

Luxembourg, le 9 novembre 2020

Luxair maintient une opération optimisée de ses vols

Luxair garantit un service essentiel afin de connecter les communautés et les centres économiques et de répondre à la demande d'évasion.

Lors de la quatrième réunion sectorielle tripartite aviation, Luxair a présenté l'état des lieux de la situation actuelle ainsi que ses prévisions pour 2021.

Alors qu'il est actuellement toujours possible de voyager, la demande de voyages diminue sévèrement. Les mesures sanitaires instaurées dans la quasi-totalité des pays desservis par Luxair ont évidemment un impact sur le comportement des clients, dont les annulations augmentent.

Dans ce contexte, la compagnie aérienne et le tour opérateur redoublent d'efforts pour proposer des produits et services adaptés à la situation et aux exigences.

En effet, Luxair constate un nombre important de clients manifestant leur confiance envers les mesures prises par toute l'industrie du voyage. La semaine dernière, quelques 300 personnes ont encore réservé des vacances avec LuxairTours, profitant de la période idéale pour voyager vers les îles Canaries. Une destination dont les clients peuvent profiter pleinement en ce moment.

En outre, pour supporter les nécessités de mobilité de ses clients, Luxair maintient une opération optimisée de ses vols et continue à garantir la connexion du Luxembourg avec le reste des destinations européennes et plus lointaines pour la période novembre-décembre 2020. Luxair renforcera son offre de vols pour la période de Noël, notamment vers le Cap Vert, l'Egypte, Djerba, l'Autriche et le Monténégro. Sécurité et flexibilité dictent toutes les décisions stratégiques prises par Luxair.

Luxair occupant un rôle décisif dans l'économie du Grand-Duché et de la Grande Région, cette même connectivité sera agrémentée, l'année prochaine, par l'ajout de nouvelles destinations, dont Usedom, Toulon, La Rochelle et Thessalonique font déjà partie.

Dès le printemps, Luxair connectera ainsi le Luxembourg à plus de quatre-vingt destinations. Un service essentiel pour garantir la connexion des communautés étrangères à Luxembourg vers leur pays d'origine, notamment avec le Portugal, l'Espagne et l'Italie, favoriser les échanges entre les principaux centres économiques européens tels que Londres, Genève, Berlin, Paris et Milan, ainsi que répondre à la demande d'évasion, qui persiste malgré la situation.

Toutes les informations sur les destinations opérées par Luxair sur : www.luxair.lu

Annexe : Press Kit dressant le bilan sur la situation actuelle et détaillant les prévisions pour 2021

Luxair Luxembourg Airlines

Luxair
Société Luxembourgeoise de Navigation Aérienne S.A.
Société anonyme
R.C.S. Luxembourg : B 4109

Siège social
25, rue Gabriel Lippmann • L-5365 Munsbach
Adresse postale
L-2987 Luxembourg

Corporate Communication
Tél.: (+352) 2456 - 4281
communication.presse@luxairgroup.lu
www.luxairgroup.lu

Luxembourg, 9 November 2020

Luxair maintains an optimized operation of its flights

Luxair guarantees an essential service to connect communities and economic centers and meet the travel demand.

During the fourth tripartite aviation sector meeting, Luxair presented the current situation and its forecasts for 2021.

While it is currently still possible to travel, the demand for travel is falling sharply. The health measures introduced in almost all the countries served by Luxair are obviously having an impact on customer behavior, and cancellations are increasing.

In this context, the airline and the tour operator are striving to offer products and services adapted to the situation and requirements.

Indeed, Luxair has noted a significant number of customers expressing their confidence in the measures taken by the entire travel industry. Last week, some 300 people still booked holidays with LuxairTours, taking advantage of the ideal period to travel to the Canary Islands. A destination that customers can fully enjoy at the moment.

