

Investor Info October 2015

Positive traffic development in October

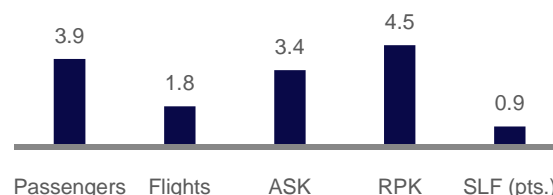
The trading performance of the Lufthansa Group's airlines was significantly impacted by 3 days of strikes at Lufthansa Passenger Airlines in the same time period last year. The number of flights rose by 1.8 per cent year-on-year. On a capacity increase of 3.4 per cent, sales rose by 4.5 per cent. The seat load factor improved by 0.9 percentage points. Adjusted for currency effects, the pricing environment was negative.

Lufthansa Passenger Airlines (incl. Germanwings) saw sales increase by 6.2 per cent on capacity up 4.4 per cent, resulting in an improvement of the load factor by 1.4 percentage points. **SWISS** expanded its capacity by 2.2 per cent but was not able to sell it fully (+1.0%). **Austrian Airlines** showed a reduced capacity compared with last year (-2.3%) but improved its load factor slightly (+0.3pts.) on the back of sales decreasing to a lesser extent (-2.0%).

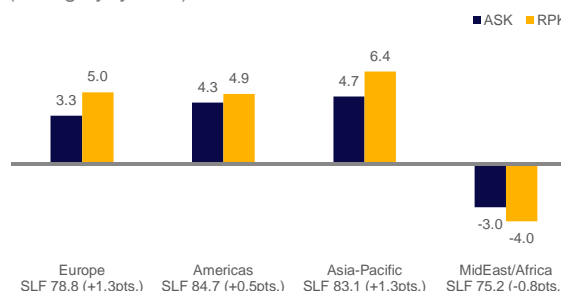
The traffic regions developed similarly: in all regions, except on routes to and from Middle East/Africa, capacity, sales and seat load factors improved. **Europe** and **Asia/Pacific** increased seat load factor by 1.3 percentage points on increased capacity (+3.3%; +4.7%) and sales (+5.0%; +6.4%). Also in the **Americas** the increased capacity (+4.3%) was fully sold (+4.9%), resulting in a slight improvement of load factor. On routes to **Middle East/Africa** capacity was cut by 3.0 per cent. The seat load factor decreased by 0.8 percentage points.

Lufthansa Cargo was not able to sell its 4.9 per cent increase in capacity. The load factor decreased by 4.2 percentage points.

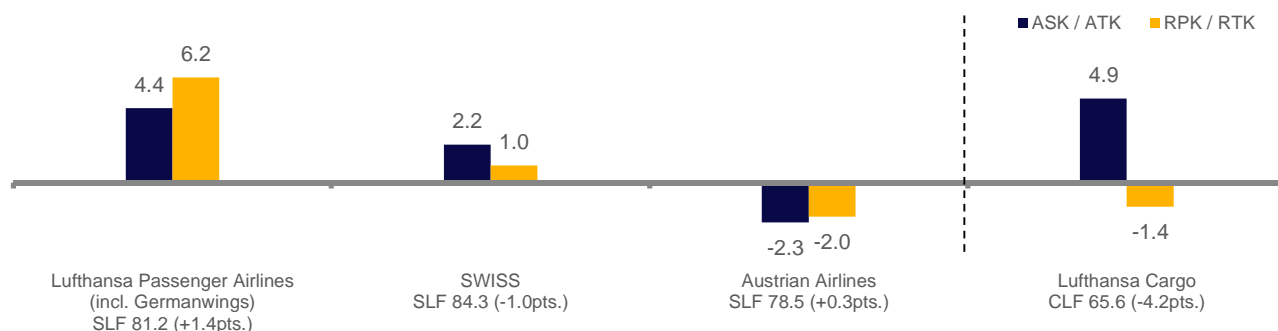
Traffic figures Passenger Airline Group
(change yoy in %)



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 November will be published on **9 December 2015**.

Traffic figures by airline

Lufthansa Passenger Airlines*	Month	yoy (%)	Cumulative	yoy (%)
Passengers in 1,000	7,524	+5.3	68,762	+3.4
Available seat-kilometers (m)	18,578	+4.4	174,648	+3.4
Revenue seat-kilometers (m)	15,090	+6.2	141,410	+4.7
Passenger load-factor (%)	81.2	+1.4pts.	81.0	+1.0pts.
Number of flights	63,993	+2.1	598,792	+0.4

SWISS**				
Passengers in 1,000	1,589	+1.0	15,013	+1.8
Available seat-kilometers (m)	4,184	+2.2	40,745	+2.8
Revenue seat-kilometers (m)	3,526	+1.0	33,974	+2.2
Passenger load-factor (%)	84.3	-1.0pts.	83.4	-0.4pts.
Number of flights	14,604	+1.9	140,582	+1.2
Revenue Cargo tonne-kilometers (m)	135	-3.8	1,303	-3.4
Cargo-load factor (%)	67.8	-3.1pts.	65.9	-4.0pts.

