
Lufthansa and the countries of CEE


Sofia, 6th. January 2006

Kaloyan Georgiev
Key Account Manager
Presentation Radisson SAS - Sofia
6th. January 2006

There's no better way to fly.



Lufthansa

A STAR ALLIANCE MEMBER 

Lufthansa - From Aviation Pioneers to a Global Aviation Group



- Founded 1926 in Berlin as Deutsche Luft Hansa Aktiengesellschaft
- From end of 1950s jets operate on long-haul routes
- 1970: Introduction of first jumbo 747
- 1993: Lufthansa signs cooperation contract with United Airlines. First step towards the Star Alliance
- In the 1990s Lufthansa is converted into a Group of Companies with six service and aviation related business units
- As of 2007 introduction of 15 ordered Airbus 380
- Additional 7 Airbus 340-600 ordered , delivery 2006 & 2007.




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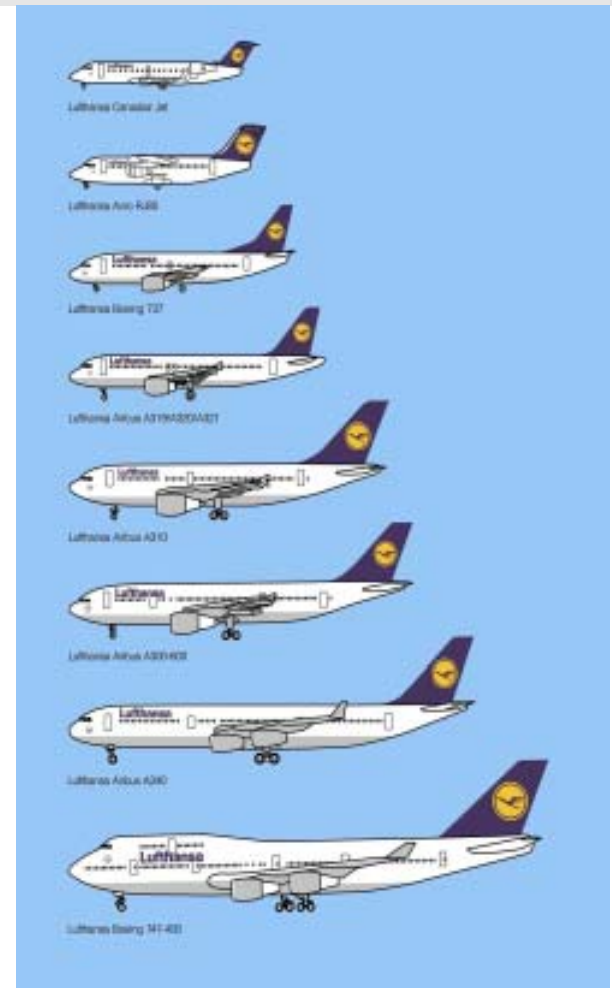


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Lufthansa Passenger Airline - Winter 2005/2006

- Lufthansa serves over 355 destinations in 91 countries
- operates 254 aircraft, 85 long range – 169 short range, (Group of Companies ~ 380)
- employs more than 34,000 people worldwide (Group of Companies ~ 93,000)
- “<http://www.lufthansa.com>” is Germany’s leading online travel portal and increasingly prominent worldwide
- Nine call centers worldwide operate 24/7



The Lufthansa Trademark: Quality, Innovation, Safety, Reliability, Customer Focus and Internationality.

▶ QUALITY

- Munich Terminal 2
- HON Circle & new First Class terminal
- Fleet: new A340-600 and A330



- New business class longhaul
- Blocked centre seat in Business Class within Europe

▶ INNOVATION

- FlyNet (Internet On Board)
- W-LAN in Lounge



- Executive Business Jet
- A380

▶ INTERNATIONALITY

- 65% of revenues generated outside Germany
- Global network
- Bilateral cooperations
- Star Alliance: new partners joining



Lufthansa is a founding member of the Star Alliance, the first global alliance in the airline industry.



