

# Investor Info October 2015

## Positive traffic development in October

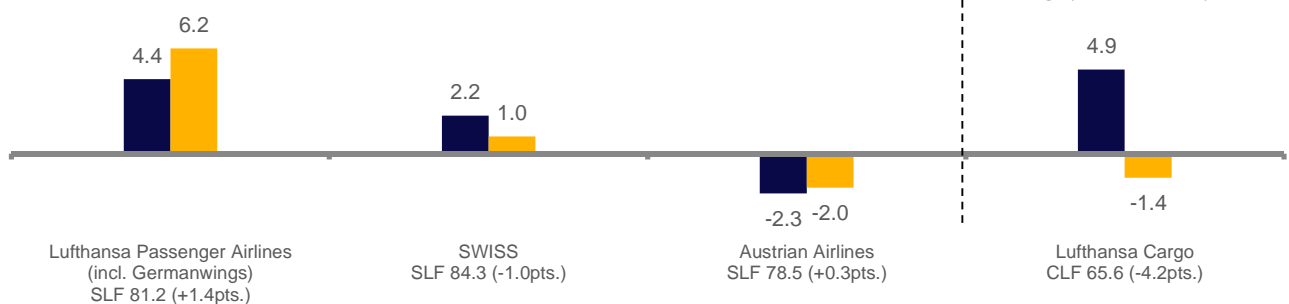
The trading performance of the Lufthansa Group's airlines was significantly impacted by 3 days of strikes at Lufthansa Passenger Airlines in the same time period last year. The number of flights rose by 1.8 per cent year-on-year. On a capacity increase of 3.4 per cent, sales rose by 4.5 per cent. The seat load factor improved by 0.9 percentage points. Adjusted for currency effects, the pricing environment was negative.

**Lufthansa Passenger Airlines** (incl. Germanwings) saw sales increase by 6.2 per cent on capacity up 4.4 per cent, resulting in an improvement of the load factor by 1.4 percentage points. **SWISS** expanded its capacity by 2.2 per cent but was not able to sell it fully (+1.0%). **Austrian Airlines** showed a reduced capacity compared with last year (-2.3%) but improved its load factor slightly (+0.3pts.) on the back of sales decreasing to a lesser extent (-2.0%).

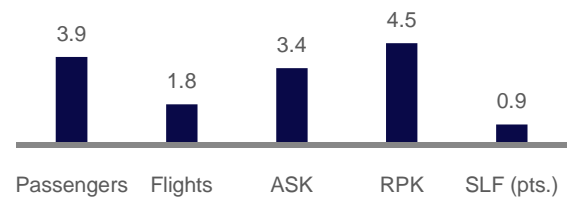
The traffic regions developed similarly: in all regions, except on routes to and from Middle East/Africa, capacity, sales and seat load factors improved. **Europe** and **Asia/Pacific** increased seat load factor by 1.3 percentage points on increased capacity (+3.3%; +4.7%) and sales (+5.0%; +6.4%). Also in the **Americas** the increased capacity (+4.3%) was fully sold (+4.9%), resulting in a slight improvement of load factor. On routes to **Middle East/Africa** capacity was cut by 3.0 per cent. The seat load factor decreased by 0.8 percentage points.

**Lufthansa Cargo** was not able to sell its 4.9 per cent increase in capacity. The load factor decreased by 4.2 percentage points.

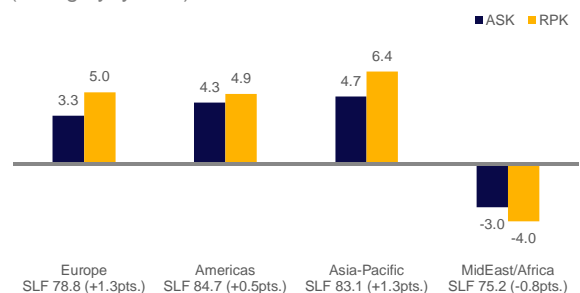
### Traffic figures by airline (month change yoy in %)



### Traffic figures Passenger Airline Group (change yoy in %)



### Traffic figures by region (change yoy in %)



## News / Dates

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

## Traffic figures by airline

Lufthansa Passenger Airlines*	Month	yoy (%)	Cumulative	yoy (%)
Passengers in 1,000	7,524	+5.3	68,762	+3.4
Available seat-kilometers (m)	18,578	+4.4	174,648	+3.4
Revenue seat-kilometers (m)	15,090	+6.2	141,410	+4.7
Passenger load-factor (%)	81.2	+1.4pts.	81.0	+1.0pts.
Number of flights	63,993	+2.1	598,792	+0.4

SWISS**				
Passengers in 1,000	1,589	+1.0	15,013	+1.8
Available seat-kilometers (m)	4,184	+2.2	40,745	+2.8
Revenue seat-kilometers (m)	3,526	+1.0	33,974	+2.2
Passenger load-factor (%)	84.3	-1.0pts.	83.4	-0.4pts.
Number of flights	14,604	+1.9	140,582	+1.2
Revenue Cargo tonne-kilometers (m)	135	-3.8	1,303	-3.4
Cargo-load factor (%)	67.8	-3.1pts.	65.9	-4.0pts.

