

Investor Info December 2015

New record: airlines of the Lufthansa Group transport 108 million passengers in 2015

In December, the airlines of the Lufthansa Group carried out 3.2 per cent more flights. Capacity was 5.3 per cent above previous year and sales were up 3.8 per cent. The seat load factor decreased by 1.1 percentage points. The trading performance was affected by 3 days of strike at Lufthansa Passenger Airlines and Lufthansa Cargo in the previous year. Adjusted for currency effects, the pricing environment was clearly negative.

Lufthansa Passenger Airlines (incl. Eurowings) saw a capacity increase of 7.5 per cent. The load factor decreased slightly (-0.4pts.). Capacity at **SWISS** increased by 0.8 per cent. Sales declined by 2.2 per cent and the seat load factor fell by 2.4 percentage points. **Austrian Airlines** also recorded a lower load factor (-3.6pts.), as sales decreased by 6.4 per cent on a capacity reduction of 1.8 per cent.

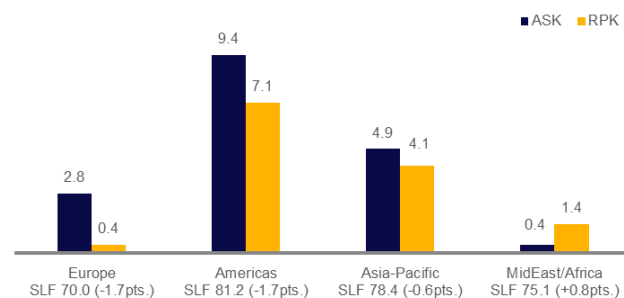
The development in the traffic regions shows a differentiated picture. In both **Europe** and the **Americas** the seat load factors decreased by 1.7 percentage points on capacity growth of 2.8 per cent and 9.4 per cent, respectively. In **Asia/Pacific** capacity increased by 4.9 per cent and the seat load factor fell by 0.6 percentage points. On routes to **Middle East/Africa**, sales increased by 1.4 per cent on a slight capacity increase (+0.4%). The seat load factor went up by 0.8 percentage points.

Freight capacities at **Lufthansa Cargo** increased by 1.0 per cent but could not be sold to the same extent (-3.9%). The load factor decreased by 3.4 percentage points.

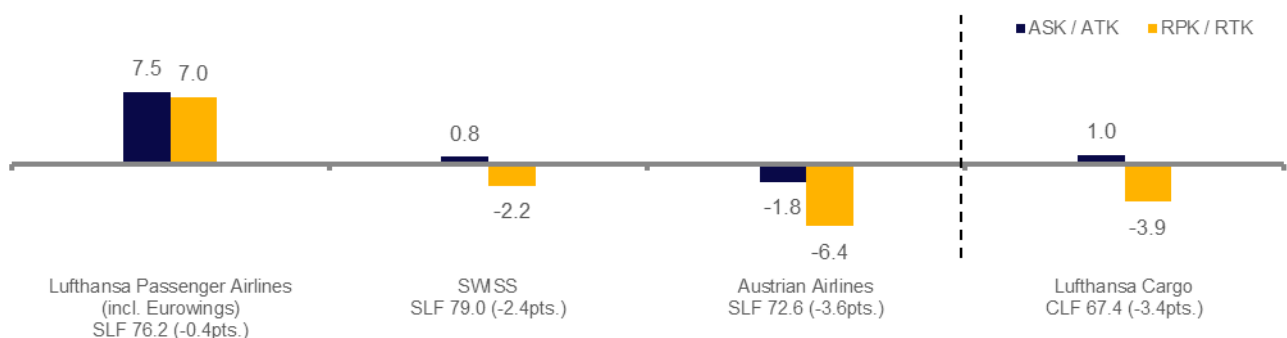
Traffic figures Passenger Airline Group
(month change yoy in %)



Traffic figures by region
(month change yoy in %)



Traffic figures by airline (month change yoy in %)



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With 107.7 million transported passengers, the airlines of the Lufthansa Group achieved a new record. The company carried out more than 1 million flights and achieved the highest ever seat load factor of 80.4 per cent.

The next **Investor Info** with the traffic data for January will be published on **9. February 2016**. From thereon, traffic data of the Hub Airlines and Eurowings will be shown separately. An example of the new format will be available at the beginning of February on our Website: investor-relations.lufthansagroup.com.

Traffic figures by airline

Lufthansa Passenger Airlines*	Month	yoy (%)	Cumulative	yoy (%)
Passengers in 1,000	5,374	+4.0	79,305	+2.3
Available seat-kilometers (m)	14,262	+7.5	202,314	+2.4
Revenue seat-kilometers (m)	10,865	+7.0	162,173	+3.4
Passenger load-factor (%)	76.2	-0.4pts.	80.2	+0.8pts.
Number of flights	51,360	+3.4	701,404	-0.0

SWISS**				
Passengers in 1,000	1,272	-1.9	17,536	+1.5
Available seat-kilometers (m)	3,908	+0.8	48,345	+2.2
Revenue seat-kilometers (m)	3,087	-2.2	40,038	+1.6
Passenger load-factor (%)	79.0	-2.4pts.	82.8	-0.5pts.
Number of flights	12,991	+3.5	166,038	+1.4
Revenue Cargo tonne-kilometers (m)	131	-6.8	1,565	-4.4
Cargo-load factor (%)	66.4	-8.5pts.	66.2	-4.8pts.

