

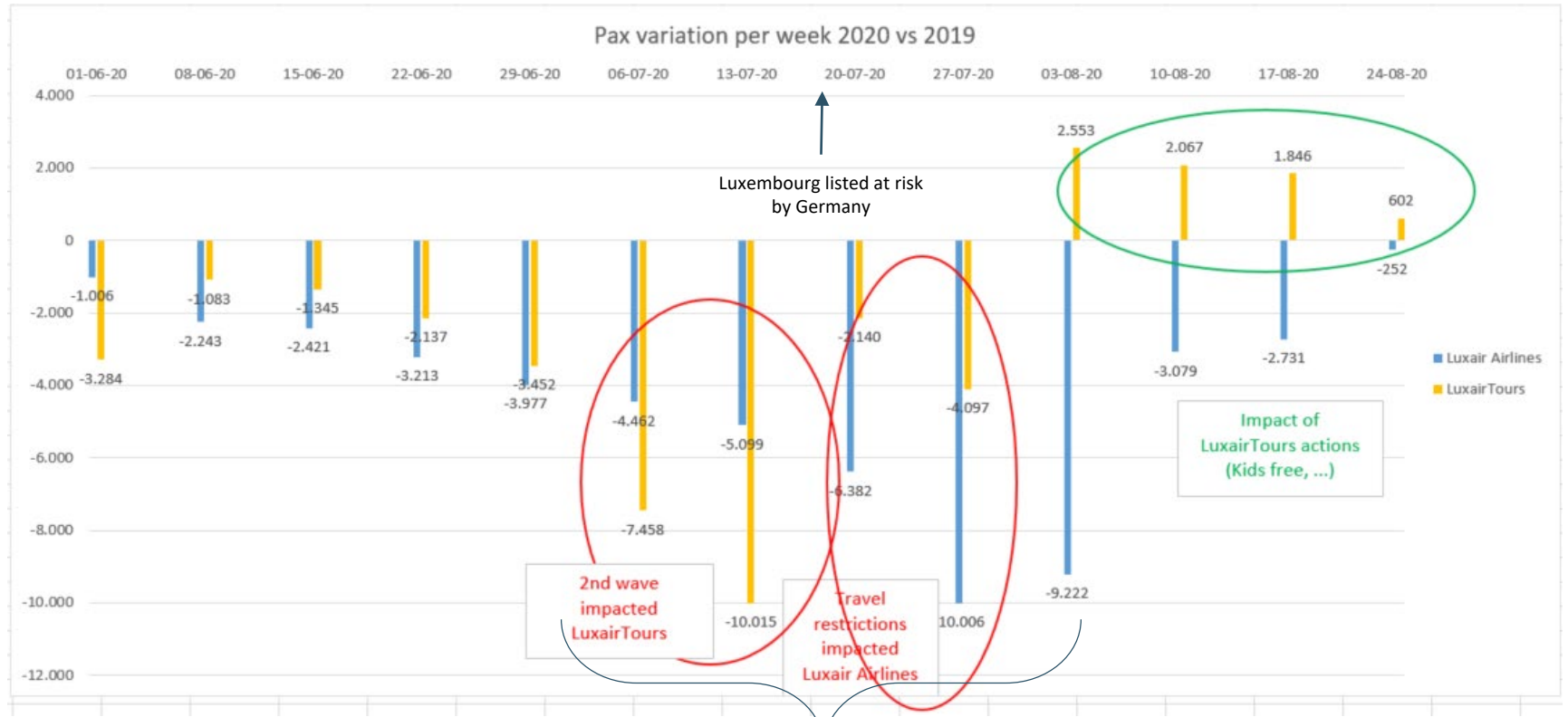


# Luxair Press Kit



Tripartite  
September 17, 2020

Despite difficult conditions we were able to have positive bookings and to achieve a decent performance



Loss of 20 M€ of revenues vs. 2019

# How our teams built a **successful re-start**



- Prepare the future. **Re-new Luxair brand** perception among clients and staff (Sumo).

