

EUACA Seminar on Airport Access for Business Aviation

Peter Koch, Chief Executive Officer
Swiss PrivateAviation Ltd.

Amsterdam, September 30, 2009

AGENDA

- Business Model
- Market Analysis
- Conclusions



Business Model Operator

- Founded 1981
- EU-OPS AOC Nr. 1024
- 100% subsidiary of Swiss International Air Lines Ltd.
- The operator of business jets within Lufthansa group
- Lufthansa Aircraft Cessna Citation CJ3 and XLS+
- Aircraft Management e.g. Hawker 800
- Homebase of aircraft in St. Gallen/Altenrhein
- Maintenance in Zurich
- Headquarters in Zurich

Business Model

Product Lufthansa Private Jet



Lufthansa

The intelligent way of travelling. Count on quality.

- SWISS and Lufthansa airline standards
- Full Miles and More integration
- Global organisation with full integration into the intercontinental network of SWISS and Lufthansa



Lufthansa Simplicity *Fly relaxed, because travelling can be very simple.*

- Service and Supervision with only one person as your personal key account
- First Class Lufthansa Ticket with all service and liability guarantees of Lufthansa
- One all inclusive price including all taxes and ground transportation simply based on fixed distances



Lufthansa Efficiency *Set ambitious targets, we are your ambitious partner.*

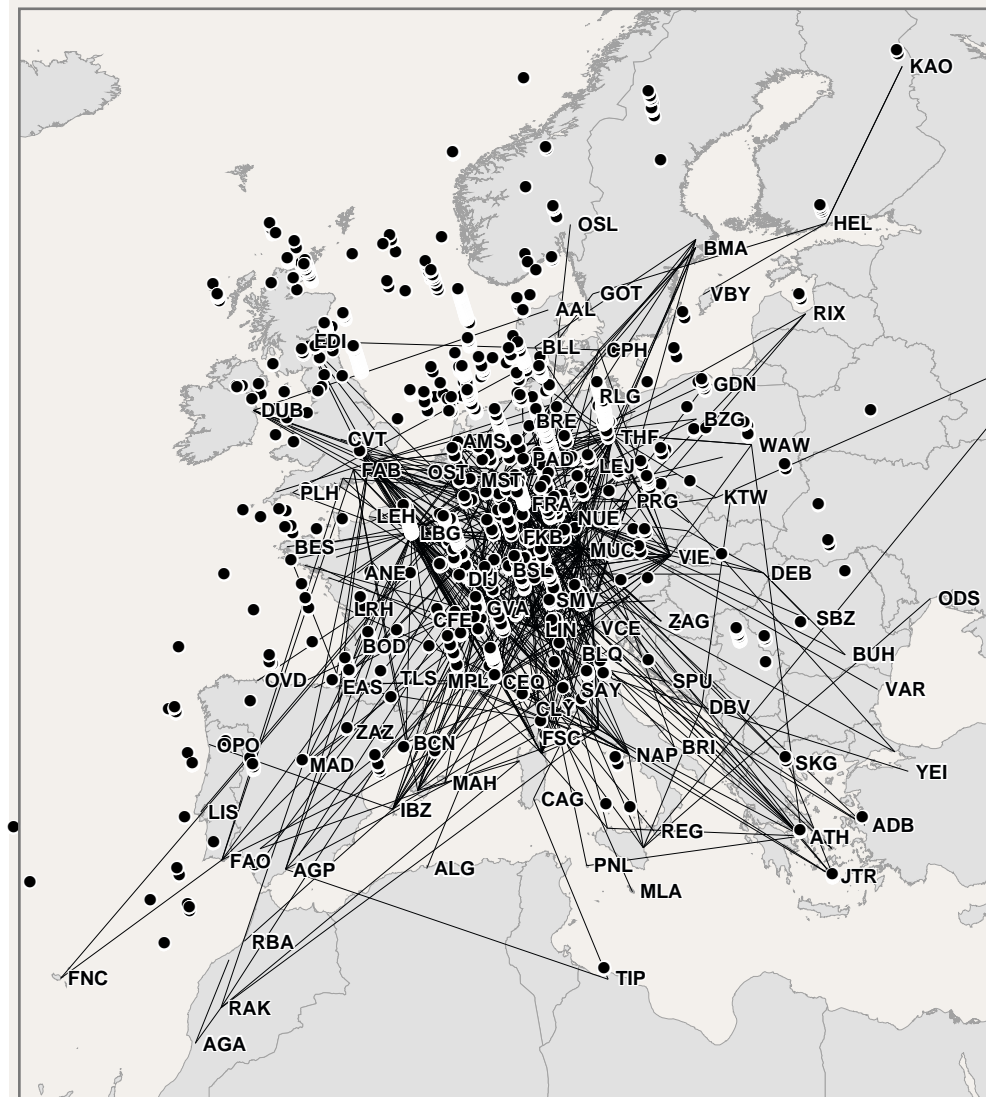
- Bookings on short notice with high flexibility
- Through tickting with direct transfer onto longhaul in FRA, MUC and ZRH
- Up to 5 hours time saving within Europe

