

## Investor Info April 2015

### Strong growth after previous year's strikes

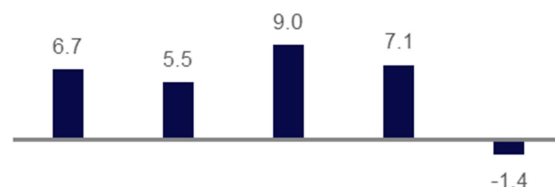
The traffic figures for the airlines in the Lufthansa Group have to be interpreted in relation to developments in the previous year, which were strongly impacted by strikes at Lufthansa Passenger Airlines, Germanwings and Lufthansa Cargo. Against this background the number of flights (+5.5%), capacity (+9.0%) and sales (+7.1%) all increased significantly year on year. The load factor fell by 1.4 percentage points. Adjusted for currency effects, pricing environment was negative.

**Lufthansa Passenger Airlines** (incl. Germanwings) was unable to sell (+10.7%) its significantly increased capacity (+11.4%) completely. The passenger load factor fell slightly by 0.5 percentage points. **SWISS** and **Austrian Airlines** increased capacity, partly significantly (0.8%; 6.5%). Sales fell (-1.5%; -2.7%), however, which led to a deterioration of the load factor (-1.9pts; -7.0pts).

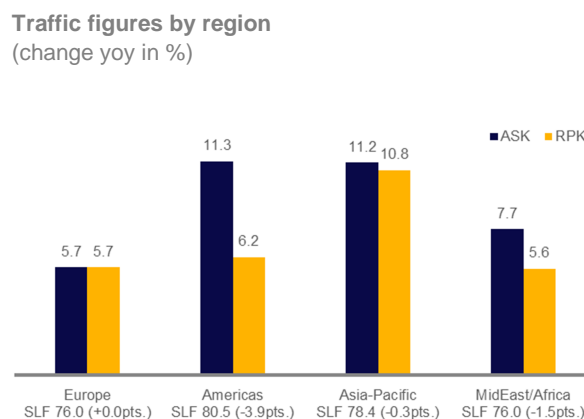
In **European traffic**, growth in capacity and sales followed exactly the same trend (+5.7%). In the other regions, the additional capacity could not be sold. On routes to and from **America** and the **Middle East /Africa**, capacity rose significantly stronger (11.3%; 7.7%) than sales (6.2%; 5.6%). The load factor fell in both traffic regions (-3.9pts; -1.5pts). Much higher capacity in the **Asia/Pacific** region (+11.2%) was almost sold in full (+10.8%) and the load factor, at 78.4%, was only slightly down on the year (-0.3pts).

As in the previous month, **Lufthansa Cargo** could not sell the increased capacity, which led to a decline in the load factor (-2.5pts).

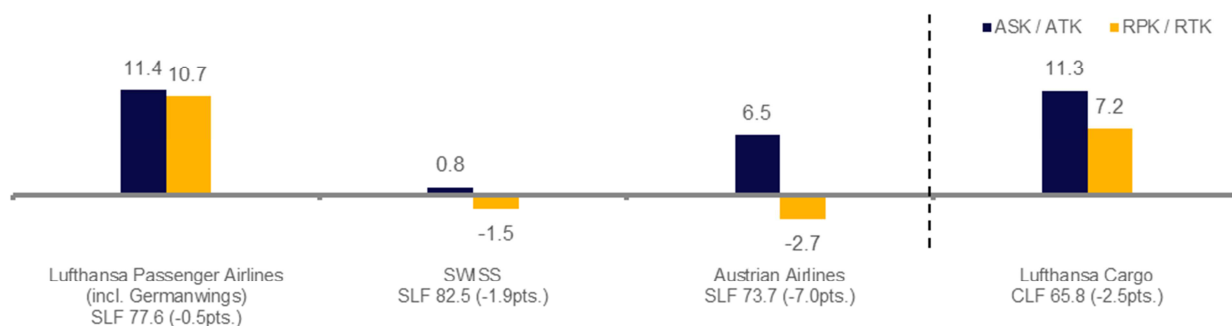
**Traffic figures Passenger Airline Group**  
(change yoy in %)



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



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



### News / Dates

#### Lufthansa Group increases earnings in Q1 2015

With revenue up by nearly 8 per cent, EBIT and adjusted EBIT both rose by EUR 73m. Both performance indicators showed an increase of more than 30 per cent on the previous year. All the operating segments improved their results in the first quarter. Strike impacts once again depressed profits by EUR 42m.

The cash flow from operating activities and the net result for the period both rose by more than EUR 500m. Lower interest rates reduced the equity ratio to 7.5 per cent.

The **next Investor Info** with the traffic figures for May will be published on **10 June 2015**.

## Traffic figures by airline

Lufthansa Passenger Airlines*	Month	yoy (%)	Cumulative	yoy (%)
Passengers in 1,000	6,725	+10.6	22,589	+3.3
Available seat-kilometers (m)	17,195	+11.4	60,145	+4.1
Revenue seat-kilometers (m)	13,348	+10.7	45,711	+4.6
Passenger load-factor (%)	77.6	-0.5pts.	76.0	+0.3pts.
Number of flights	59,907	+7.8	218,496	+0.8

SWISS**				
Passengers in 1,000	1,483	+0.1	5,201	-0.0
Available seat-kilometers (m)	3,918	+0.8	15,338	+1.9
Revenue seat-kilometers (m)	3,231	-1.5	12,230	+1.0
Passenger load-factor (%)	82.5	-1.9pts.	79.7	-0.8pts.
Number of flights	13,845	+1.1	51,520	-1.2
Revenue Cargo tonne-kilometers (m)	126	-4.6	524	+0.1
Cargo-load factor (%)	64.8	-4.8pts.	67.6	-2.6pts.

