

## Investor Info August 2015

### Record load factor in August

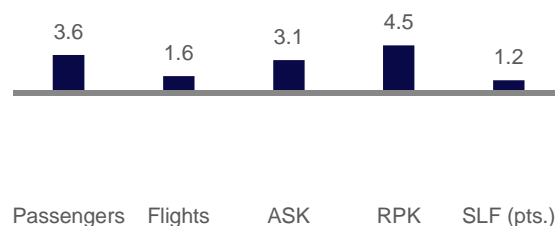
The Lufthansa Group's passenger airlines increased their load factor by 1.2 per cent in August. Sales increased by 4.5 per cent on a capacity growth of 3.1 per cent. The number of flights went up by 1.2 per cent. Adjusted for currency effects, the pricing environment was negative. Currency adjusted unit revenues were higher than in the second quarter.

**Lufthansa Passenger Airlines** (including Germanwings) increased sales by 4.8 per cent on a capacity growth of 2.9 per cent. It reported the biggest increase in its load factor (+1.6pts.) as a result. **SWISS** expanded its capacity by 4.0 per cent, while sales were up 3.9 per cent, keeping the load factor stable (-0.1%). **Austrian Airlines** increased its load factor by 0.8 percentage points on a capacity growth of 2.4 per cent.

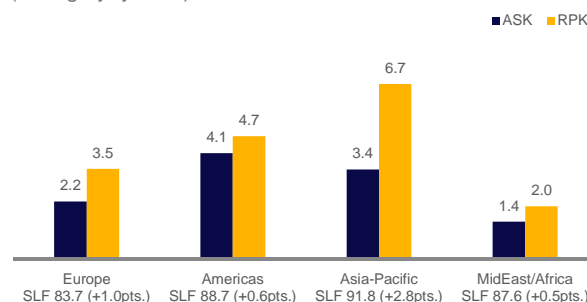
The positive performance was apparent in higher load factors for all traffic regions. Capacity in **European** traffic was up by 2.2 per cent and the load factor by 1.0 percentage points. The **Americas** and **Asia/Pacific** traffic regions both had very high load factors (88.7%, 91.8%). Sales growth in these regions was above average (+4.7%, +6.7%) on a capacity growth of 4.1 per cent and 3.4 per cent respectively. The load factor on routes to **Middle East/Africa** improved slightly (+0.5pts.).

**Lufthansa Cargo** was not able to sell its 2.6% increase in available capacity. The load factor decreased by 5.2 percentage points.

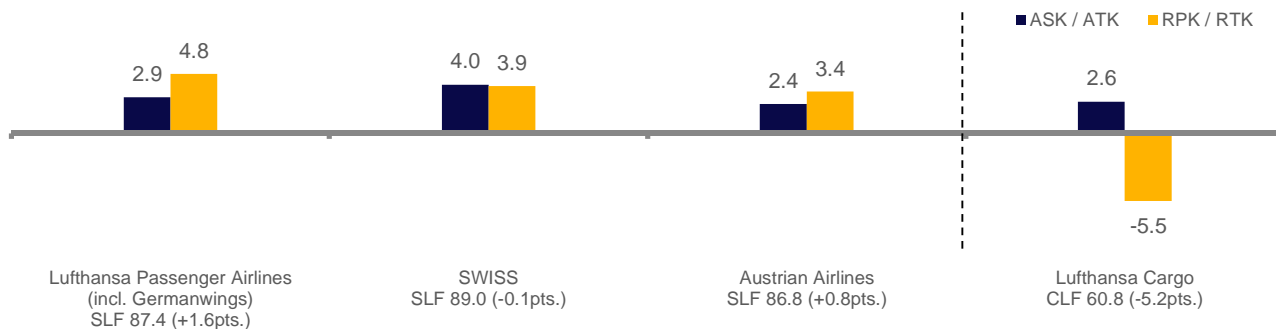
**Traffic figures Passenger Airline Group**  
(change yoy in %)



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



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



### News / Dates

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

## Traffic figures by airline

Lufthansa Passenger Airlines*	Month	yoy (%)	Cumulative	yoy (%)
Passengers in 1,000	7,934	+3.7	53,703	+3.9
Available seat-kilometers (m)	19,796	+2.9	137,606	+3.8
Revenue seat-kilometers (m)	17,300	+4.8	111,013	+5.2
Passenger load-factor (%)	87.4	+1.6pts.	80.7	+1.2pts.
Number of flights	62,622	+0.8	472,200	+0.5

SWISS**				
Passengers in 1,000	1,785	+4.0	11,814	+2.0
Available seat-kilometers (m)	4,458	+4.0	32,403	+2.8
Revenue seat-kilometers (m)	3,969	+3.9	26,913	+2.5
Passenger load-factor (%)	89.0	-0.1pts.	83.1	-0.2pts.
Number of flights	15,501	+3.8	111,285	+0.9
Revenue Cargo tonne-kilometers (m)	129	-6.6	1,045	-2.7
Cargo-load factor (%)	62.5	-5.3pts.	65.9	-4.0pts.