Furthermore, to support the mobility needs of its customers, Luxair maintains an optimized flight operation and continues to guarantee the connection of Luxembourg with European and further afield destinations for the period November-December 2020. Luxair will strengthen its flight offer for the Christmas period, notably to Cape Verde, Egypt, Djerba, Austria and Montenegro. Security and flexibility drive all strategic decisions taken by Luxair.

As Luxair plays a decisive role in the economy of the Grand Duchy and the Greater Region, this same connectivity will be enhanced next year by the addition of new destinations, including Usedom, Toulon, La Rochelle and Thessaloniki.

From spring onwards, Luxair will connect Luxembourg to more than eighty destinations. This is an essential service to guarantee the connection of foreign communities in Luxembourg to their home countries, particularly with Portugal, Spain and Italy, to promote exchanges between the main European economic centers such as London, Geneva, Berlin, Paris and Milan, and to meet the travel demand, which persists despite the situation.

All information on the destinations operated by Luxair on: www.luxair.lu

Annex: Press Kit assessing the current situation and detailing the forecasts for 2021

Tripartite Aviation

09 NOV 2020



Luxair's activities have been hit hard by the pandemic, severely affecting travel demand



1. Current activity

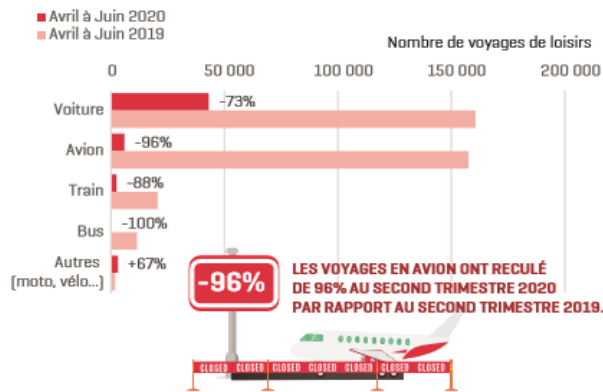
2. Preparing 2021



**FIRST
HALF
2020**

A STATEC study confirms Luxair's observation: only 8% of residents travelled abroad in Spring 2020

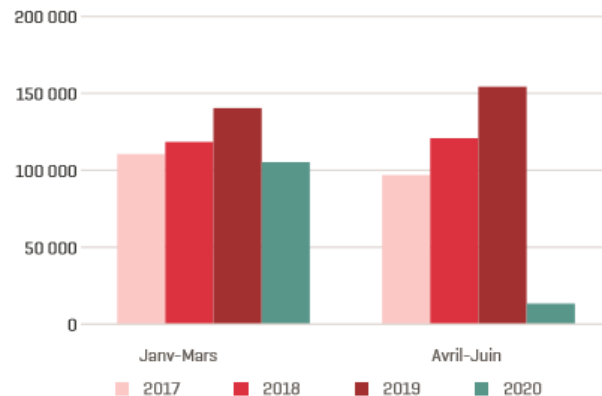
Air transport almost non-existent in the second quarter of 2020



Source : STATEC, Enquête Tourisme, années 2019 et 2020, 1^{er} et 2^{ème} trimestres


Leisure travels by plane decreased by -96% in 2nd trimester vs. 2019

Business travel down sharply from the first quarter of 2020



Source : STATEC, Enquête Tourisme, années 2019 et 2020, 1^{er} et 2^{ème} trimestres

3% of residents travelled for Business in 2nd trimester vs. 15-20% in 2018-2019

A woman with long dark hair, wearing a white t-shirt and a grey cardigan, is walking away from the camera on a train platform. She is pulling a purple rolling suitcase. The scene is bathed in the warm, golden light of a sunset or sunrise, with a blurred train visible in the background. A light blue rectangular box is overlaid on the right side of the image, containing the text 'SECOND HALF 2020' in bold black letters.