STAR ALLIANCE

Air Canada
Air New Zealand
All Nippon
Asiana
Austrian Airlines Group
bmi british midland
LOT
Lufthansa
SAS
Singapore Airlines
Spanair
Thai Airways Int'l
United Airlines
US Airways
Varig

- Countries 152
- Airports 822
- Daily Departures 14,849

- new Star Alliance members 2005
 - South African Airways
 - TAP Air Portugal


- Star Alliance regional members
 - Blue 1 (01NOV04)
 - Adria Airways (15DEC04)
 - Croatia Airlines (15DEC04)

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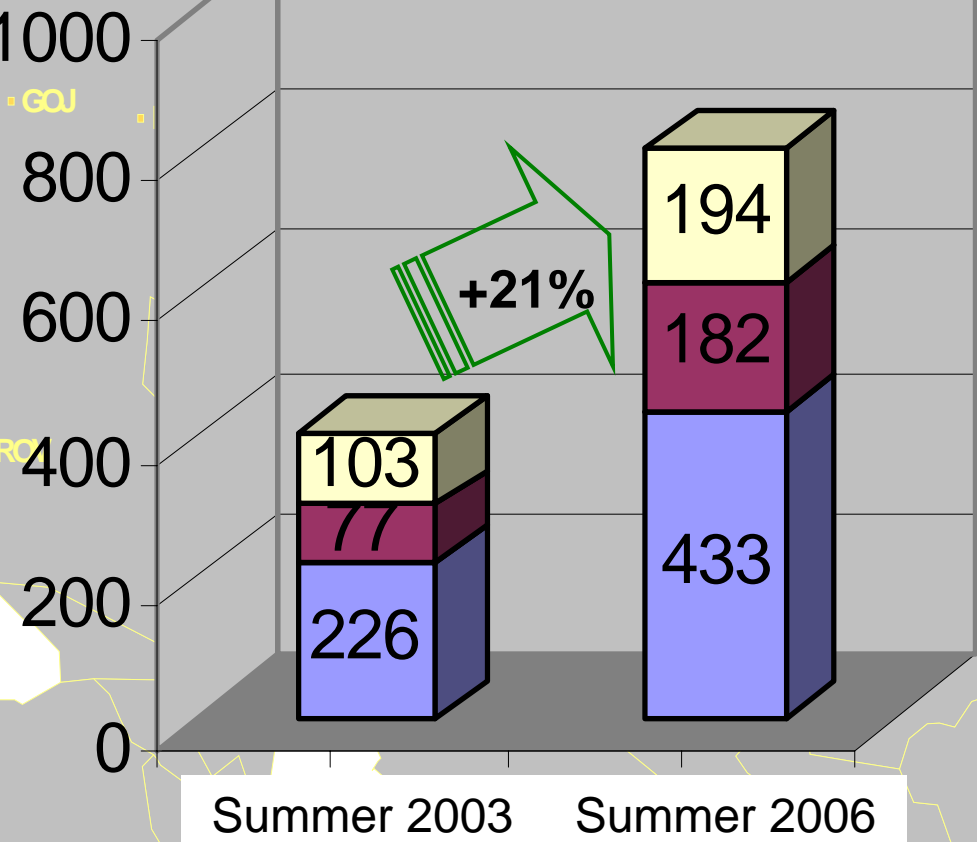
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Projected growth of the Lufthansa network to CEE. Weekly frequencies to Central and Eastern Europe.

New destinations since 2004

- Bratislava, Gdansk, Krakow, Poznan, Rostov, Tallinn, Ufa, Donetsk, Dnepropetrovsk etc.