- Daily **workshops** with all departments around the table to improve collaboration, share problems and solutions, and quickly agree on final decisions.
- **No Consulting** (as opposed to AF/KLM, TAP\*, ...), we have the skills / specialists **internally**. Millions of € spared.

- **Marketing** campaigns to push Flight-only /packages (Paischt Vakanz, Festival des vacances, Fridays for holidays, kids-free, adult-only...)

- New safe **destinations**, re-launch May 29<sup>th</sup>, ahead of industry in Europe

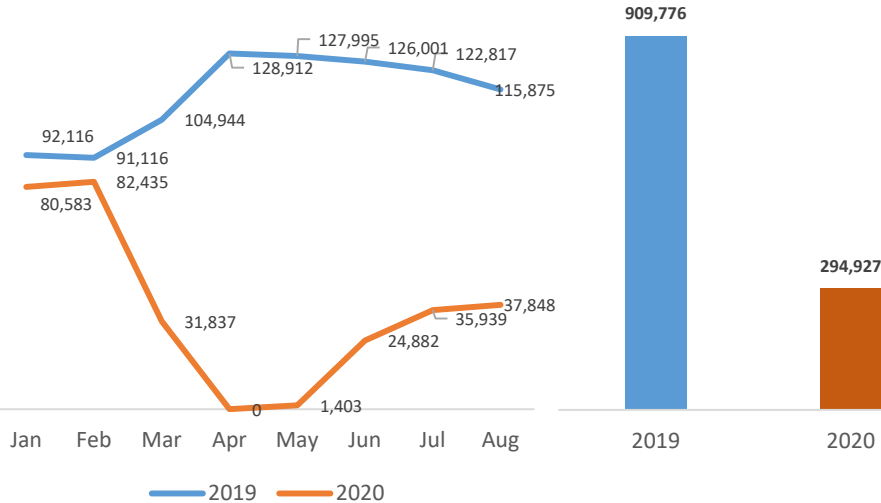
- Measures to ensure clients and staff **safety** – give **confidence** again to fly / transit / stay in hotels



Seats vs 2019	July	August	Sep+Oct (planned)
Luxair	48%	54%	49%
easyJet	30%	40%	Below 40%
Ryanair	40%	50%	40%
Intra Europe Market	21%		

