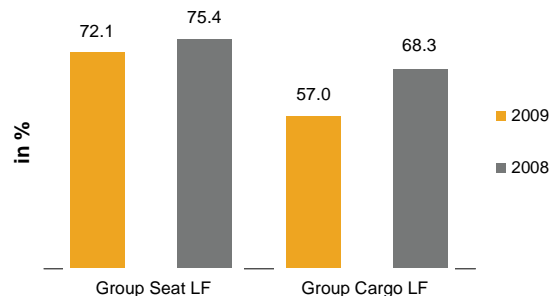




## Load factor in February 2009 compared with previous year



### Weak demand persists

In the face of further deterioration in conditions, Lufthansa again made rigorous cuts to available capacity in February. At Group level, capacity was 5.7 per cent below the previous year. The reduction came both from SWISS (-0.5%) and Lufthansa Passenger Airlines (-6.9%). However, the load factor could still not be held stable, sinking by 3.3 percentage points to 72.1 per cent for the Group. This reflects the sharp fall in demand of 9.8 per cent. Passenger numbers declined accordingly compared with the previous month by 9.3 per cent. This effect was compounded by the fact that February this year had one day fewer than last year.

In the Europe traffic region, the Group cut capacities sharply by 4.9 per cent. But here too, the fall in passenger numbers (-9.1%) and sales (-8.3%) was greater. At 62.6 per cent the load factor was therefore 2.3 percentage points below last year's.

The greatest reductions in capacity were made in the Americas traffic region. Both Lufthansa and SWISS decreased capacity significantly for a total reduction of 9.4 per cent overall. The fall in demand was even steeper at 13.7 per cent, leading to a decline in the load factor to 75.4 per cent (-3.8 pp).

Falling sales were also recorded in the Asia/Pacific region (-8.1%).

Although SWISS was still able to increase its sales (+5.8%), revenue passenger-kilometres at Lufthansa went down by 10.6 per cent. Although the Group reduced capacity considerably overall (-4.5%), the load factor fell by 3.2 percentage points. However, it remained high at nearly 80 per cent.

The Middle East/Africa traffic region also saw a decline in demand for the first time (-5.0%). On the back of stable development in demand in prior months, the Group had increased its capacities in the region slightly (+0.9%). The passenger load factor sank as a result by 4.5 percentage points to 72.2 per cent.

The slump in demand in airfreight continued unabated in February. Sales at Lufthansa Cargo fell by 23.5 per cent. The Company therefore again reduced its own freighter capacity. Total capacity including belly capacities was cut by 8.4 per cent compared with the previous year. At Group level (including SWISS World Cargo) the cargo load factor sank by 11.3 percentage points to 57.0 per cent.

### Purchase offer made to shareholders of Austrian Airlines AG

Lufthansa has initiated a further step in the acquisition of Austrian Airlines. On 27 February a public purchase offer was made to shareholders of Austrian Airlines AG at a price of EUR 4.49 per share. The deadline for acceptance ends on 11 May 2009. The price offered is based on the weighted average price for the six months before the day of the announcement of the intention to launch the offer. This is equivalent to a premium of around 30 per cent over the closing price at 26 February. The transaction is subject to the conditions precedent of antitrust approval by the competition authorities and approval by the European Commission of EUR 500m in restructuring aid from the Republic of Austria. The bidding documentation is available in full from [www.lufthansa.com/austrian](http://www.lufthansa.com/austrian).

### Lufthansa Italia expands capacity

Lufthansa Italia is extending its flight capacities on inner Italian routes from April. The new airline is to operate four flights a day between the economic hub in Milan and the capital Rome as well as to Naples and Bari. Within just four weeks the new brand has established a strong foothold in the market. The Group therefore decided to move two more Airbus A319s to Northern Italy. Additionally, on the route to London due to start from late May, three of the six daily flights will be served by the Lufthansa Group equity investment British Midland (bmi). This means that Lufthansa is able to offer its customers frequent flights despite the scarcity of slots at Heathrow.

### Lufthansa Cargo: stage 2 of the programme to safeguard earnings takes effect

Lufthansa Cargo started a programme to safeguard earnings for 2009 in the face of tougher market conditions. The first stage, which cut own freighter capacities by 10 per cent, was implemented as of 1 January. Given the dampened outlook, the second stage was begun without delay on 1 February, reducing freighter capacity by 20 per cent. This means that two MD11 freighters are being grounded, thereby reducing the fixed cost base considerably. In addition, two more freighters are not currently in operation. Stage 2 includes additional reductions in material costs of 20 per cent and a cut of 70 per cent in project budgets. Staff costs are to be adjusted to lower production by the reduced working hours due to start on 1 March.

### LSG gains new clients in Latin America

The Catering business segment has expanded its customer base in Latin America. The joint venture between LSG Sky Chefs and Kühne + Nagel has signed a contract with the Central American airline TACA from El Salvador to take over in-flight logistics. In future SkylogistiX will deal with all operations, from order forecasts and supplier management to transporting cabin equipment.

The Annual Report and 2008 results will be published at 8:00 a.m. on **11 March** on the Internet at [www.lufthansa.com/investor-relations](http://www.lufthansa.com/investor-relations). The next Investor Info with traffic data for March will be published on **9 April**.

