoy in %)



Traffic figures by airline (month change yoy in %)



News

New pricing concept for Lufthansa Economy Class

The new Economy Class pricing concept of Lufthansa Passenger Airlines was unveiled at the ITB Travel Trade Show in Berlin. From autumn 2015 (tickets on sale from summer 2015), there will be three fare options – ‘Light’, ‘Classic’ and ‘Flex’ – available to customers on German and European routes. This means that passengers will have the choice which services they would like to use and pay for in addition to their transportation.

Annual results conference on 12 March

The figures for the financial year 2014 will be published on 12 March. The annual report and the presentation for the analysts’ and press conference will be available from 7.30am on www.lufthansagroup.com/investor-relations.

The **next Investor Info** with the traffic data for March will be published on **13 April 2015**.

Traffic figures by airline

Lufthansa Passenger Airlines*	Month	yoy (%)	Cumulative	yoy (%)
Passengers in 1,000	4,884	+0.3	9,932	+0.4
Available seat-kilometers (m)	12,992	+1.1	27,370	+1.6
Revenue seat-kilometers (m)	9,577	+2.3	20,403	+2.1
Passenger load-factor (%)	73.7	+0.9pts.	74.5	+0.4pts.
Number of flights	50,175	-2.3	101,946	-1.4

SWISS**				
Passengers in 1,000	1,141	-0.2	2,347	-0.1
Available seat-kilometers (m)	3,531	+2.1	7,444	+2.2
Revenue seat-kilometers (m)	2,722	+0.6	5,766	+1.4
Passenger load-factor (%)	77.1	-1.1pts.	77.5	-0.6pts.
Number of flights	11,665	-2.1	24,513	-2.5
Revenue Cargo tonne-kilometers (m)	129	+4.2	249	+1.4
Cargo-load factor (%)	71.0	-0.5pts.	65.7	-1.6pts.

Austrian Airlines				
Passengers in 1,000	585	-13.2	1,190	-14.5
Available seat-kilometers (m)	1,348	-6.7	2,866	-7.8
Revenue seat-kilometers (m)	965	-10.4	2,056	-9.8
Passenger load-factor(%)	71.6	-3.0pts.	71.7	-1.6pts.
Number of flights	8,332	-7.6	17,237	-8.4

Lufthansa Cargo				
Cargo/Mail in 1,000 t	127	+1.5	245	+0.6
Available Cargo tonne-kilometers (m)	888	+1.0	1,797	+1.1
Revenue Cargo tonne-kilometers (m)	647	+1.0	1,240	-0.6
Cargo load-factor (%)	72.8	+0.0pts.	69.0	-1.2pts.
Number of flights	710	-12.2	1,417	-11.2

Lufthansa Group***				
Passengers in 1,000	6,610	-1.1	13,469	-1.2
Available seat-kilometers (m)	17,872	+0.6	37,680	+0.9
Revenue seat-kilometers (m)	13,264	+0.9	28,225	+1.0
Passenger load-factor (%)	74.2	+0.2pts.	74.9	+0.1pts.
Cargo/Mail in 1,000 t	146	+0.6	282	-0.4
Available Cargo tonne-kilometers (m)	1,070	+1.6	2,176	+1.6
Revenue Cargo tonne-kilometers (m)	775	+1.6	1,488	-0.3
Cargo load-factor (%)	72.5	+0.0pts.	68.4	-1.3pts.
Number of flights	70,882	-3.1	145,113	-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	5,287	-1.9	10,594	-2.0
	Available seat-kilometers (m)	5,921	-4.5	12,156	-4.1
	Revenue seat-kilometers (m)	4,019	-3.2	8,132	-3.2
	Passenger load-factor (%)	67.9	+0.9pts.	66.9	+0.6pts.
	Cargo/Mail in 1,000 t	44	-3.9	86	-4.8
	Available Cargo tonne-kilometers (m)	53	-3.8	105	-5.4
	Revenue Cargo tonne-kilometers (m)	28	-4.8	54	-6.6
	Cargo load-factor (%)	53.2	-0.6pts.	52.0	-0.6pts.
America (North and South)	Passengers in 1,000	578	+3.8	1,298	+4.6
	Available seat-kilometers (m)	5,792	+3.1	12,461	+4.1
	Revenue seat-kilometers (m)	4,439	+4.6	9,945	+5.4
	Passenger load-factor (%)	76.6	+1.0pts.	79.8	+1.0pts.
	Cargo/Mail in 1,000 t	49	-1.2	92	+1.5
	Available Cargo tonne-kilometers (m)	494	+0.2	982	+2.1
	Revenue Cargo tonne-kilometers (m)	361	-1.6	682	+0.7
	Cargo load-factor (%)	73.0	-1.3pts.	69.4	-1.0pts.
Asia/Pacific	Passengers in 1,000	439	+1.7	924	+0.5
	Available seat-kilometers (m)	4,278	+3.5	9,086	+3.0
	Revenue seat-kilometers (m)	3,466	+2.1	7,288	+0.9
	Passenger load-factor (%)	81.0	-1.1pts.	80.2	-1.7pts.
	Cargo/Mail in 1,000 t	40	+12.7	76	+2.4
	Available Cargo tonne-kilometers (m)	409	+4.9	847	+0.7
	Revenue Cargo tonne-kilometers (m)	321	+7.9	621	-0.7
	Cargo load-factor (%)	78.6	+2.2pts.	73.4	-1.1pts.
Middle East/ Africa	Passengers in 1,000	306	-0.9	652	-0.7
	Available seat-kilometers (m)	1,882	+4.0	3,976	+2.7
	Revenue seat-kilometers (m)	1,340	-1.0	2,861	-0.9
	Passenger load-factor (%)	71.2	-3.6pts.	71.9	-2.6pts.
	Cargo/Mail in 1,000 t	13	-8.6	27	-0.3
	Available Cargo tonne-kilometers (m)	114	-0.7	242	+5.5
	Revenue Cargo tonne-kilometers (m)	65	-6.2	131	-0.8
	Cargo load-factor (%)	57.3	-3.4pts.	54.0	-3.5pts.

Lufthansa Passenger Airlines					
Europe	Passengers in 1,000	3,933	-0.5	7,859	-0.3
	Available seat-kilometers (m)	4,322	-3.0	8,796	-2.5
	Revenue seat-kilometers (m)	2,891	-1.3	5,832	-1.1
	Passenger load-factor (%)	66.9	+1.2pts.	66.3	+0.9pts.
America (North and South)	Passengers in 1,000	433	+3.2	969	+2.9
	Available seat-kilometers (m)	4,301	+0.2	9,292	+1.5
	Revenue seat-kilometers (m)	3,362	+3.8	7,507	+3.6
	Passenger load-factor (%)	78.2	+2.8pts.	80.8	+1.7pts.
Asia/Pacific	Passengers in 1,000	306	+3.2	646	+2.1
	Available seat-kilometers (m)	3,008	+5.2	6,408	+4.9
	Revenue seat-kilometers (m)	2,389	+3.7	5,040	+2.7
	Passenger load-factor (%)	79.4	-1.1pts.	78.7	-1.6pts.
Middle East/ Africa	Passengers in 1,000	212	+6.4	457	+6.1
	Available seat-kilometers (m)	1,362	+9.4	2,874	+7.8
	Revenue seat-kilometers (m)	936	+4.9	2,023	+4.8
	Passenger load-factor (%)	68.8	-2.9pts.	70.4	-2.0pts.