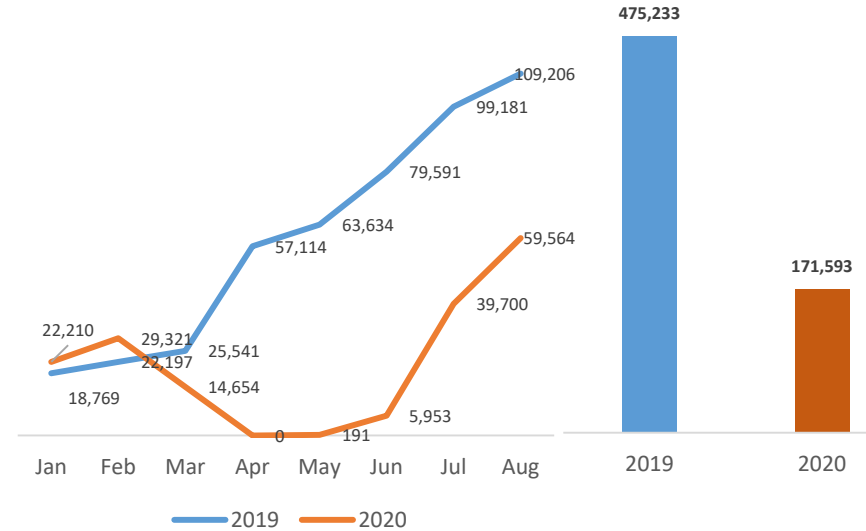
## Year-to-date 2020 versus 2019

### PAX Luxair Airlines



295.000 PAX versus 910.000 = **-68%**

### PAX LuxairTours

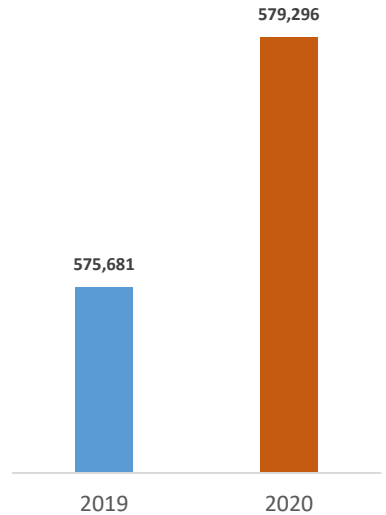
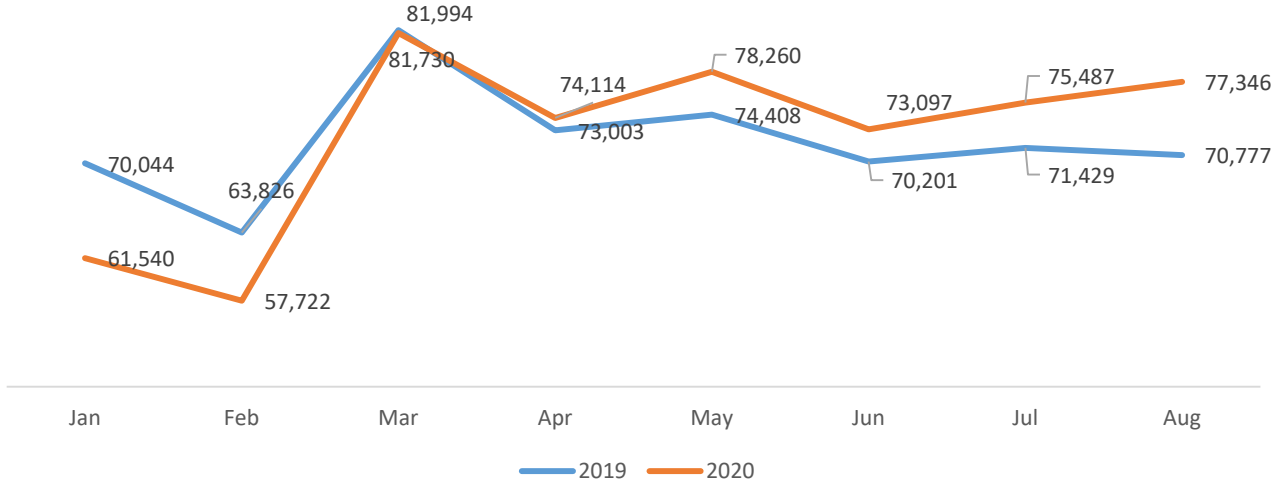


