

Investor Info September 2015

September trading impacted by strikes

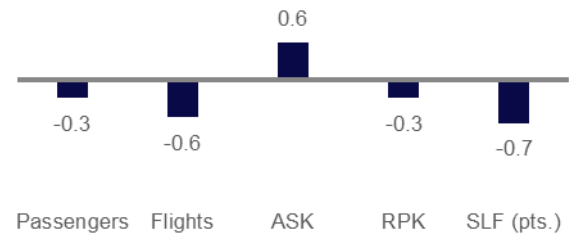
Trading of the Lufthansa Group's passenger airlines was significantly impacted by strike action at the beginning of September this year and by strikes at Lufthansa Passenger Airlines and competitors in the same time period last year. The number of flights decreased by 0.3 per cent year-on-year. While capacity increased by 0.6 per cent sales decreased by 0.3 per cent. The seat load factor was down by 0.7 percentage points. Adjusted for currency effects, the pricing environment was clearly negative

Lufthansa Passenger Airlines (including Germanwings) saw sales go down by 0.7 per cent at stable capacity (+0.1%) which resulted in a slightly lower load factor (-0.6pts.). **SWISS** expanded its capacity by 3.1 per cent, but was not able to sell it fully (+1.4%). **Austrian Airlines** achieved almost stable capacity (-0.1%), sales volume (+0.1%) and load factor (+0.2pts.).

The traffic regions developed differently: The slightly higher capacities (+0.7%; +1.3%) in **Europe** and **Asia/Pacific** were sold completely (+0.6%; +1.6%) which resulted in a close to stable load factor year-on-year (+0.0pts.; +0.2pts.). Sales in the **Americas** were down year-on-year (-0.9%) and the load factor decreased by 2.1 percentage points. Capacity on routes to **Middle East/Africa** was cut by 6.2 per cent and the load factor was nearly stable (-0.2pts.).

Lufthansa Cargo was not able to sell its 2.4 per cent increase in capacity. The load factor decreased by 4.6 percentage points.

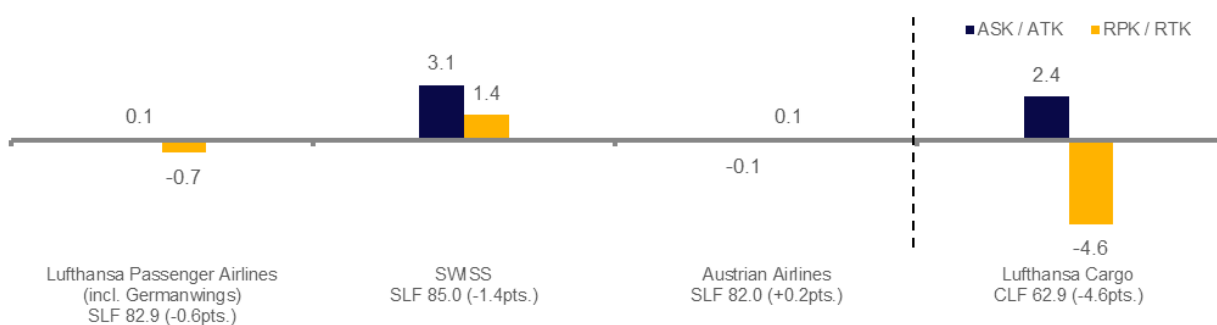
Traffic figures Passenger Airline Group
(change yoy in %)



Traffic figures by region
(change yoy in %)



Traffic figures by airline (month change yoy in %)



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Reorganization creates synergies and strengthens customer focus

As part of its '7to1 – Our Way Forward' program the Lufthansa Group is going to adopt a new organizational structure. As of 2016 all Hub airlines as well as Eurowings and Aviation Services will be bundled under the responsibility of two separate board members.

The reorganization will deliver a profit contribution of 500 million Euros through cost and revenue synergies upon full implementation in 2019.

The next **Investor Info** with the traffic data for October will be published on **10 November 2015**.

Traffic figures by airline

Lufthansa Passenger Airlines*	Month	yoy (%)	Cumulative	yoy (%)
Passengers in 1,000	7,535	-1.1	61,238	+3.2
Available seat-kilometers (m)	18,464	+0.1	156,070	+3.3
Revenue seat-kilometers (m)	15,308	-0.7	126,321	+4.5
Passenger load-factor (%)	82.9	-0.6pts.	80.9	+0.9pts.
Number of flights	62,599	-2.2	534,799	+0.2

SWISS**				
Passengers in 1,000	1,610	+1.6	13,424	+1.9
Available seat-kilometers (m)	4,158	+3.1	36,561	+2.8
Revenue seat-kilometers (m)	3,535	+1.4	30,448	+2.3
Passenger load-factor (%)	85.0	-1.4pts.	83.3	-0.4pts.
Number of flights	14,693	+2.9	125,978	+1.1
Revenue Cargo tonne-kilometers (m)	124	-8.3	1,169	-3.3
Cargo-load factor (%)	63.4	-5.5pts.	65.6	-4.1pts.

