



## Press release

Frankfurt, 10 October 2012

### Lufthansa Cargo keeps load factor stable Cargo carrier stays on course in adverse market environment

Volumes declined at Lufthansa Cargo in the first nine months of 2012. Compared with the first nine-month period in the previous year, tonnage fell by 8.9 per cent in the term to 1.29 million tonnes. In a highly demanding global market, the business of Germany's biggest cargo carrier from January through September was depressed especially by a downturn in the Asia/Pacific region (minus 12.9 per cent).

Given the adverse market environment, Lufthansa Cargo made flexible use of its capacities to keep utilisation on a high level. The load factor fell year-on-year only marginally by 0.3 percentage points to 69 per cent.

"Knowing how volatile the airfreight business is and aware of the importance of exercising maximum flexibility, we make a point of focusing particularly on capacity management," emphasised Chairman and CEO Karl Ulrich Garnadt. In that way, Lufthansa Cargo has kept utilisation of its aircraft stable in spite of the weak market. Garnadt: "Whenever fuel prices are high, the rule that only high load factors enable a cargo airline to fly profitably applies more than ever."

The financial results for the first nine months of the year will be published on 31 October.

### **Lufthansa Cargo key figures for the first nine months of 2012:**

Total			
	2012	2011	Change in %.
Freight/Mail in tonnes (thousands)	1,288	1,413	-8.9%
ATKs (millions)	9,459	10,269	-7.9%
RTKs (millions)	6,526	7,120	-8.3%
Cargo load factor	69.0%	69.3%	-0.3% pp



## Overview of traffic regions:

	Europe		Americas		Asia/Pacific		Africa/Middle East	
	2012	Change in %.	2012	Change in %	2012	Change in %	2012	Change in %.
<b>Freight/Mail (thousands)</b>	445	-5.2%	389	-9.8%	352	-12.9%	102	-5.7%
<b>Available tonne-kilometres (millions)</b>	525	-14.8%	4,144	-1.7%	3,894	-13.6%	896	-4.0%
<b>Revenue tonne-kilometres (millions)</b>	264	-6.3%	2,818	-5.9%	2,918	-11.3%	527	-4.9%
<b>Cargo load factor</b>	50.3%	4.6%-P.	68.0%	-3.1% pp	74.9%	1.9% pp	58.8%	-0.6% pp

### Lufthansa Cargo AG

Lufthansa Cargo ranks among the world's leading cargo carriers. In the 2011 business year, the airline transported around 1.9 million tonnes of freight and mail and sold 9.5 billion revenue tonne-kilometres. The Company currently employs about 4,600 people, worldwide. Lufthansa Cargo focuses on the airport-to-airport business. The cargo carrier serves more than 300 destinations in around 100 countries with its own fleet of freighters, the belly capacities of passenger aircraft operated by Lufthansa and Austrian Airlines, and an extensive road feeder service network. The bulk of the cargo business is routed through Frankfurt Airport. Lufthansa Cargo is a wholly owned Lufthansa subsidiary of Deutsche Lufthansa AG.

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