## Traffic figures

	February	Yoy (%)	Cumulative	Yoy (%)
<b>Lufthansa Passenger Airlines*</b>				
Passengers in 1,000	3,780	- 10.5	7,554	- 9.7
Available seat-kilometers (m)	11,030	- 6.9	22,984	- 5.0
Revenue pax-kilometers (m)	7,954	- 11.1	16,870	- 8.5
Passenger load-factor (%)	72.1	- 3.4pts.	73.4	- 2.9pts.
Number of Flights	48,686	- 9.0	95,885	- 8.4
<b>Swiss International Air Lines</b>				
Passengers in 1,000	901	- 4.0	1,885	+ 0.2
Available seat-kilometers (m)	2,595	- 0.5	5,550	+ 3.0
Revenue pax-kilometers (m)	1,873	- 4.0	4,027	+ 0.3
Passenger load-factor (%)	72.2	- 2.6pts.	72.6	- 2.0pts.
Number of Flights	9,949	- 2.0	21,128	+ 0.5
Revenue Cargo tonne-km (m)	87	- 17.0	172	- 15.1
<b>Lufthansa Cargo AG</b>				
Cargo/mail in 1,000 tonnes	109	- 24.9	205	- 25.4
Available Cargo tonne-km (m)	878	- 8.4	1,785	- 6.7
Revenue Cargo tonne-km (m)	523	- 23.5	1,003	- 23.4
Cargo load-factor (%)	59.5	- 11.8pts.	56.2	- 12.2pts.
Number of Flights	1,088	-27.8	2,181	- 26.6
<b>Lufthansa Group**</b>				
Passengers in 1,000	4,681	- 9.3	9,438	- 7.9
Available seat-kilometers (m)	13,625	- 5.7	28,534	- 3.5
Revenue pax-kilometers (m)	9,826	- 9.8	20,897	- 7.0
Passenger load-factor (%)	72.1	- 3.3pts.	73.2	- 2.8pts.
Cargo/mail in 1,000 tonnes	123	- 24.5	235	- 24.4
Available Cargo tonne-km (m)	1,069	- 7.4	2,191	- 5.3
Revenue Cargo tonne-km (m)	610	- 22.7	1,175	- 22.3
Cargo load-factor (%)	57.0	- 11.3pts.	53.6	- 11.7pts.
Number of Flights	59,723	- 8.3	119,194	- 7.4
<b>According to traffic regions</b>				
<b>Europe (incl. Germany/Swiss)</b>				
Passengers in 1,000	3,657	- 9.1	7,217	- 8.3
Available seat-kilometers (m)	4,332	- 4.9	8,693	- 4.5
Revenue pax-kilometers (m)	2,712	- 8.3	5,420	- 7.6
Passenger load-factor (%)	62.6	- 2.3pts.	62.3	- 2.1pts.
Cargo/mail in 1,000 tonnes	41	- 33.4	82	- 30.2
Available Cargo tonne-km (m)	55	- 43.7	160	- 17.2
Revenue Cargo tonne-km (m)	16	- 63.0	64	- 24.7
Cargo load-factor (%)	29.8	- 15.6pts.	39.6	- 3.9pts.
<b>America (North and South)</b>				
Passengers in 1,000	440	- 13.4	987	- 8.2
Available seat-kilometers (m)	4,359	- 9.4	9,439	- 5.6
Revenue pax-kilometers (m)	3,288	- 13.7	7,386	- 8.2
Passenger load-factor (%)	75.4	- 3.8pts.	78.2	- 2.2pts.
Cargo/mail in 1,000 tonnes	35	- 27.0	66	- 26.9
Available Cargo tonne-km (m)	426	- 12.5	848	- 13.1
Revenue Cargo tonne-km (m)	245	- 27.6	474	- 26.3
Cargo load-factor (%)	57.6	- 12.1pts.	56.0	- 10.0pts.
<b>Asia/Pacific</b>				
Passengers in 1,000	356	- 8.8	755	- 6.7
Available seat-kilometers (m)	3,450	- 4.5	7,276	- 2.0
Revenue pax-kilometers (m)	2,755	- 8.1	5,827	- 6.6
Passenger load-factor (%)	79.8	- 3.2pts.	80.1	- 3.9pts.
Cargo/mail in 1,000 tonnes	34	- 13.4	62	- 19.1
Available Cargo tonne-km (m)	461	+ 4.1	922	+ 2.7
Revenue Cargo tonne-km (m)	278	- 15.4	504	- 21.5
Cargo load-factor (%)	60.3	- 13.9pts.	54.7	- 16.8pts.
<b>Middle East and Africa</b>				
Passengers in 1,000	227	- 4.7	477	- 2.0
Available seat-kilometers (m)	1,478	+ 0.9	3,116	+ 3.1
Revenue pax-kilometers (m)	1,067	- 5.0	2,258	- 1.9
Passenger load-factor (%)	72.2	- 4.5pts.	72.5	- 3.7pts.
Cargo/mail in 1,000 tonnes	13	- 8.2	25	- 5.5
Available Cargo tonne-km (m)	127	- 0.1	261	+ 5.2
Revenue Cargo tonne-km (m)	70	- 8.8	133	- 5.5
Cargo load-factor (%)	55.0	- 5.2pts.	51.1	- 5.7pts.

\* Deutsche Lufthansa AG and Lufthansa Regional

\*\* Deutsche Lufthansa AG, LH Regional, LH Cargo and Swiss

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