**SECOND
HALF
2020**

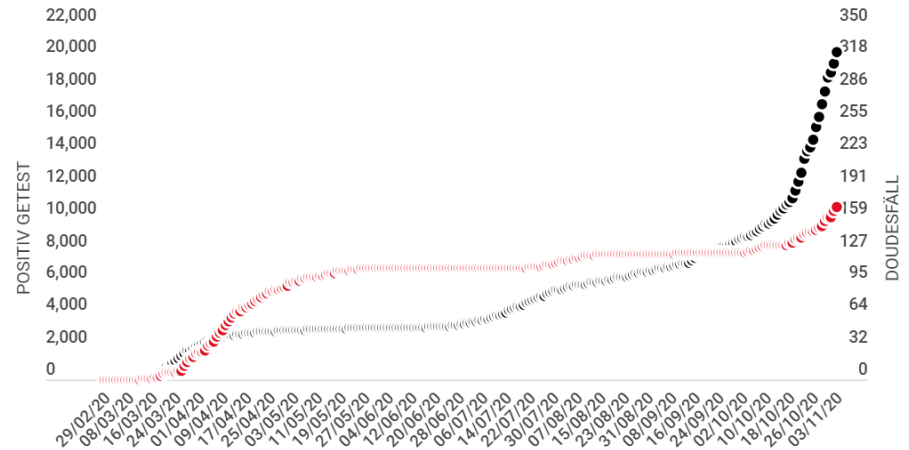
The spread of the virus is picking up speed, resulting in a strong decrease in travel confidence over the past weeks

Back to **restrictive measures** in the **Greater Region**

- **Luxembourg:** number of positive cases has exploded over the last weeks. **Curfew** was imposed from 11pm to 6am. More restrictions are expected.
- **France and Belgium:** complete **lock-down** for at least 4 weeks.
- **Germany:** **curfew** is imposed. **Non-essential activities are closed.**

Covid-19 cases in Luxembourg

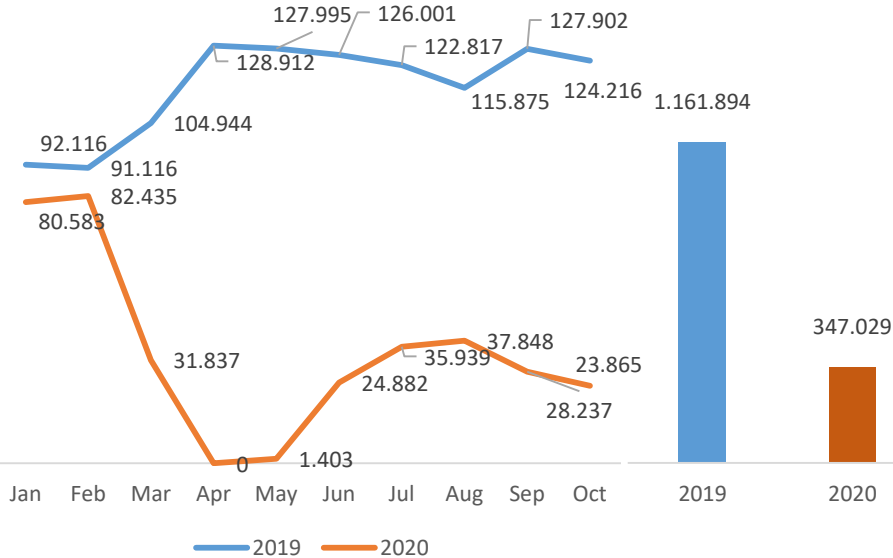
Source: RTL.lu



As a consequence, Luxair faces **depressed travel demand** in its **4 home-markets**, but also in a **large part of its destinations**

