

# Investor Info November 2015

## Traffic in November heavily influenced by strikes

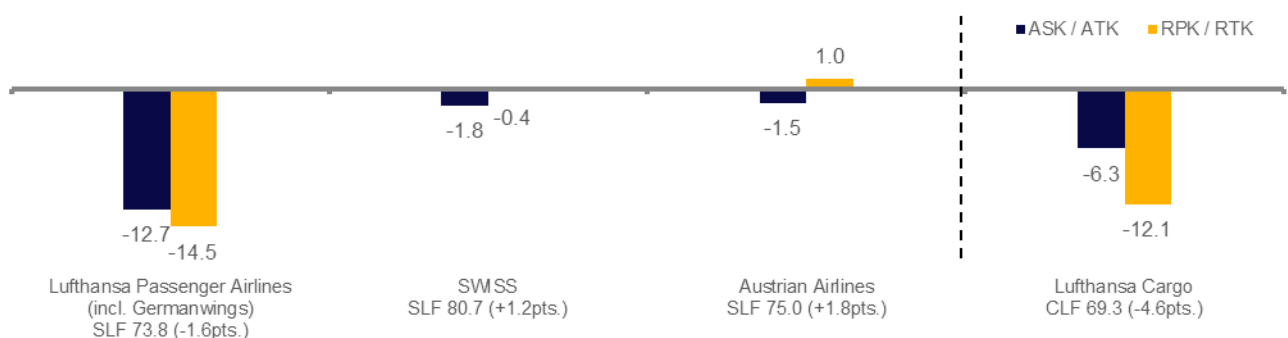
The trading performance of the Lufthansa Group's airlines was significantly impacted by seven actual and three announced, but eventually not executed days of strikes at Lufthansa Passenger Airlines. The number of flights of the group declined by 4.8 per cent year-on-year. The capacity offer was 9.8 per cent below the previous year and sales decreased by 10.6 per cent. The seat load factor decreased by 0.6 percentage points. Adjusted for currency effects, the pricing environment was clearly negative.

**Lufthansa Passenger Airlines** (incl. Germanwings) saw a capacity reduction of 12.7 per cent. The load factor decreased by 1.6 percentage points due to an even greater decline in sales (-14.5%). **SWISS** reduced their capacity by 1.8 per cent. The seat load factor improved by 1.2 percentage points at slightly lower sales (-0.4%). **Austrian Airlines** recorded an improved load factor (+1.8pts.) due to slightly higher sales (+1.0%) at a capacity reduction of 1.5 per cent.

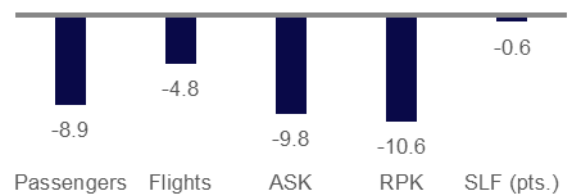
The development in the traffic regions shows a similar picture which was influenced by the strike: capacity and sales declined significantly in all regions. In both **Europe** and the **Americas** capacity decreased by 7.9 per cent; the seat load factor sunk by 1.1 and 0.9 percentage points, respectively. In **Asia/Pacific** capacity decreased by 11 per cent and the seat load factor fell by 0.6 percentage points. On routes to **Middle East/Africa** capacity was cut by 19.0 per cent. The seat load factor, however, increased by 1.0 percentage points.

Freight capacities at **Lufthansa Cargo** decreased significantly (-6.3%), foremost because of cancelled belly capacities. The load factor decreased by 4.6 percentage points.

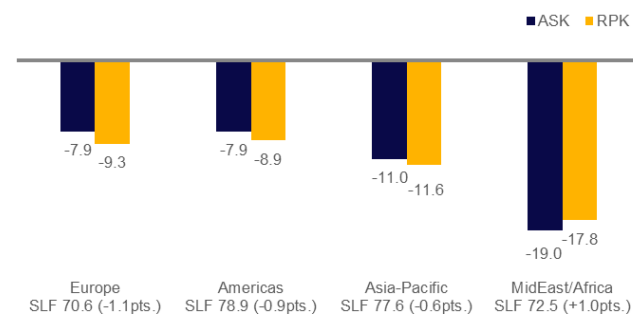
### Traffic figures by airline (month change yoy in %)



### 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 December will be published on **12 January 2016**.

## Traffic figures by airline

Lufthansa Passenger Airlines*	Month	yoy (%)	Cumulative	yoy (%)
Passengers in 1,000	5,169	-12.5	73,931	+2.1
Available seat-kilometers (m)	13,403	-12.7	188,052	+2.1
Revenue seat-kilometers (m)	9,897	-14.5	151,308	+3.2
Passenger load-factor (%)	73.8	-1.6pts.	80.5	+0.9pts.
Number of flights	51,252	-7.4	650,044	-0.3

SWISS**				
Passengers in 1,000	1,252	+1.6	16,265	+1.8
Available seat-kilometers (m)	3,691	-1.8	44,436	+2.4
Revenue seat-kilometers (m)	2,977	-0.4	36,951	+2.0
Passenger load-factor (%)	80.7	+1.2pts.	83.2	-0.3pts.
Number of flights	12,466	+1.6	153,047	+1.2
Revenue Cargo tonne-kilometers (m)	130	-11.5	1,433	-4.2
Cargo-load factor (%)	69.6	-9.1pts.	66.2	-4.5pts.