Austrian Airlines				
Passengers in 1,000	980	-1.5	9,339	-3.3
Available seat-kilometers (m)	2,075	-2.3	19,921	+0.1
Revenue seat-kilometers (m)	1,628	-2.0	15,688	-1.0
Passenger load-factor(%)	78.5	+0.3pts.	78.8	-0.9pts.
Number of flights	11,177	+0.2	107,933	-0.5

Lufthansa Cargo				
Cargo/Mail in 1,000 t	144	+0.1	1,363	-0.8
Available Cargo tonne-kilometers (m)	1,156	+4.9	10,617	+3.2
Revenue Cargo tonne-kilometers (m)	759	-1.4	6,993	-1.7
Cargo load-factor (%)	65.6	-4.2pts.	65.9	-3.3pts.
Number of flights	831	+1.6	7,726	-4.3

Lufthansa Group***				
Passengers in 1,000	10,093	+3.9	93,114	+2.5
Available seat-kilometers (m)	24,837	+3.4	235,314	+3.0
Revenue seat-kilometers (m)	20,244	+4.5	191,072	+3.7
Passenger load-factor (%)	81.5	+0.9pts.	81.2	+0.6pts.
Cargo/Mail in 1,000 t	165	-0.2	1,556	-1.8
Available Cargo tonne-kilometers (m)	1,355	+4.3	12,597	+3.1
Revenue Cargo tonne-kilometers (m)	894	-1.7	8,297	-2.0
Cargo load-factor (%)	66.0	-4.0pts.	65.9	-3.4pts.
Number of flights	90,605	+1.8	855,033	+0.4

\* 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	8,149	+4.1	74,415	+2.0
	Available seat-kilometers (m)	8,524	+3.3	79,457	+0.5
	Revenue seat-kilometers (m)	6,714	+5.0	61,547	+2.0
	Passenger load-factor (%)	78.8	+1.3pts.	77.5	+1.2pts.
	Cargo/Mail in 1,000 t	50	-3.4	472	-3.8
	Available Cargo tonne-kilometers (m)	68	+1.8	619	+0.0
	Revenue Cargo tonne-kilometers (m)	32	-4.7	299	-4.7
	Cargo load-factor (%)	47.6	-3.2pts.	48.3	-2.4pts.
America (North and South)	Passengers in 1,000	954	+4.7	9,080	+4.5
	Available seat-kilometers (m)	8,417	+4.3	80,591	+4.9
	Revenue seat-kilometers (m)	7,129	+4.9	68,155	+4.8
	Passenger load-factor (%)	84.7	+0.5pts.	84.6	+0.0pts.
	Cargo/Mail in 1,000 t	52	-2.1	499	+0.6
	Available Cargo tonne-kilometers (m)	619	+5.7	5,767	+5.3
	Revenue Cargo tonne-kilometers (m)	387	-4.3	3,689	-0.3
	Cargo load-factor (%)	62.5	-6.5pts.	64.0	-3.5pts.
Asia/Pacific	Passengers in 1,000	599	+5.9	5,711	+5.7
	Available seat-kilometers (m)	5,858	+4.7	54,967	+4.7
	Revenue seat-kilometers (m)	4,868	+6.4	45,848	+5.7
	Passenger load-factor (%)	83.1	+1.3pts.	83.4	+0.8pts.
	Cargo/Mail in 1,000 t	49	+8.0	448	-0.9
	Available Cargo tonne-kilometers (m)	543	+6.0	5,020	+2.5
	Revenue Cargo tonne-kilometers (m)	406	+3.6	3,646	-2.6
	Cargo load-factor (%)	74.8	-1.7pts.	72.6	-3.8pts.
Middle East/ Africa	Passengers in 1,000	391	-4.8	3,908	+1.5
	Available seat-kilometers (m)	2,038	-3.0	20,300	+1.6
	Revenue seat-kilometers (m)	1,533	-4.0	15,521	+0.5
	Passenger load-factor (%)	75.2	-0.8pts.	76.5	-0.8pts.
	Cargo/Mail in 1,000 t	14	-8.1	136	-5.8
	Available Cargo tonne-kilometers (m)	126	-7.0	1,190	-2.7
	Revenue Cargo tonne-kilometers (m)	69	-13.6	663	-6.3
	Cargo load-factor (%)	55.0	-4.3pts.	55.7	-2.2pts.

Lufthansa Passenger Airlines					
Europe	Passengers in 1,000	6,071	+5.3	54,867	+3.0
	Available seat-kilometers (m)	6,177	+3.5	57,292	+0.8
	Revenue seat-kilometers (m)	4,887	+6.1	44,288	+2.9
	Passenger load-factor (%)	79.1	+1.9pts.	77.3	+1.5pts.
America (North and South)	Passengers in 1,000	728	+5.4	6,910	+3.6
	Available seat-kilometers (m)	6,524	+4.8	61,853	+3.3
	Revenue seat-kilometers (m)	5,483	+5.5	52,302	+3.8
	Passenger load-factor (%)	84.1	+0.5pts.	84.6	+0.5pts.
Asia/Pacific	Passengers in 1,000	448	+8.7	4,231	+8.6
	Available seat-kilometers (m)	4,395	+6.2	40,864	+7.0
	Revenue seat-kilometers (m)	3,627	+9.2	33,812	+8.7
	Passenger load-factor (%)	82.5	+2.2pts.	82.7	+1.2pts.
Middle East/ Africa	Passengers in 1,000	278	-0.4	2,754	+5.3
	Available seat-kilometers (m)	1,482	+0.5	14,639	+5.0
	Revenue seat-kilometers (m)	1,092	+0.3	11,008	+4.3
	Passenger load-factor (%)	73.7	-0.1pts.	75.2	-0.5pts.