

Investor Info May 2015

Solid traffic figures in May

While the number of flights declined slightly (-0.8%), the airlines of the Lufthansa Group were able to increase sales (+5.2%) more than capacity (+4.1%). The load factor rose year on year by 0.9 percentage points. Adjusted for currency effects, the pricing environment was clearly negative.

Lufthansa Passenger Airlines (incl. Germanwings) increased its sales (+5.8%) more than capacity growth (+3.7%). The load factor rose by 1.6 percentage points. By contrast, **SWISS** was not able to sell (+4.9%) its additional capacity (+5.2%) in full and its load factor fell slightly by 0.2 percentage points. **Austrian Airlines** continued to suffer from low demand from Russia and Eastern Europe. The seasonally higher capacity (+5.0%) could not be sold (+0.9%) and the load factor fell by 3.1 percentage points.

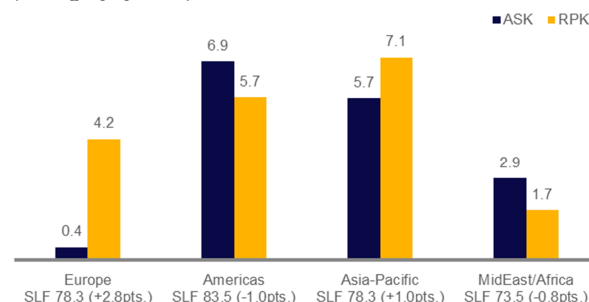
The load factor in **European traffic** improved by 2.8 percentage points with capacity virtually stable (+0.4%). Capacity in other regions grew faster. On routes to and from **America** and the **Middle East / Africa**, capacity rose faster (+6.9%; +2.9%) than sales (+5.7%; +1.7%). The load factor fell in both traffic regions (-1.0 pts.; -0.8 pts.). Higher capacity in the **Asia/Pacific** region (+5.7%) was sold in full (+7.1%) and the load factor was up on the year (1.0 pts.) at 78.3%.

Lufthansa Cargo could not sell its additional capacity (+3.2%) and the load factor dropped by 4.1 percentage points.

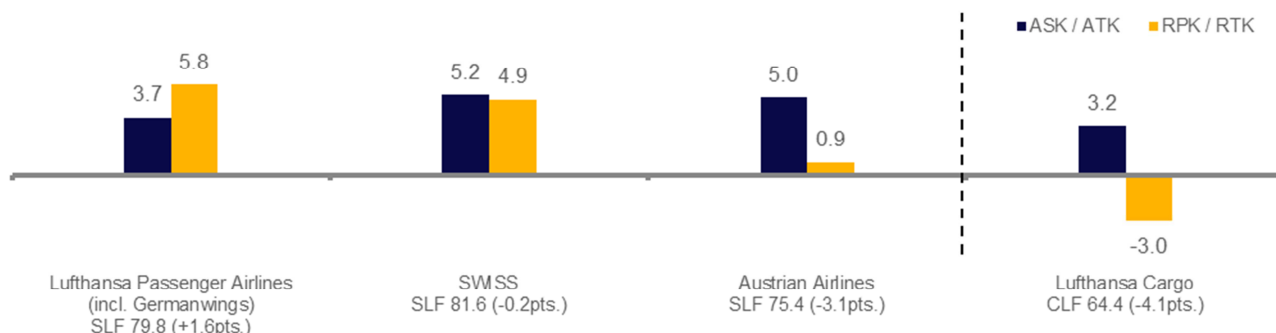
Traffic figures Passenger Airline Group
(change yoy in %)



Traffic figures by region
(change yoy in %)



Traffic figures by airline (month change yoy in %)



News / Dates

Lufthansa redirects commercial strategy

The airlines in the Lufthansa Group will offer their services on a more flexible and modular basis, with individualized price options and ancillary services. The new commercial strategy also includes a clear cost differentiation in the various booking channels.

As of 1 September 2015, the Lufthansa Group airlines will, therefore, include a surcharge, the "Distribution Cost Charge" (DCC) of EUR 16 for every ticket issued by a booking channel using GDS.

The **next Investor Info** with the traffic figures for May will be published on **9 July 2015**.