AGENDA

- Business Model
- Market Analysis
- Conclusions



Market Analysis Network in Europe



Out of Top 12 Airports in our network

1. Zurich
2. Frankfurt
3. München
4. Nizza
5. Vienna
6. Paris le Bourget
7. Karlsruhe
8. Mailand Linate
9. Geneva
10. London City
11. Prague
12. Hamburg

10 are major airports with slot restrictions!

Market Analysis

Intercontinental Network

23% of passengers are connecting passengers from or onto SWISS and Lufthansa intercontinental network



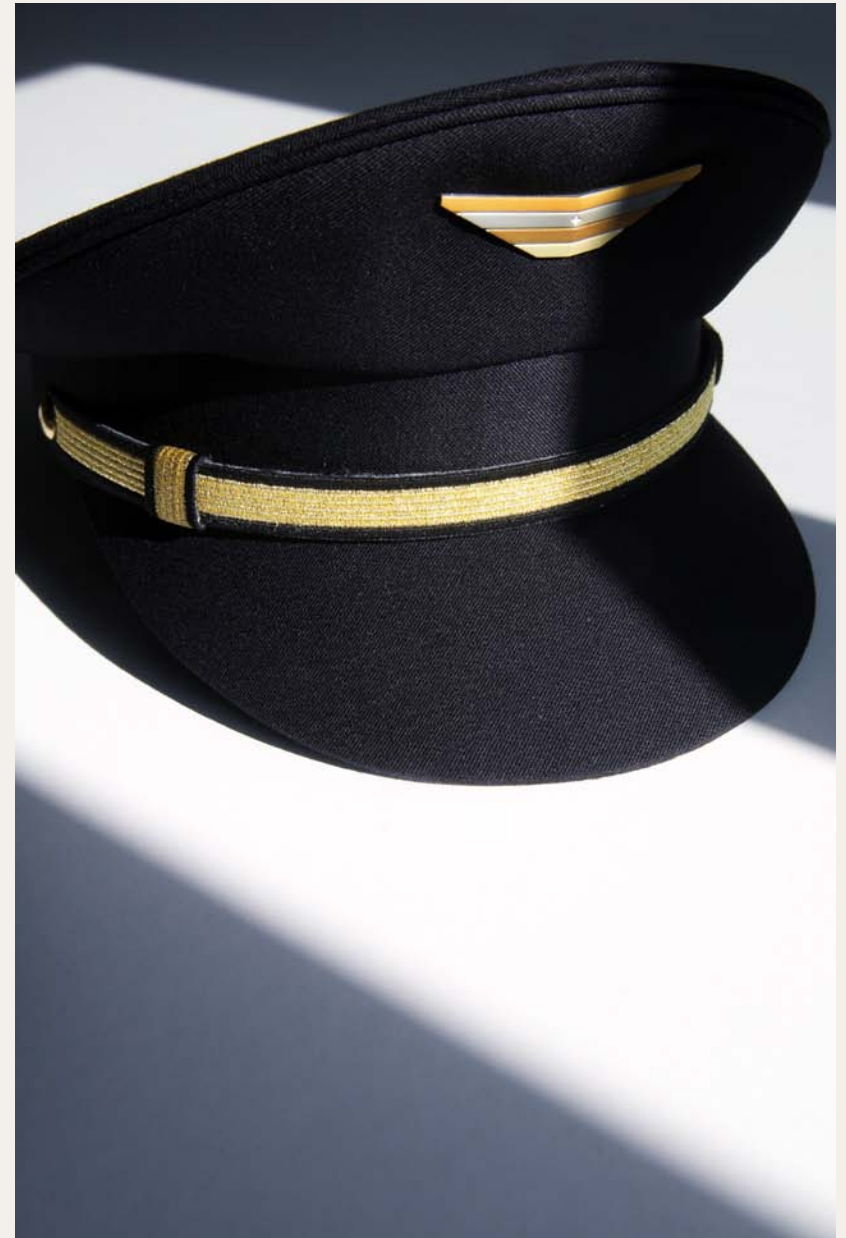
Market Analysis

Regulations and Standards

1. EU-OPS is applicable to business jet operators as well.
2. Airline Standards (SWISS and Lufthansa) are applicable.
3. IOSA recommended practises are applicable.
4. Emission trading is applicable.