Austrian Airlines				
Passengers in 1,000	1,132	+1.9	7,252	-4.4
Available seat-kilometers (m)	2,324	+2.4	15,647	+0.5
Revenue seat-kilometers (m)	2,017	+3.4	12,251	-1.1
Passenger load-factor(%)	86.8	+0.8pts.	78.3	-1.3pts.
Number of flights	11,656	+3.4	85,005	-1.2

Lufthansa Cargo				
Cargo/Mail in 1,000 t	130	-3.8	1,083	-0.3
Available Cargo tonne-kilometers (m)	1,112	+2.6	8,359	+3.1
Revenue Cargo tonne-kilometers (m)	676	-5.5	5,531	-1.5
Cargo load-factor (%)	60.8	-5.2pts.	66.2	-3.1pts.
Number of flights	757	-1.2	6,064	-6.2

Lufthansa Group***				
Passengers in 1,000	10,851	+3.6	72,769	+2.7
Available seat-kilometers (m)	26,578	+3.1	185,656	+3.3
Revenue seat-kilometers (m)	23,286	+4.5	150,177	+4.2
Passenger load-factor (%)	87.6	+1.2pts.	80.9	+0.7pts.
Cargo/Mail in 1,000 t	149	-4.4	1,236	-1.5
Available Cargo tonne-kilometers (m)	1,319	+2.4	9,945	+3.1
Revenue Cargo tonne-kilometers (m)	805	-5.7	6,576	-1.7
Cargo load-factor (%)	61.1	-5.2pts.	66.1	-3.3pts.
Number of flights	90,536	+1.6	674,554	+0.3

\* 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	8,566	+3.2	57,981	+2.1
	Available seat-kilometers (m)	9,121	+2.2	62,288	+0.1
	Revenue seat-kilometers (m)	7,637	+3.5	47,860	+1.8
	Passenger load-factor (%)	83.7	+1.0pts.	76.8	+1.2pts.
	Cargo/Mail in 1,000 t	44	-2.9	374	-3.3
	Available Cargo tonne-kilometers (m)	64	+2.1	486	+0.2
	Revenue Cargo tonne-kilometers (m)	29	-1.8	237	-4.1
	Cargo load-factor (%)	45.2	-1.8pts.	48.7	-2.2pts.
America (North and South)	Passengers in 1,000	1,107	+4.5	7,134	+5.3
	Available seat-kilometers (m)	9,277	+4.1	63,563	+5.4
	Revenue seat-kilometers (m)	8,227	+4.7	53,620	+5.6
	Passenger load-factor (%)	88.7	+0.6pts.	84.4	+0.2pts.
	Cargo/Mail in 1,000 t	47	-4.6	401	+1.9
	Available Cargo tonne-kilometers (m)	618	+6.1	4,563	+5.5
	Revenue Cargo tonne-kilometers (m)	353	-4.7	2,958	+1.2
	Cargo load-factor (%)	57.0	-6.5pts.	64.8	-2.8pts.
Asia/Pacific	Passengers in 1,000	686	+7.0	4,523	+6.3
	Available seat-kilometers (m)	6,041	+3.4	43,446	+5.1
	Revenue seat-kilometers (m)	5,549	+6.7	36,200	+6.2
	Passenger load-factor (%)	91.8	+2.8pts.	83.3	+0.8pts.
	Cargo/Mail in 1,000 t	45	-3.9	351	-2.4
	Available Cargo tonne-kilometers (m)	517	+0.4	3,944	+1.8
	Revenue Cargo tonne-kilometers (m)	361	-6.5	2,848	-4.0
	Cargo load-factor (%)	69.8	-5.1pts.	72.2	-4.3pts.
Middle East/ Africa	Passengers in 1,000	491	+3.1	3,130	+3.3
	Available seat-kilometers (m)	2,139	+1.4	16,359	+3.2
	Revenue seat-kilometers (m)	1,874	+2.0	12,498	+2.0
	Passenger load-factor (%)	87.6	+0.5pts.	76.4	-0.9pts.
	Cargo/Mail in 1,000 t	12	-10.1	109	-4.1
	Available Cargo tonne-kilometers (m)	119	-6.3	952	-0.9
	Revenue Cargo tonne-kilometers (m)	63	-7.9	534	-3.7
	Cargo load-factor (%)	53.1	-0.9pts.	56.1	-1.6pts.

Lufthansa Passenger Airlines					
Europe	Passengers in 1,000	6,216	+3.2	42,732	+3.2
	Available seat-kilometers (m)	6,492	+1.8	44,957	+0.7
	Revenue seat-kilometers (m)	5,433	+3.5	34,423	+2.9
	Passenger load-factor (%)	83.7	+1.3pts.	76.6	+1.7pts.
America (North and South)	Passengers in 1,000	844	+3.6	5,427	+4.3
	Available seat-kilometers (m)	7,154	+2.4	48,694	+3.5
	Revenue seat-kilometers (m)	6,301	+3.5	41,141	+4.5
	Passenger load-factor (%)	88.1	+0.9pts.	84.5	+0.9pts.
Asia/Pacific	Passengers in 1,000	524	+9.6	3,341	+9.4
	Available seat-kilometers (m)	4,609	+5.4	32,184	+7.8
	Revenue seat-kilometers (m)	4,226	+9.3	26,603	+9.4
	Passenger load-factor (%)	91.7	+3.3pts.	82.7	+1.3pts.
Middle East/ Africa	Passengers in 1,000	350	+3.8	2,202	+7.6
	Available seat-kilometers (m)	1,540	+3.0	11,771	+6.6
	Revenue seat-kilometers (m)	1,341	+3.6	8,846	+6.1
	Passenger load-factor (%)	87.1	+0.6pts.	75.2	-0.3pts.