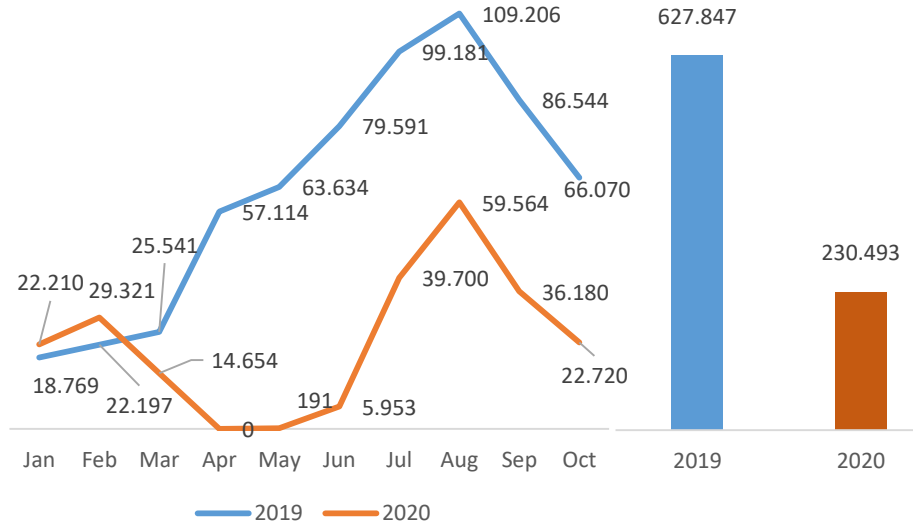
Number of passengers has decreased by 2/3 between January & October vs. 2019

Passengers Luxair Airlines



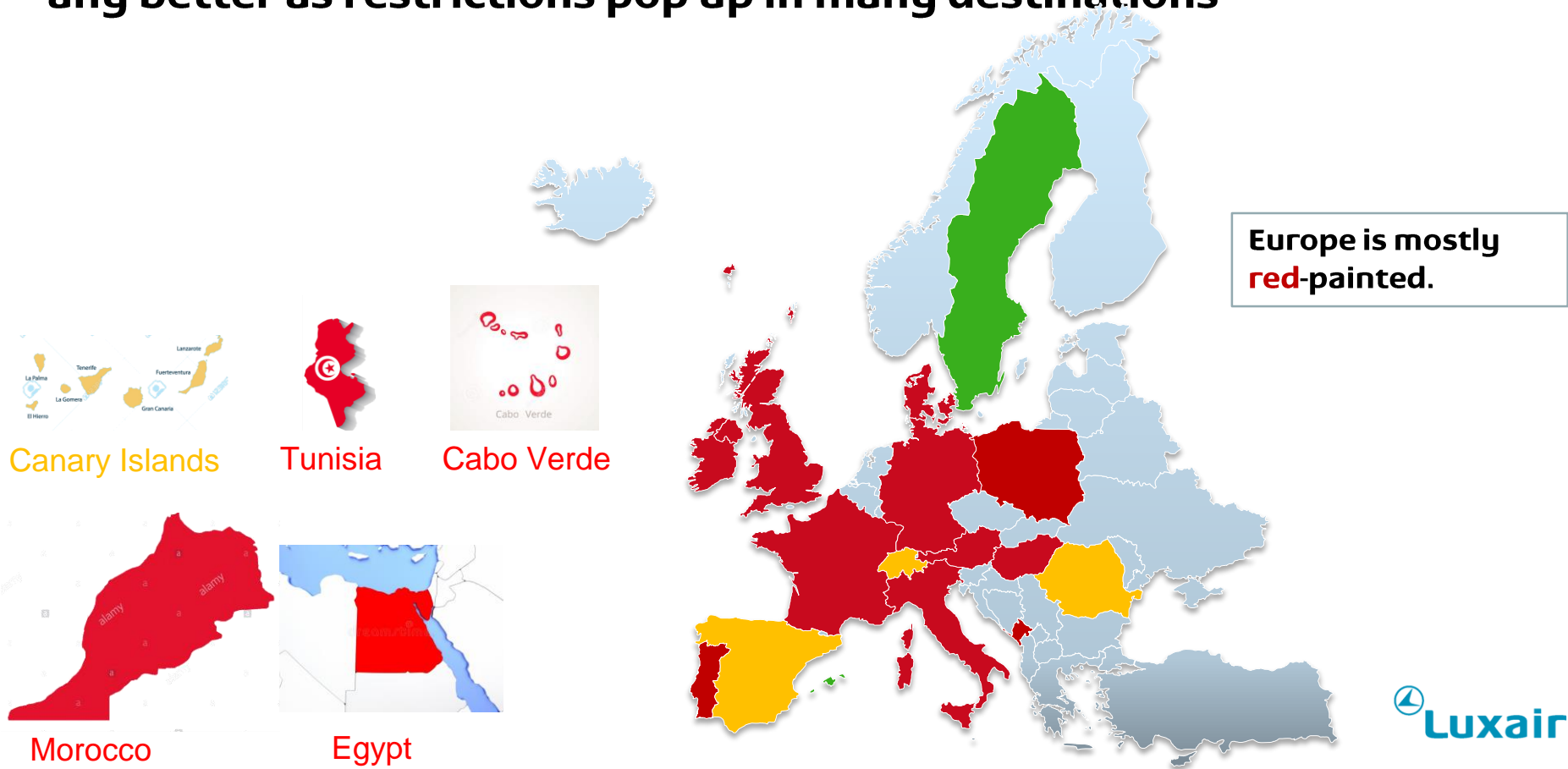
347.000 passengers versus 1.162.000 = **-70%**