- Russia & CIS
- Eastern Europe all other
- EU Entrant States



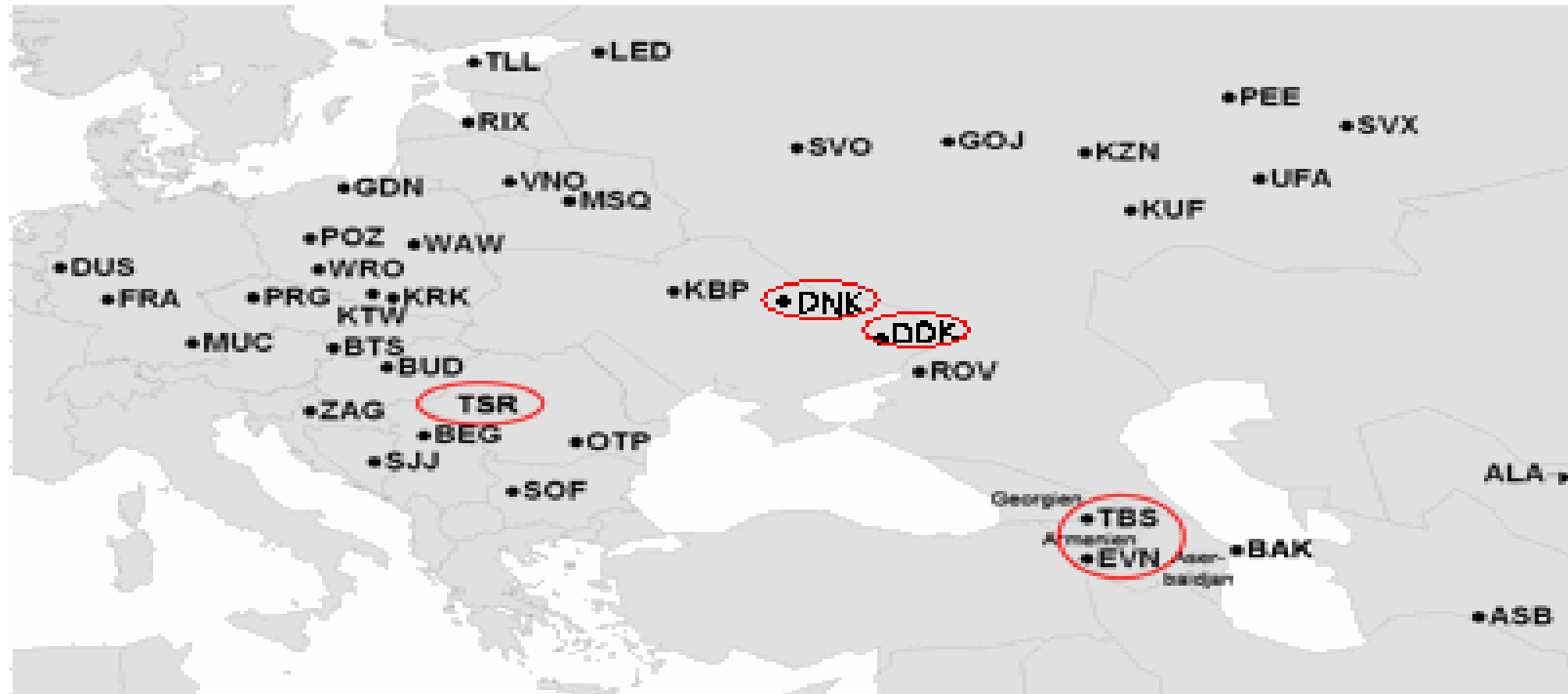
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Lufthansa's flown airports in CEE



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LH in Bulgaria: 6 daily flights from Sofia to Munich, Frankfurt and Duesseldorf and back

- SOFFRA LH 3359 0630 0755 **NEW!**
- SOFMUC LH 3439 0700 0805
- SOFMUC LH 3437 1245 1350
- SOFFRA LH 3431 1505 1625
- SOFMUC LH 3435 1705 1810
- SOFDUS LH 3433 2015 2200 X6,7 **NEW!**
LH 3433 1955 2140 SUN **NEW!**

- MUCSOF LH 3436 0900 1210
- FRASOF LH 3430 1105 1420
- MUCSOF LH 3434 1305 1615
- DUSSOF LH 3432 1610 1945 X6,7 **NEW!**
LH 3433 1550 1925 SUN **NEW!**
- MUCSOF LH 3438 1905 2215
- FRASOF LH 3358 1930 2255 **NEW!**

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Thank you for your attention



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