

Investor Info July 2015

Higher load factor in all traffic regions

The passenger airlines of the Lufthansa Group increased their load factors in July by 2.3 per cent although the number of flights was up by 1.2 per cent. Sales rose by 6.4 per cent. Adjusted for currency effects, the pricing environment was clearly negative year on year.

Lufthansa Passenger Airlines (including Germanwings) increased sales by 7.0 per cent with 3.8 per cent capacity growth and by that achieved the biggest increase in seat load factor (+2.6pts). **SWISS** expanded its capacity by 4.3 per cent, while sales were up by 5.5 per cent. **Austrian Airlines** was also able to boost its load factor by 1.9 percentage points with slight capacity growth this month (+0.7%).

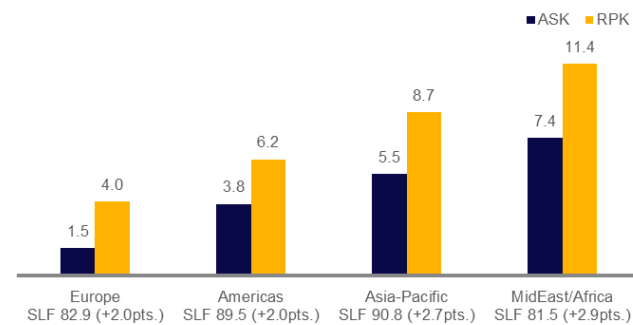
The positive development is reflected by higher load factors in all traffic regions. In **European** traffic and routes to **America** the higher capacity (+1.5%; +3.8%) was sold with an increase of 2.0 percentage points in the load factor in each case. In the **Asia/Pacific** and **Middle East/Africa** regions the load factor improved even more (+2.7pts; +2.9pts) with capacity up by 5.5 and 7.4 per cent and sales up by 8.7 and 11.4 per cent respectively.

Lufthansa Cargo was not able to sell all of its additional capacity (+2.7%), which came mostly from capacity growth on passenger aircraft. The load factor decreased by 4.6 percentage points.

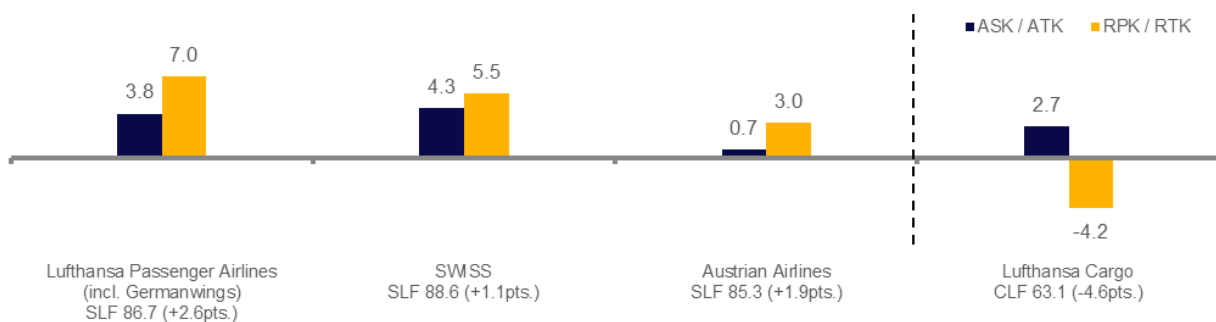
Traffic figures Passenger Airline Group (change yoy in %)



Traffic figures by region (change yoy in %)



Traffic figures by airline (month change yoy in %)



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Lufthansa Group improves earnings significantly in the first half-year

The Adjusted EBIT for the Lufthansa Group increased by EUR 290m to EUR 468m. The passenger airlines were the main driver of this positive performance. Fuel costs were down by EUR 309m. The weak euro burdened the result by EUR 158m.

The equity ratio increased to 17.5 per cent, particularly due to higher interest rates. The forecast for Adjusted EBIT of more than EUR 1.5bn before strike costs was confirmed.

The next **Investor Info** with the traffic data for August will be published on **9 September 2015**.

Traffic figures by airline

Lufthansa Passenger Airlines*	Month	yoy (%)	Cumulative	yoy (%)
Passengers in 1,000	8,092	+4.7	45,769	+3.9
Available seat-kilometers (m)	19,757	+3.8	117,810	+3.9
Revenue seat-kilometers (m)	17,132	+7.0	93,713	+5.3
Passenger load-factor (%)	86.7	+2.6pts.	79.5	+1.0pts.
Number of flights	65,080	+0.5	409,578	+0.5

SWISS**				
Passengers in 1,000	1,763	+5.1	10,029	+1.6
Available seat-kilometers (m)	4,441	+4.3	27,945	+2.6
Revenue seat-kilometers (m)	3,934	+5.5	22,944	+2.2
Passenger load-factor (%)	88.6	+1.1pts.	82.1	-0.3pts.
Number of flights	15,417	+3.6	95,784	+0.4
Revenue Cargo tonne-kilometers (m)	131	-5.1	916	-2.1
Cargo-load factor (%)	63.0	-5.4pts.	66.4	-3.8pts.