Austrian Airlines				
Passengers in 1,000	1,103	+2.2	8,356	-3.5
Available seat-kilometers (m)	2,198	-0.1	17,846	+0.4
Revenue seat-kilometers (m)	1,803	+0.1	14,055	-1.0
Passenger load-factor(%)	82.0	+0.2pts.	78.8	-1.1pts.
Number of flights	11,751	+3.9	96,756	-0.6

Lufthansa Cargo				
Cargo/Mail in 1,000 t	131	-6.5	1,216	-0.9
Available Cargo tonne-kilometers (m)	1,101	+2.4	9,460	+3.0
Revenue Cargo tonne-kilometers (m)	692	-4.6	6,229	-1.8
Cargo load-factor (%)	62.9	-4.6pts.	65.8	-3.2pts.
Number of flights	779	-0.4	6,843	-5.6

Lufthansa Group***				
Passengers in 1,000	10,248	-0.3	83,017	+2.3
Available seat-kilometers (m)	24,820	+0.6	210,477	+3.0
Revenue seat-kilometers (m)	20,646	-0.3	170,824	+3.6
Passenger load-factor (%)	83.2	-0.7pts.	81.2	+0.6pts.
Cargo/Mail in 1,000 t	150	-6.7	1,387	-2.0
Available Cargo tonne-kilometers (m)	1,296	+2.0	11,241	+3.0
Revenue Cargo tonne-kilometers (m)	816	-5.2	7,398	-2.0
Cargo load-factor (%)	63.0	-4.7pts.	65.8	-3.4pts.
Number of flights	89,822	-0.6	764,376	+0.2

* 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	8,282	-0.1	66,263	+1.8
	Available seat-kilometers (m)	8,644	+0.7	70,932	+0.2
	Revenue seat-kilometers (m)	6,973	+0.6	54,832	+1.6
	Passenger load-factor (%)	80.7	+0.0pts.	77.3	+1.1pts.
	Cargo/Mail in 1,000 t	46	-8.9	421	-3.8
	Available Cargo tonne-kilometers (m)	65	-0.2	551	+0.1
	Revenue Cargo tonne-kilometers (m)	30	-9.3	267	-4.7
	Cargo load-factor (%)	45.8	-4.6pts.	48.4	-2.4pts.
America (North and South)	Passengers in 1,000	992	-0.9	8,126	+4.5
	Available seat-kilometers (m)	8,610	+1.6	72,174	+4.9
	Revenue seat-kilometers (m)	7,403	-0.9	61,025	+4.8
	Passenger load-factor (%)	86.0	-2.1pts.	84.6	-0.1pts.
	Cargo/Mail in 1,000 t	46	-7.5	447	+0.9
	Available Cargo tonne-kilometers (m)	586	+3.5	5,149	+5.3
	Revenue Cargo tonne-kilometers (m)	342	-7.1	3,302	+0.3
	Cargo load-factor (%)	58.5	-6.6pts.	64.1	-3.2pts.
Asia/Pacific	Passengers in 1,000	588	+1.4	5,111	+5.7
	Available seat-kilometers (m)	5,663	+1.3	49,109	+4.7
	Revenue seat-kilometers (m)	4,779	+1.6	40,979	+5.6
	Passenger load-factor (%)	84.4	+0.2pts.	83.4	+0.7pts.
	Cargo/Mail in 1,000 t	46	-0.6	398	-2.1
	Available Cargo tonne-kilometers (m)	533	+3.9	4,477	+2.1
	Revenue Cargo tonne-kilometers (m)	384	-0.7	3,236	-3.5
	Cargo load-factor (%)	72.0	-3.4pts.	72.3	-4.1pts.
Middle East/ Africa	Passengers in 1,000	386	-5.5	3,517	+2.2
	Available seat-kilometers (m)	1,903	-6.2	18,262	+2.2
	Revenue seat-kilometers (m)	1,490	-6.4	13,988	+1.1
	Passenger load-factor (%)	78.3	-0.2pts.	76.6	-0.8pts.
	Cargo/Mail in 1,000 t	12	-16.1	122	-5.4
	Available Cargo tonne-kilometers (m)	113	-11.2	1,065	-2.2
	Revenue Cargo tonne-kilometers (m)	60	-17.2	594	-5.4
	Cargo load-factor (%)	53.5	-3.9pts.	55.8	-1.9pts.

Lufthansa Passenger Airlines					
Europe	Passengers in 1,000	6,064	-1.0	48,796	+2.7
	Available seat-kilometers (m)	6,158	-0.9	51,115	+0.5
	Revenue seat-kilometers (m)	4,978	-0.4	39,402	+2.5
	Passenger load-factor (%)	80.8	+0.4pts.	77.1	+1.5pts.
America (North and South)	Passengers in 1,000	755	-2.3	6,182	+3.4
	Available seat-kilometers (m)	6,634	+0.2	55,329	+3.1
	Revenue seat-kilometers (m)	5,678	-2.4	46,819	+3.6
	Passenger load-factor (%)	85.6	-2.3pts.	84.6	+0.4pts.
Asia/Pacific	Passengers in 1,000	442	+3.3	3,783	+8.6
	Available seat-kilometers (m)	4,286	+2.6	36,469	+7.1
	Revenue seat-kilometers (m)	3,582	+3.4	30,184	+8.6
	Passenger load-factor (%)	83.6	+0.7pts.	82.8	+1.2pts.
Middle East/ Africa	Passengers in 1,000	274	-5.5	2,476	+6.0
	Available seat-kilometers (m)	1,386	-3.3	13,157	+5.5
	Revenue seat-kilometers (m)	1,070	-5.2	9,916	+4.7
	Passenger load-factor (%)	77.2	-1.5pts.	75.4	-0.5pts.