Austrian Airlines				
Passengers in 1,000	932	-7.3	2,909	-10.5
Available seat-kilometers (m)	2,090	+6.5	6,638	-3.0
Revenue seat-kilometers (m)	1,542	-2.7	4,867	-6.6
Passenger load-factor(%)	73.7	-7.0pts.	73.3	-2.8pts.
Number of flights	10,886	-0.1	38,393	-4.7

Lufthansa Cargo				
Cargo/Mail in 1,000 t	134	+9.3	533	+1.6
Available Cargo tonne-kilometers (m)	1,034	+11.3	3,920	+3.4
Revenue Cargo tonne-kilometers (m)	680	+7.2	2,690	-0.3
Cargo load-factor (%)	65.8	-2.5pts.	68.6	-2.5pts.
Number of flights	708	-3.5	2,992	-9.3

Lufthansa Group***				
Passengers in 1,000	9,140	+6.7	30,699	+1.3
Available seat-kilometers (m)	23,203	+9.0	82,121	+3.1
Revenue seat-kilometers (m)	18,120	+7.1	62,809	+2.9
Passenger load-factor (%)	78.1	-1.4pts.	76.5	-0.1pts.
Cargo/Mail in 1,000 t	153	+6.9	607	-0.1
Available Cargo tonne-kilometers (m)	1,229	+9.8	4,697	+3.5
Revenue Cargo tonne-kilometers (m)	806	+5.2	3,214	-0.2
Cargo load-factor (%)	65.6	-2.9pts.	68.4	-2.5pts.
Number of flights	85,346	+5.5	311,401	-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	7,370	+6.5	24,404	+0.7
	Available seat-kilometers (m)	7,908	+5.7	26,934	-1.4
	Revenue seat-kilometers (m)	6,011	+5.7	19,130	-0.4
	Passenger load-factor (%)	76.0	+0.0pts.	71.0	+0.7pts.
	Cargo/Mail in 1,000 t	46	+3.5	185	-3.1
	Available Cargo tonne-kilometers (m)	61	+5.7	226	-1.9
	Revenue Cargo tonne-kilometers (m)	29	+1.8	116	-5.0
	Cargo load-factor (%)	48.3	-1.9pts.	51.3	-1.6pts.
America (North and South)	Passengers in 1,000	835	+5.7	2,889	+4.8
	Available seat-kilometers (m)	7,764	+11.3	27,385	+6.4
	Revenue seat-kilometers (m)	6,253	+6.2	21,952	+5.7
	Passenger load-factor (%)	80.5	-3.9pts.	80.2	-0.5pts.
	Cargo/Mail in 1,000 t	50	+14.1	199	+3.1
	Available Cargo tonne-kilometers (m)	556	+13.2	2,122	+4.9
	Revenue Cargo tonne-kilometers (m)	363	+10.5	1,465	+2.2
	Cargo load-factor (%)	65.3	-1.6pts.	69.0	-1.8pts.
Asia/Pacific	Passengers in 1,000	537	+10.7	1,980	+3.6
	Available seat-kilometers (m)	5,500	+11.2	19,676	+5.0
	Revenue seat-kilometers (m)	4,313	+10.8	15,755	+4.0
	Passenger load-factor (%)	78.4	-0.3pts.	80.1	-0.7pts.
	Cargo/Mail in 1,000 t	43	+3.2	168	+0.3
	Available Cargo tonne-kilometers (m)	499	+8.1	1,869	+2.7
	Revenue Cargo tonne-kilometers (m)	349	+0.1	1,364	-2.2
	Cargo load-factor (%)	70.0	-5.5pts.	73.0	-3.6pts.
Middle East/ Africa	Passengers in 1,000	399	+7.3	1,425	+1.7
	Available seat-kilometers (m)	2,031	+7.7	8,126	+3.4
	Revenue seat-kilometers (m)	1,543	+5.6	5,972	+1.0
	Passenger load-factor (%)	76.0	-1.5pts.	73.5	-1.8pts.
	Cargo/Mail in 1,000 t	14	+6.2	55	-2.1
	Available Cargo tonne-kilometers (m)	114	+4.0	480	+2.7
	Revenue Cargo tonne-kilometers (m)	65	+7.5	269	-0.8
	Cargo load-factor (%)	57.2	+1.9pts.	56.1	-2.0pts.

Lufthansa Passenger Airlines					
Europe	Passengers in 1,000	5,425	+10.3	18,022	+2.8
	Available seat-kilometers (m)	5,752	+7.8	19,524	+0.1
	Revenue seat-kilometers (m)	4,334	+8.7	13,740	+1.8
	Passenger load-factor (%)	75.3	+0.6pts.	70.4	+1.2pts.
America (North and South)	Passengers in 1,000	631	+6.2	2,167	+3.9
	Available seat-kilometers (m)	5,963	+10.7	20,691	+4.6
	Revenue seat-kilometers (m)	4,792	+7.2	16,658	+4.8
	Passenger load-factor (%)	80.4	-2.7pts.	80.5	+0.1pts.
Asia/Pacific	Passengers in 1,000	393	+17.6	1,408	+6.2
	Available seat-kilometers (m)	4,046	+16.4	14,108	+7.7
	Revenue seat-kilometers (m)	3,149	+17.9	11,120	+6.9
	Passenger load-factor (%)	77.8	+1.0pts.	78.8	-0.6pts.
Middle East/ Africa	Passengers in 1,000	276	+18.0	991	+8.8
	Available seat-kilometers (m)	1,434	+15.4	5,821	+8.4
	Revenue seat-kilometers (m)	1,072	+15.5	4,193	+7.1
	Passenger load-factor (%)	74.8	+0.1pts.	72.0	-0.9pts.