Traffic figures by airline

Lufthansa Passenger Airlines*	Month	yoy (%)	Cumulative	yoy (%)
Passengers in 1,000	7,491	+5.0	30,080	+3.8
Available seat-kilometers (m)	18,973	+3.7	79,118	+4.0
Revenue seat-kilometers (m)	15,145	+5.8	60,856	+4.9
Passenger load-factor (%)	79.8	+1.6pts.	76.9	+0.6pts.
Number of flights	62,725	-1.6	281,221	+0.3
SWISS**				
Passengers in 1,000	1,540	+5.0	6,741	+1.1
Available seat-kilometers (m)	4,144	+5.2	19,483	+2.6
Revenue seat-kilometers (m)	3,382	+4.9	15,612	+1.8
Passenger load-factor (%)	81.6	-0.2pts.	80.1	-0.7pts.
Number of flights	14,651	+2.7	66,171	-0.4
Revenue Cargo tonne-kilometers (m)	131	-5.9	655	-1.2
Cargo-load factor (%)	65.3	-7.0pts.	67.1	-3.5pts.
Austrian Airlines				
Passengers in 1,000	998	-4.7	3,907	-9.0
Available seat-kilometers (m)	2,178	+5.0	8,817	-1.2
Revenue seat-kilometers (m)	1,641	+0.9	6,509	-4.8
Passenger load-factor(%)	75.4	-3.1pts.	73.8	-2.9pts.
Number of flights	11,413	-0.1	49,806	-3.7
Lufthansa Cargo				
Cargo/Mail in 1,000 t	138	-1.4	672	+0.9
Available Cargo tonne-kilometers (m)	1,119	+3.2	5,039	+3.3
Revenue Cargo tonne-kilometers (m)	720	-3.0	3,430	-0.3
Cargo load-factor (%)	64.4	-4.1pts.	68.1	-2.4pts.
Number of flights	786	-4.3	3,778	-8.3
Lufthansa Group***				
Passengers in 1,000	10,029	+4.0	40,728	+1.9
Available seat-kilometers (m)	25,295	+4.1	107,417	+3.3
Revenue seat-kilometers (m)	20,168	+5.2	82,978	+3.5
Passenger load-factor (%)	79.7	+0.9pts.	77.2	+0.1pts.
Cargo/Mail in 1,000 t	157	-2.4	766	-0.6
Available Cargo tonne-kilometers (m)	1,319	+3.3	6,016	+3.4
Revenue Cargo tonne-kilometers (m)	852	-3.4	4,086	-0.4
Cargo load-factor (%)	64.5	-4.6pts.	67.9	-2.6pts.
Number of flights	89,575	-0.8	400,976	-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	8,069	+3.5	32,474	+1.4
	Available seat-kilometers (m)	8,532	+0.4	35,466	-1.0
	Revenue seat-kilometers (m)	6,683	+4.2	25,811	+0.8
	Passenger load-factor (%)	78.3	+2.8pts.	72.8	+1.3pts.
	Cargo/Mail in 1,000 t	46	-5.5	232	-3.6
	Available Cargo tonne-kilometers (m)	64	+1.1	291	-1.2
	Revenue Cargo tonne-kilometers (m)	30	-4.8	146	-4.9
	Cargo load-factor (%)	47.3	-2.9pts.	50.4	-1.9pts.
America (North and South)	Passengers in 1,000	987	+6.0	3,876	+5.1
	Available seat-kilometers (m)	8,798	+6.9	36,183	+6.6
	Revenue seat-kilometers (m)	7,347	+5.7	29,302	+5.7
	Passenger load-factor (%)	83.5	-1.0pts.	81.0	-0.6pts.
	Cargo/Mail in 1,000 t	52	+4.7	252	+3.5
	Available Cargo tonne-kilometers (m)	614	+5.9	2,735	+5.1
	Revenue Cargo tonne-kilometers (m)	388	+1.1	1,866	+2.7
	Cargo load-factor (%)	63.1	-3.1pts.	68.2	-1.6pts.
Asia/Pacific	Passengers in 1,000	577	+7.5	2,557	+4.5
	Available seat-kilometers (m)	5,909	+5.7	25,586	+5.1
	Revenue seat-kilometers (m)	4,628	+7.1	20,383	+4.7
	Passenger load-factor (%)	78.3	+1.0pts.	79.7	-0.3pts.
	Cargo/Mail in 1,000 t	44	-6.9	212	-1.5
	Available Cargo tonne-kilometers (m)	518	+2.0	2,387	+2.5
	Revenue Cargo tonne-kilometers (m)	362	-7.7	1,733	-3.0
	Cargo load-factor (%)	69.9	-7.3pts.	72.6	-4.2pts.
Middle East/ Africa	Passengers in 1,000	395	+3.3	1,821	+2.1
	Available seat-kilometers (m)	2,056	+2.9	10,182	+3.3
	Revenue seat-kilometers (m)	1,510	+1.7	7,482	+1.1
	Passenger load-factor (%)	73.5	-0.8pts.	73.5	-1.6pts.
	Cargo/Mail in 1,000 t	15	-2.0	70	-2.2
	Available Cargo tonne-kilometers (m)	124	-1.9	603	+1.7
	Revenue Cargo tonne-kilometers (m)	72	-3.3	341	-1.4
	Cargo load-factor (%)	58.0	-0.8pts.	56.5	-1.8pts.

Lufthansa Passenger Airlines					
Europe	Passengers in 1,000	6,014	+4.6	24,037	+3.2
	Available seat-kilometers (m)	6,202	+0.4	25,726	+0.1
	Revenue seat-kilometers (m)	4,891	+5.2	18,631	+2.7
	Passenger load-factor (%)	78.9	+3.6pts.	72.4	+1.8pts.
America (North and South)	Passengers in 1,000	761	+4.9	2,928	+4.1
	Available seat-kilometers (m)	6,833	+4.6	27,525	+4.6
	Revenue seat-kilometers (m)	5,705	+4.4	22,363	+4.7
	Passenger load-factor (%)	83.5	-0.1pts.	81.2	+0.0pts.
Asia/Pacific	Passengers in 1,000	436	+10.3	1,844	+7.2
	Available seat-kilometers (m)	4,453	+7.2	18,561	+7.6
	Revenue seat-kilometers (m)	3,478	+9.7	14,598	+7.5
	Passenger load-factor (%)	78.1	+1.8pts.	78.6	-0.1pts.
Middle East/ Africa	Passengers in 1,000	280	+6.5	1,271	+8.3
	Available seat-kilometers (m)	1,485	+4.1	7,306	+7.5
	Revenue seat-kilometers (m)	1,072	+4.0	5,264	+6.4
	Passenger load-factor (%)	72.2	+0.0pts.	72.1	-0.7pts.