172.000 PAX versus 475.000 = **-64%**

# Year-to-date 2020 versus 2019

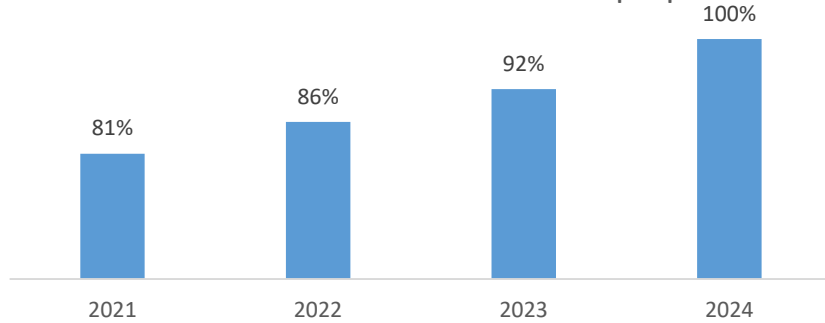
## Luxair CARGO

Tons LuxairCARGO

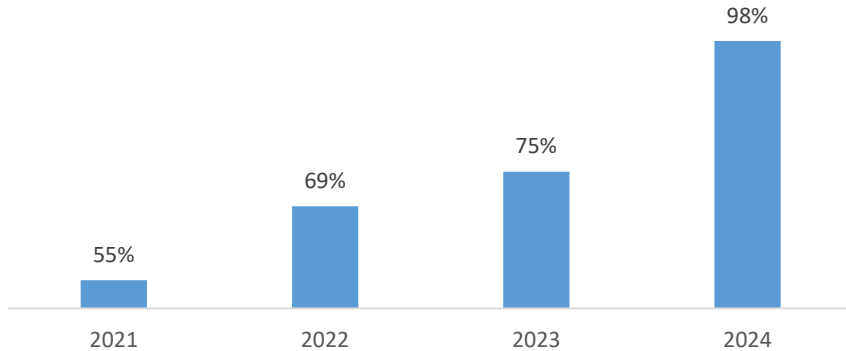


579.300 tons versus 575.700 = **+1%**

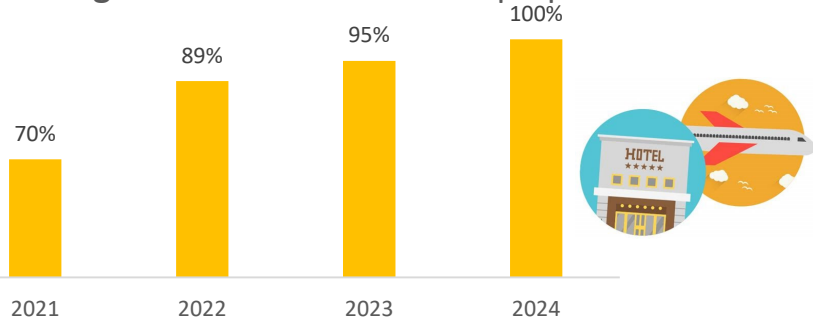
Leisure destinations seats ramp-up



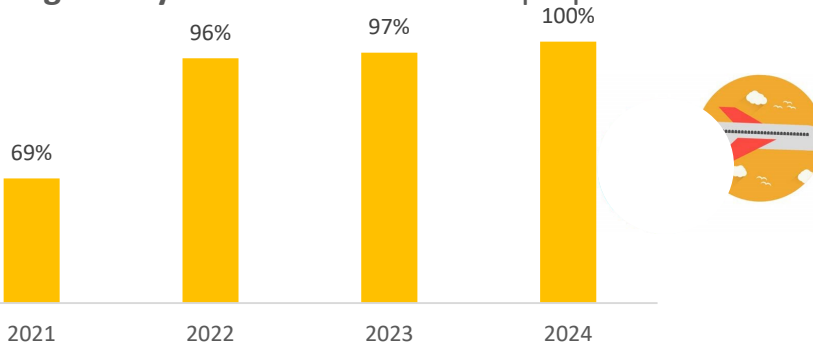
Business and connecting destinations



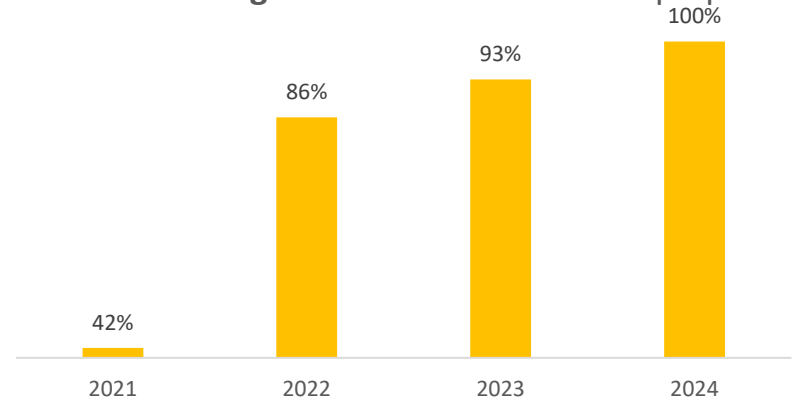
**Package destinations\* seats ramp-up**



**Flight-only destinations seats ramp-up**



**Non-Schengen destinations seats ramp-up**



\*Within Schengen area



Thank you