Austrian Airlines				
Passengers in 1,000	712	-4.5	10,838	-3.0
Available seat-kilometers (m)	1,684	-1.8	23,316	-0.1
Revenue seat-kilometers (m)	1,223	-6.4	18,190	-1.3
Passenger load-factor(%)	72.6	-3.6pts.	78.0	-0.9pts.
Number of flights	9,223	+2.4	126,827	-0.1

Lufthansa Cargo				
Cargo/Mail in 1,000 t	125	-3.8	1,630	-2.4
Available Cargo tonne-kilometers (m)	963	+1.0	12,606	+2.0
Revenue Cargo tonne-kilometers (m)	649	-3.9	8,364	-2.9
Cargo load-factor (%)	67.4	-3.4pts.	66.3	-3.4pts.
Number of flights	757	-2.9	9,391	-3.8

Lufthansa Group***				
Passengers in 1,000	7,358	+2.0	107,679	+1.6
Available seat-kilometers (m)	19,854	+5.3	273,975	+2.2
Revenue seat-kilometers (m)	15,175	+3.8	220,400	+2.7
Passenger load-factor (%)	76.4	-1.1pts.	80.4	+0.3pts.
Cargo/Mail in 1,000 t	146	-3.8	1,864	-3.1
Available Cargo tonne-kilometers (m)	1,161	+1.7	14,971	+2.1
Revenue Cargo tonne-kilometers (m)	780	-4.4	9,930	-3.1
Cargo load-factor (%)	67.2	-4.3pts.	66.3	-3.6pts.
Number of flights	74,331	+3.2	1,003,660	+0.2

* incl. LH regional airlines and Eurowings

** 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	5,823	+1.5	86,053	+1.3
	Available seat-kilometers (m)	6,300	+2.8	91,960	+0.0
	Revenue seat-kilometers (m)	4,411	+0.4	70,338	+1.1
	Passenger load-factor (%)	70.0	-1.7pts.	76.5	+0.8pts.
	Cargo/Mail in 1,000 t	45	-6.2	567	-5.0
	Available Cargo tonne-kilometers (m)	56	+0.7	735	-0.4
	Revenue Cargo tonne-kilometers (m)	30	-5.1	360	-5.3
	Cargo load-factor (%)	52.9	-3.2pts.	49.0	-2.6pts.
America (North and South)	Passengers in 1,000	755	+6.2	10,496	+3.6
	Available seat-kilometers (m)	7,033	+9.4	93,974	+4.2
	Revenue seat-kilometers (m)	5,713	+7.1	78,879	+4.0
	Passenger load-factor (%)	81.2	-1.7pts.	83.9	-0.2pts.
	Cargo/Mail in 1,000 t	44	-9.3	592	-2.1
	Available Cargo tonne-kilometers (m)	517	+0.9	6,815	+3.9
	Revenue Cargo tonne-kilometers (m)	335	-9.3	4,375	-2.6
	Cargo load-factor (%)	64.9	-7.2pts.	64.2	-4.3pts.
Asia/Pacific	Passengers in 1,000	452	+3.6	6,602	+4.1
	Available seat-kilometers (m)	4,617	+4.9	64,127	+3.4
	Revenue seat-kilometers (m)	3,620	+4.1	52,994	+4.2
	Passenger load-factor (%)	78.4	-0.6pts.	82.6	+0.6pts.
	Cargo/Mail in 1,000 t	43	+5.3	541	-0.9
	Available Cargo tonne-kilometers (m)	465	+3.4	5,997	+2.0
	Revenue Cargo tonne-kilometers (m)	350	+1.8	4,399	-2.5
	Cargo load-factor (%)	75.3	-1.1pts.	73.4	-3.3pts.
Middle East/ Africa	Passengers in 1,000	328	+0.1	4,528	-0.1
	Available seat-kilometers (m)	1,904	+0.4	23,913	-0.3
	Revenue seat-kilometers (m)	1,430	+1.4	18,189	-0.9
	Passenger load-factor (%)	75.1	+0.8pts.	76.1	-0.4pts.
	Cargo/Mail in 1,000 t	14	-2.5	164	-6.7
	Available Cargo tonne-kilometers (m)	123	-0.8	1,425	-3.8
	Revenue Cargo tonne-kilometers (m)	66	-8.5	796	-7.9
	Cargo load-factor (%)	53.3	-4.5pts.	55.8	-2.5pts.

Lufthansa Passenger Airlines					
Europe	Passengers in 1,000	4,278	+2.9	63,350	+1.8
	Available seat-kilometers (m)	4,482	+2.9	66,198	+0.0
	Revenue seat-kilometers (m)	3,128	+1.3	50,497	+1.6
	Passenger load-factor (%)	69.8	-1.0pts.	76.3	+1.2pts.
America (North and South)	Passengers in 1,000	557	+10.7	7,943	+3.0
	Available seat-kilometers (m)	5,228	+12.9	71,767	+3.0
	Revenue seat-kilometers (m)	4,257	+11.5	60,210	+3.2
	Passenger load-factor (%)	81.4	-1.1pts.	83.9	+0.2pts.
Asia/Pacific	Passengers in 1,000	312	+7.2	4,838	+6.5
	Available seat-kilometers (m)	3,218	+7.8	47,214	+5.3
	Revenue seat-kilometers (m)	2,482	+8.1	38,651	+6.7
	Passenger load-factor (%)	77.1	+0.2pts.	81.9	+1.1pts.
Middle East/ Africa	Passengers in 1,000	228	+4.4	3,173	+2.9
	Available seat-kilometers (m)	1,334	+3.4	17,134	+2.1
	Revenue seat-kilometers (m)	999	+4.9	12,814	+1.9
	Passenger load-factor (%)	74.9	+1.1pts.	74.8	-0.2pts.