Austrian Airlines				
Passengers in 1,000	980	-1.5	9,339	-3.3
Available seat-kilometers (m)	2,075	-2.3	19,921	+0.1
Revenue seat-kilometers (m)	1,628	-2.0	15,688	-1.0
Passenger load-factor(%)	78.5	+0.3pts.	78.8	-0.9pts.
Number of flights	11,177	+0.2	107,933	-0.5

Lufthansa Cargo				
Cargo/Mail in 1,000 t	144	+0.1	1,363	-0.8
Available Cargo tonne-kilometers (m)	1,156	+4.9	10,617	+3.2
Revenue Cargo tonne-kilometers (m)	759	-1.4	6,993	-1.7
Cargo load-factor (%)	65.6	-4.2pts.	65.9	-3.3pts.
Number of flights	831	+1.6	7,726	-4.3

Lufthansa Group***				
Passengers in 1,000	10,093	+3.9	93,114	+2.5
Available seat-kilometers (m)	24,837	+3.4	235,314	+3.0
Revenue seat-kilometers (m)	20,244	+4.5	191,072	+3.7
Passenger load-factor (%)	81.5	+0.9pts.	81.2	+0.6pts.
Cargo/Mail in 1,000 t	165	-0.2	1,556	-1.8
Available Cargo tonne-kilometers (m)	1,355	+4.3	12,597	+3.1
Revenue Cargo tonne-kilometers (m)	894	-1.7	8,297	-2.0
Cargo load-factor (%)	66.0	-4.0pts.	65.9	-3.4pts.
Number of flights	90,605	+1.8	855,033	+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	8,149	+4.1	74,415	+2.0
	Available seat-kilometers (m)	8,524	+3.3	79,457	+0.5
	Revenue seat-kilometers (m)	6,714	+5.0	61,547	+2.0
	Passenger load-factor (%)	78.8	+1.3pts.	77.5	+1.2pts.
	Cargo/Mail in 1,000 t	50	-3.4	472	-3.8
	Available Cargo tonne-kilometers (m)	68	+1.8	619	+0.0
	Revenue Cargo tonne-kilometers (m)	32	-4.7	299	-4.7
	Cargo load-factor (%)	47.6	-3.2pts.	48.3	-2.4pts.
America (North and South)	Passengers in 1,000	954	+4.7	9,080	+4.5
	Available seat-kilometers (m)	8,417	+4.3	80,591	+4.9
	Revenue seat-kilometers (m)	7,129	+4.9	68,155	+4.8
	Passenger load-factor (%)	84.7	+0.5pts.	84.6	+0.0pts.
	Cargo/Mail in 1,000 t	52	-2.1	499	+0.6
	Available Cargo tonne-kilometers (m)	619	+5.7	5,767	+5.3
	Revenue Cargo tonne-kilometers (m)	387	-4.3	3,689	-0.3
	Cargo load-factor (%)	62.5	-6.5pts.	64.0	-3.5pts.
Asia/Pacific	Passengers in 1,000	599	+5.9	5,711	+5.7
	Available seat-kilometers (m)	5,858	+4.7	54,967	+4.7
	Revenue seat-kilometers (m)	4,868	+6.4	45,848	+5.7
	Passenger load-factor (%)	83.1	+1.3pts.	83.4	+0.8pts.
	Cargo/Mail in 1,000 t	49	+8.0	448	-0.9
	Available Cargo tonne-kilometers (m)	543	+6.0	5,020	+2.5
	Revenue Cargo tonne-kilometers (m)	406	+3.6	3,646	-2.6
	Cargo load-factor (%)	74.8	-1.7pts.	72.6	-3.8pts.
Middle East/ Africa	Passengers in 1,000	391	-4.8	3,908	+1.5
	Available seat-kilometers (m)	2,038	-3.0	20,300	+1.6
	Revenue seat-kilometers (m)	1,533	-4.0	15,521	+0.5
	Passenger load-factor (%)	75.2	-0.8pts.	76.5	-0.8pts.
	Cargo/Mail in 1,000 t	14	-8.1	136	-5.8
	Available Cargo tonne-kilometers (m)	126	-7.0	1,190	-2.7
	Revenue Cargo tonne-kilometers (m)	69	-13.6	663	-6.3
	Cargo load-factor (%)	55.0	-4.3pts.	55.7	-2.2pts.

Lufthansa Passenger Airlines					
Europe	Passengers in 1,000	6,071	+5.3	54,867	+3.0
	Available seat-kilometers (m)	6,177	+3.5	57,292	+0.8
	Revenue seat-kilometers (m)	4,887	+6.1	44,288	+2.9
	Passenger load-factor (%)	79.1	+1.9pts.	77.3	+1.5pts.
America (North and South)	Passengers in 1,000	728	+5.4	6,910	+3.6
	Available seat-kilometers (m)	6,524	+4.8	61,853	+3.3
	Revenue seat-kilometers (m)	5,483	+5.5	52,302	+3.8
	Passenger load-factor (%)	84.1	+0.5pts.	84.6	+0.5pts.
Asia/Pacific	Passengers in 1,000	448	+8.7	4,231	+8.6
	Available seat-kilometers (m)	4,395	+6.2	40,864	+7.0
	Revenue seat-kilometers (m)	3,627	+9.2	33,812	+8.7
	Passenger load-factor (%)	82.5	+2.2pts.	82.7	+1.2pts.
Middle East/ Africa	Passengers in 1,000	278	-0.4	2,754	+5.3
	Available seat-kilometers (m)	1,482	+0.5	14,639	+5.0
	Revenue seat-kilometers (m)	1,092	+0.3	11,008	+4.3
	Passenger load-factor (%)	73.7	-0.1pts.	75.2	-0.5pts.