Passengers LuxairTours



230.500 passengers versus 628.000 = **-63%**

The passenger level outlook for the rest of 2020 does not look any better as restrictions pop up in many destinations



Forcing Luxair to adapt its flight schedule for period November 9th – December 13th

Evolution of weekly return flights

1	London-City
2	Geneva
3	Milan
4	Vienna
5	Berlin
6	Munich
7	Paris
8	Nice
9	Copenhagen
10	Madrid
11	Porto
12	Lisbon
13	Rome
14	Dublin
15	Hamburg (via SCN)
16	Barcelona
17	Venice
18	Stockholm
Total	

2019	Nov. 9 to Dec. 13
31	3
13	2
19	3
22	4
11	3
16	3
27	2
7	4
14	0
6	2
7	4
4	2
7	3
5	0 to 3
10	3
6	0
4	2
0	2
209	42 to 45

Flight schedule has been reduced from 209 return flights per week to 42 (-80%).

-80%

Forcing Luxair to adapt its flight schedule by cutting an additional 41% of its flights for January-March 2021

Evolution of weekly return flights

	2019	Initial Plan	New Plan
1	31	23	7
2	13	13	5
3	19	16	7
4	22	16	7
5	11	11	6
6	16	13	7
7	27	21	7
8	7	7	7
9	14	6	4
10	6	4	4
11	7	7	7
12	4	4	3
13	7	5	5
14	5	3	3
15	10	4	4
16	6	5	3
17	4	3	3
Total	209	161	89
18		2	2
19		2	2
20		2	2
21		3	3
22		3	3
23		2	2
24		2	2
Total	209	177	105

Flight schedule has been gradually reduced
from 209 return flights per week to 105.

New Routes

1	London-City
2	Geneva
3	Milan
4	Vienna
5	Berlin
6	Munich
7	Paris
8	Nice
9	Copenhagen
10	Madrid
11	Porto
12	Lisbon
13	Rome
14	Dublin
15	Hamburg (via SCN)
16	Barcelona
17	Venice
18	Bordeaux
19	Budapest
20	Montpellier
21	Stockholm
22	Bologna
23	Bucharest
24	Krakov

-41%

Finding balance between cost monitoring and Luxembourg connectivity for Winter 2020/21