Austrian Airlines				
Passengers in 1,000	785	+1.9	10,126	-2.9
Available seat-kilometers (m)	1,710	-1.5	21,632	+0.0
Revenue seat-kilometers (m)	1,282	+1.0	16,969	-0.9
Passenger load-factor(%)	75.0	+1.8pts.	78.4	-0.7pts.
Number of flights	9,671	+2.2	117,604	-0.3

Lufthansa Cargo				
Cargo/Mail in 1,000 t	135	-13.3	1,501	-2.3
Available Cargo tonne-kilometers (m)	1,043	-6.3	11,652	+2.2
Revenue Cargo tonne-kilometers (m)	722	-12.1	7,715	-2.8
Cargo load-factor (%)	69.3	-4.6pts.	66.2	-3.4pts.
Number of flights	904	-0.1	8,632	-3.8

Lufthansa Group***				
Passengers in 1,000	7,206	-8.9	100,321	+1.6
Available seat-kilometers (m)	18,805	-9.8	254,121	+2.0
Revenue seat-kilometers (m)	14,157	-10.6	205,228	+2.6
Passenger load-factor (%)	75.3	-0.6pts.	80.8	+0.5pts.
Cargo/Mail in 1,000 t	156	-12.3	1,715	-3.1
Available Cargo tonne-kilometers (m)	1,230	-5.3	13,819	+2.2
Revenue Cargo tonne-kilometers (m)	853	-12.0	9,150	-3.0
Cargo load-factor (%)	69.3	-5.3pts.	66.2	-3.6pts.
Number of flights	74,293	-4.8	929,327	-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	5,814	-8.0	80,230	+1.2
	Available seat-kilometers (m)	6,203	-7.9	85,661	-0.2
	Revenue seat-kilometers (m)	4,378	-9.3	65,926	+1.1
	Passenger load-factor (%)	70.6	-1.1pts.	77.0	+1.0pts.
	Cargo/Mail in 1,000 t	48	-13.4	521	-5.0
	Available Cargo tonne-kilometers (m)	58	-6.1	678	-0.5
	Revenue Cargo tonne-kilometers (m)	31	-11.5	330	-5.4
	Cargo load-factor (%)	52.9	-3.2pts.	48.7	-2.5pts.
America (North and South)	Passengers in 1,000	661	-9.4	9,741	+3.4
	Available seat-kilometers (m)	6,350	-7.9	86,941	+3.8
	Revenue seat-kilometers (m)	5,012	-8.9	73,166	+3.7
	Passenger load-factor (%)	78.9	-0.9pts.	84.2	+0.0pts.
	Cargo/Mail in 1,000 t	46	-17.3	546	-1.5
	Available Cargo tonne-kilometers (m)	536	-5.7	6,301	+4.2
	Revenue Cargo tonne-kilometers (m)	351	-17.0	4,040	-2.0
	Cargo load-factor (%)	65.5	-8.9pts.	64.1	-4.1pts.
Asia/Pacific	Passengers in 1,000	439	-12.3	6,150	+4.2
	Available seat-kilometers (m)	4,543	-11.0	59,510	+3.3
	Revenue seat-kilometers (m)	3,528	-11.6	49,375	+4.2
	Passenger load-factor (%)	77.6	-0.6pts.	83.0	+0.8pts.
	Cargo/Mail in 1,000 t	49	-3.9	498	-1.5
	Available Cargo tonne-kilometers (m)	519	-2.8	5,537	+1.9
	Revenue Cargo tonne-kilometers (m)	403	-5.4	4,050	-2.9
	Cargo load-factor (%)	77.8	-2.1pts.	73.1	-3.7pts.
Middle East/ Africa	Passengers in 1,000	292	-18.0	4,200	-0.2
	Available seat-kilometers (m)	1,709	-19.0	22,009	-0.4
	Revenue seat-kilometers (m)	1,239	-17.8	16,760	-1.1
	Passenger load-factor (%)	72.5	+1.0pts.	76.2	-0.5pts.
	Cargo/Mail in 1,000 t	13	-17.8	149	-7.2
	Available Cargo tonne-kilometers (m)	117	-13.5	1,304	-4.0
	Revenue Cargo tonne-kilometers (m)	67	-20.8	730	-7.8
	Cargo load-factor (%)	57.4	-5.3pts.	56.0	-2.3pts.

Lufthansa Passenger Airlines					
Europe	Passengers in 1,000	4,206	-11.6	59,073	+1.8
	Available seat-kilometers (m)	4,424	-11.3	61,716	-0.2
	Revenue seat-kilometers (m)	3,081	-13.1	47,370	+1.6
	Passenger load-factor (%)	69.6	-1.5pts.	76.8	+1.4pts.
America (North and South)	Passengers in 1,000	476	-12.1	7,386	+2.4
	Available seat-kilometers (m)	4,687	-9.2	66,540	+2.3
	Revenue seat-kilometers (m)	3,652	-11.5	55,954	+2.7
	Passenger load-factor (%)	77.9	-2.0pts.	84.1	+0.3pts.
Asia/Pacific	Passengers in 1,000	296	-16.9	4,527	+6.5
	Available seat-kilometers (m)	3,132	-14.5	43,996	+5.1
	Revenue seat-kilometers (m)	2,358	-16.6	36,170	+6.6
	Passenger load-factor (%)	75.3	-1.9pts.	82.2	+1.1pts.
Middle East/ Africa	Passengers in 1,000	191	-23.3	2,945	+2.8
	Available seat-kilometers (m)	1,161	-24.4	15,800	+2.0
	Revenue seat-kilometers (m)	807	-24.8	11,815	+1.6
	Passenger load-factor (%)	69.5	-0.4pts.	74.8	-0.3pts.