Austrian Airlines				
Passengers in 1,000	1,138	+3.0	6,117	-5.5
Available seat-kilometers (m)	2,306	+0.7	13,322	+0.2
Revenue seat-kilometers (m)	1,966	+3.0	10,230	-2.0
Passenger load-factor(%)	85.3	+1.9pts.	76.8	-1.7pts.
Number of flights	11,893	+2.3	73,349	-1.8

Lufthansa Cargo				
Cargo/Mail in 1,000 t	136	-3.7	951	+0.1
Available Cargo tonne-kilometers (m)	1,121	+2.7	7,247	+3.2
Revenue Cargo tonne-kilometers (m)	707	-4.2	4,853	-1.0
Cargo load-factor (%)	63.1	-4.6pts.	67.0	-2.8pts.
Number of flights	774	-3.1	5,305	-6.9

Lufthansa Group***				
Passengers in 1,000	10,993	+4.6	61,916	+2.5
Available seat-kilometers (m)	26,505	+3.6	159,077	+3.3
Revenue seat-kilometers (m)	23,032	+6.4	126,887	+4.1
Passenger load-factor (%)	86.9	+2.3pts.	79.8	+0.6pts.
Cargo/Mail in 1,000 t	156	-4.1	1,084	-1.2
Available Cargo tonne-kilometers (m)	1,329	+2.8	8,626	+3.2
Revenue Cargo tonne-kilometers (m)	838	-4.3	5,770	-1.2
Cargo load-factor (%)	63.1	-4.7pts.	66.9	-2.9pts.
Number of flights	93,164	+1.2	584,016	+0.1

* 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	8,768	+3.6	49,413	+1.9
	Available seat-kilometers (m)	9,149	+1.5	53,166	-0.3
	Revenue seat-kilometers (m)	7,581	+4.0	40,222	+1.5
	Passenger load-factor (%)	82.9	+2.0pts.	75.7	+1.3pts.
	Cargo/Mail in 1,000 t	48	-6.2	329	-3.5
	Available Cargo tonne-kilometers (m)	67	+1.4	422	-0.0
	Revenue Cargo tonne-kilometers (m)	31	-5.6	208	-4.4
	Cargo load-factor (%)	45.9	-3.4pts.	49.3	-2.2pts.
America (North and South)	Passengers in 1,000	1,109	+6.1	6,027	+5.4
	Available seat-kilometers (m)	9,269	+3.8	54,286	+5.6
	Revenue seat-kilometers (m)	8,300	+6.2	45,391	+5.8
	Passenger load-factor (%)	89.5	+2.0pts.	83.6	+0.1pts.
	Cargo/Mail in 1,000 t	49	-0.9	353	+2.8
	Available Cargo tonne-kilometers (m)	618	+6.0	3,946	+5.4
	Revenue Cargo tonne-kilometers (m)	367	-1.8	2,606	+2.0
	Cargo load-factor (%)	59.4	-4.7pts.	66.0	-2.2pts.
Asia/Pacific	Passengers in 1,000	679	+9.4	3,837	+6.1
	Available seat-kilometers (m)	6,022	+5.5	37,405	+5.4
	Revenue seat-kilometers (m)	5,468	+8.7	30,652	+6.1
	Passenger load-factor (%)	90.8	+2.7pts.	81.9	+0.5pts.
	Cargo/Mail in 1,000 t	47	-4.6	305	-2.3
	Available Cargo tonne-kilometers (m)	530	+0.2	3,426	+2.0
	Revenue Cargo tonne-kilometers (m)	379	-6.1	2,486	-3.7
	Cargo load-factor (%)	71.5	-4.7pts.	72.6	-4.2pts.
Middle East/ Africa	Passengers in 1,000	437	+14.6	2,639	+3.3
	Available seat-kilometers (m)	2,065	+7.4	14,220	+3.5
	Revenue seat-kilometers (m)	1,682	+11.4	10,623	+2.0
	Passenger load-factor (%)	81.5	+2.9pts.	74.7	-1.1pts.
	Cargo/Mail in 1,000 t	12	-6.9	97	-3.3
	Available Cargo tonne-kilometers (m)	115	-0.9	832	-0.1
	Revenue Cargo tonne-kilometers (m)	62	-7.5	470	-3.1
	Cargo load-factor (%)	54.2	-3.8pts.	56.5	-1.8pts.

Lufthansa Passenger Airlines					
Europe	Passengers in 1,000	6,421	+3.5	36,516	+3.2
	Available seat-kilometers (m)	6,540	+1.1	38,465	+0.5
	Revenue seat-kilometers (m)	5,407	+3.9	28,991	+2.8
	Passenger load-factor (%)	82.7	+2.3pts.	75.4	+1.7pts.
America (North and South)	Passengers in 1,000	847	+5.1	4,583	+4.4
	Available seat-kilometers (m)	7,136	+1.9	41,540	+3.7
	Revenue seat-kilometers (m)	6,382	+4.8	34,840	+4.7
	Passenger load-factor (%)	89.4	+2.4pts.	83.9	+0.9pts.
Asia/Pacific	Passengers in 1,000	519	+13.8	2,817	+9.3
	Available seat-kilometers (m)	4,601	+9.1	27,575	+8.2
	Revenue seat-kilometers (m)	4,158	+13.1	22,377	+9.4
	Passenger load-factor (%)	90.4	+3.2pts.	81.2	+1.0pts.
Middle East/ Africa	Passengers in 1,000	306	+16.2	1,853	+8.3
	Available seat-kilometers (m)	1,480	+10.4	10,231	+7.2
	Revenue seat-kilometers (m)	1,185	+14.1	7,505	+6.5
	Passenger load-factor (%)	80.1	+2.6pts.	73.4	-0.4pts.