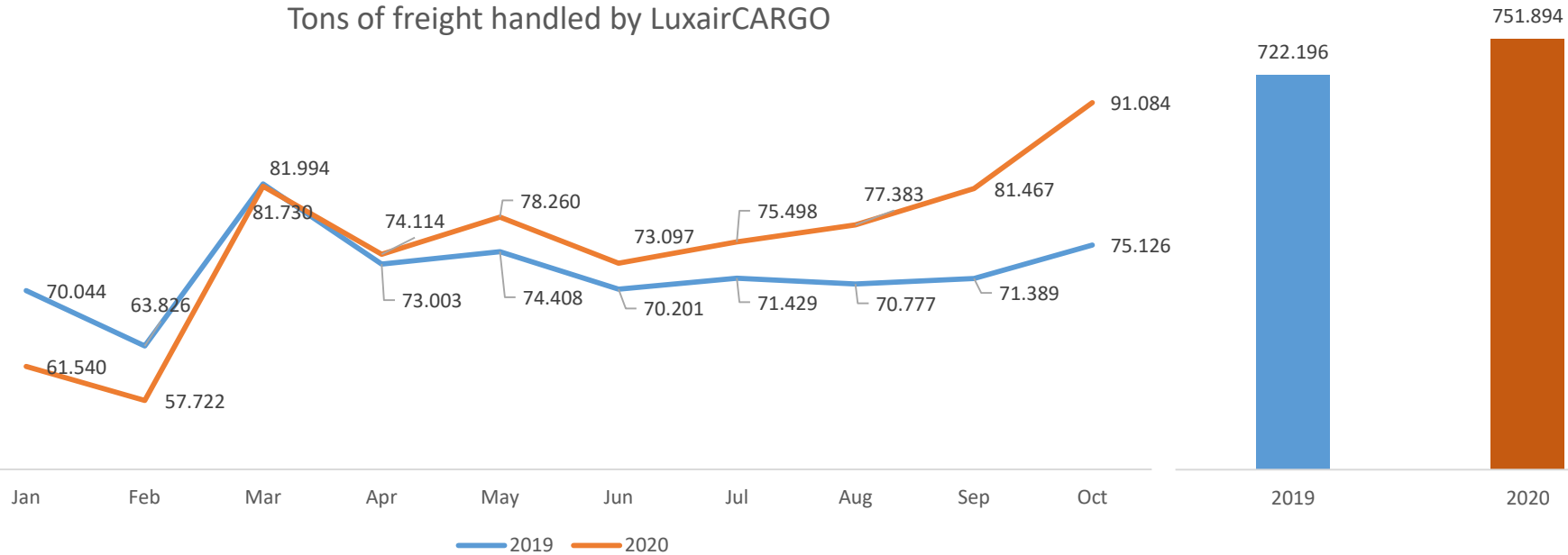
- Some **destinations** have been **cancelled** for **November and beginning of December** due to a low demand
- Most **non-Schengen destinations** could **not be re-open** (Egypt, Cabo-Verde, Morocco)
- **Tunisia**, open in Summer 2020, had to be **cancelled** from November 8th, despite fair commercial success
- **Strong dependency** of LuxairTours network on **Canary Islands/Madeira/Portugal**, now subject to PCR testing / lockdowns
- As a consequence of lockdowns in UK and France, **hotels in Canary Islands** may have to close, with **negative impact** on Luxair results

Yet, **Luxair needs to keep connectivity and reliability on its core network**

Connecting Luxembourg to the rest of Europe remains essential for customer confidence and trust

On the opposite, handled cargo volumes increased between January & October

Tons of freight handled by LuxairCARGO



752.000 tons in 2020 vs. 722.000 tons in 2019 = **+4%**

Despite strong volumes for the previous months, Luxair still faces pressure on profitability of the Cargo Business Unit

1. Current activity

2. Preparing 2021

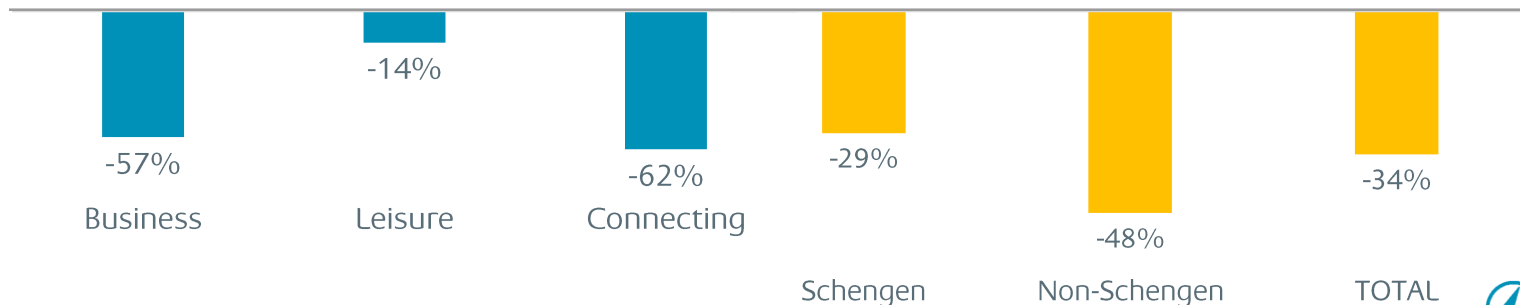
Outlook for 2021 based on internal current assumptions

According to Luxair internal Budget for 2021:

- Assumptions of passenger recovery **strongly depends on destinations profiles**. Luxair believes in a **strong recovery of leisure travels**, as opposed to Business and Connecting purposes
- More confidence is given to Schengen-area destinations

**Luxair Airlines Passengers
evolution 2021 vs. 2019**

**LuxairTours Passengers
evolution 2021 vs. 2019**



Outlook on new 2021 destinations

- COVID-19 has **strongly impacted travel demand**, both in **volumes** and in **destination profiles**
- Luxair adapted its flight plan consequently

- **82 destinations** including **NEW:**

Usedom/Heringsdorf (HDF)

Toulon (TLN)

La Rochelle (LRH)

Thessaloniki (SKG)

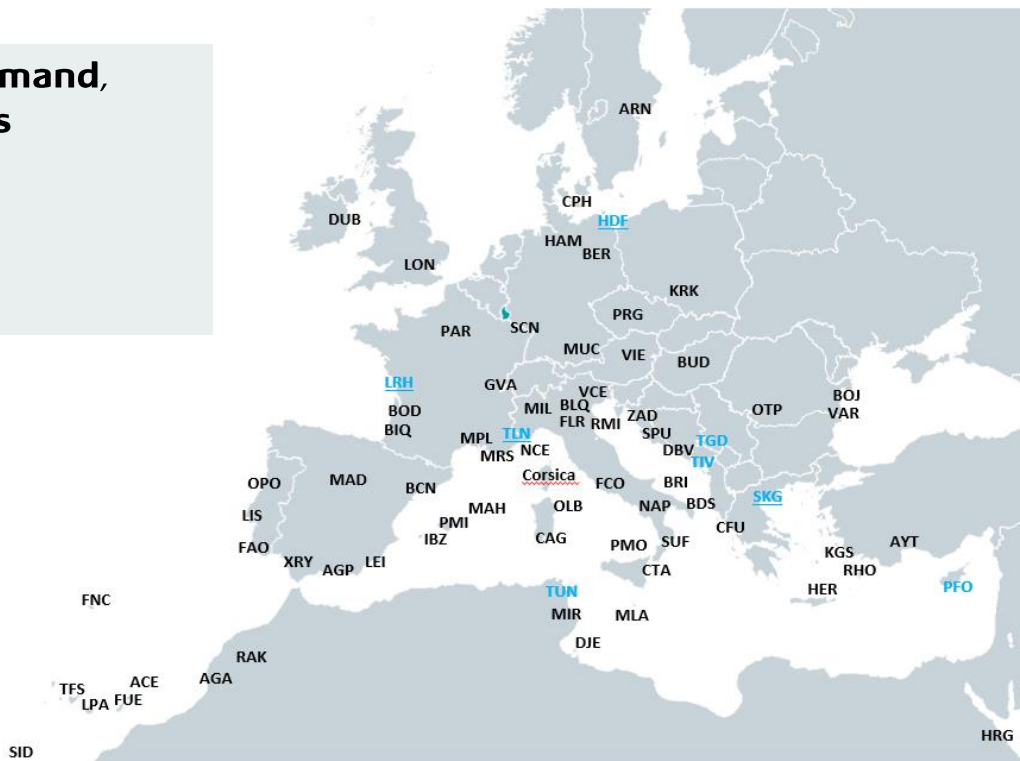
Paphos (PFO)

Tunis (TUN)

Tivat (TIV)

Podgorica (TGD)

More destinations are under consideration



New Luxair destinations for Summer 2021 – open for sales

USEDOM

2 flights per week



More info on
www.luxair.lu

TOULON

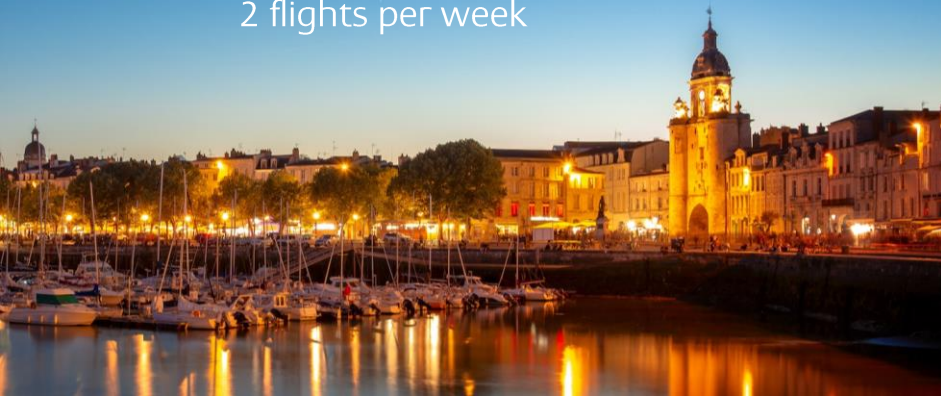
1 flight per week



New Luxair destinations for Summer 2021 – open for sales

LA ROCHELLE

2 flights per week



THESSALONIKI

1 flight per week



More info on
www.luxair.lu



From now until Christmas

Canary islands

- Tenerife: 3 ✈
- Las Palmas: 3 ✈
- Fuerteventura: 1 ✈
- Lanzarote: 1 ✈



8 Flights/week



Funchal

- 1 ✈ /Week

*Package price, from: 307€
*Flight only Price, from:
189€



Faro

- 1 ✈ /Week

*Package price, from:
249€
*Flight only Price, from:
129€



Palma

- 1 ✈ /Week

*Package price, from: 259€
*Flight only Price, from:
129€



Malaga

- 1 ✈ /Week

*Package price, from: 407€
*Flight only Price, from:
129€



For Christmas, Additional flights to

Sal- Cabo Verde

(From 11/12/20)

- 1 ✈ /Week

*Package price, from: 960€

*Flight only Price, from:
451€

Hurghada

(From 10/12/20)

- 1 ✈ /Week

*Package price, from: 934€

*Flight only Price, from:
588€

Djerba

(From 20/12/20)

- 1 ✈ /Week

*Package price, from: 310€

*Flight only Price, from:
174€

Innsbruck

(From 05/12/20)

- 1 ✈ /Week

*Package price, from: 609€

*Flight only Price, from:
179€

Salzbruck

(From 05/12/20)

- 1 ✈ /Week

*Package price, from: 673€

*Flight only Price, from:
179€

Podgorica

(From 18/12/20)

- 1 ✈ /Week

*Flight only Price, from:
149€

From February 2021

Tunis (From 13/02/2021)

- 1 ✈ /Week

*Flight only Price, from: 199€



Paphos (From 15/02/2021)

- 1 ✈ /Week

*Flight only Price, from: 199€



**WE STILL
FLY**

**IT'S
STILL
TIME
TO
TRAVEL**



 **Luxair**