AGENDA

- Business Model
- Market Analysis
- Conclusions



Conclusions

—

... Business Aviation is depending on access to airports offering an infrastructure on airline, EU-OPS and IOSA standards!

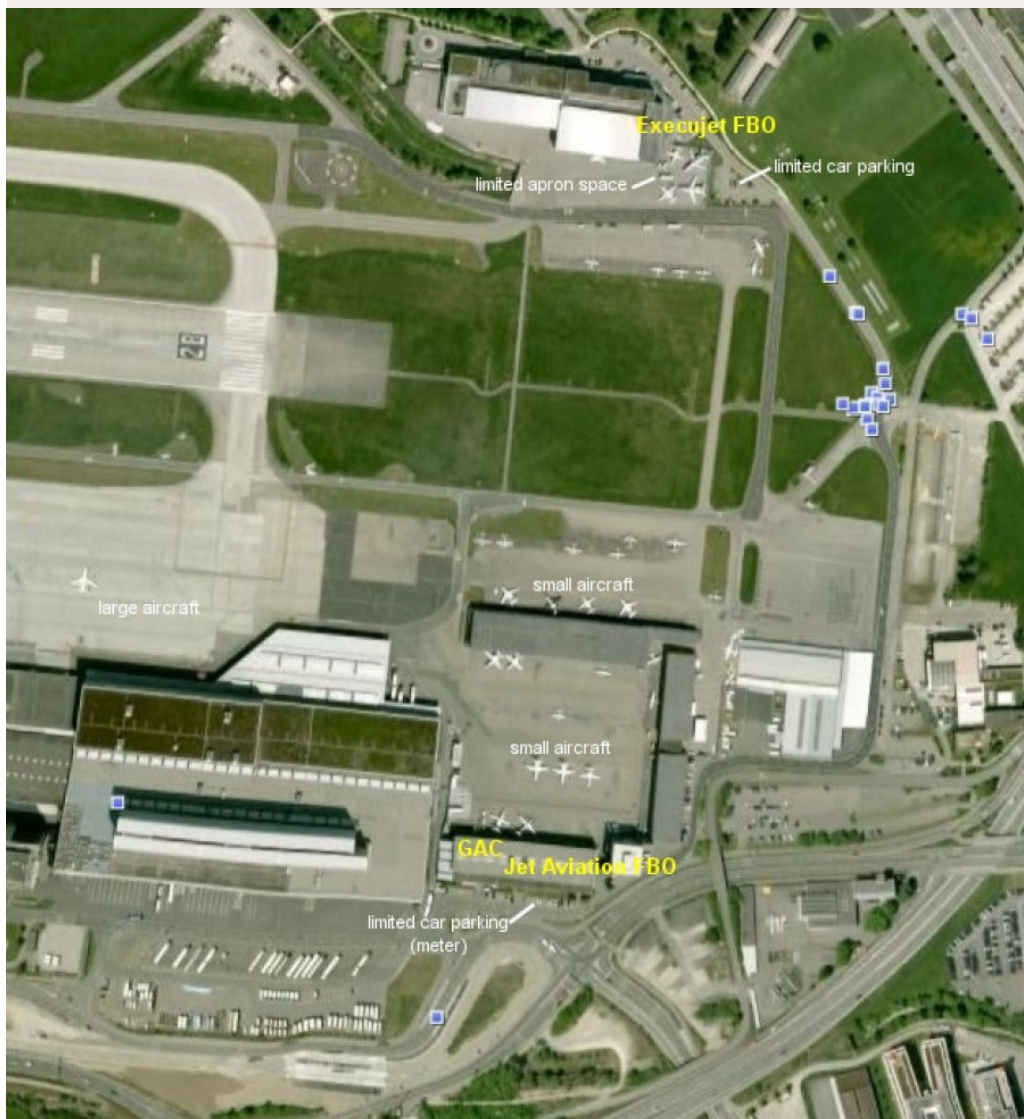
... as long as there are no real alternatives business aviation has to rely on major hubs e.g. Frankfurt vs. Egelsbach!

... in order not to limit airline growth on the major hubs, alternative airports have to be developed:

- we do not need much, we just need a little more;
- we can easily adjust to real alternatives like Dübendorf instead of Zurich;
- if there is an alternative, we will use it like St. Gallen/Altenrhein.

Conclusions

PEOPLE's Business Airport St. Gallen/Altenrhein



ZURICH INTERNATIONAL AIRPORT (LSZH)

Zürich International Airport has slot allocations. Runways are of generous dimensions, subsequently are the distances on the taxiways. It handles considerable traffic from scheduled aviation which in many cases may have higher priority; therefore congestion may occur during peak traffic hours.

Passengers must be accompanied by a staff member of an FBO or handling agent. Screening for anyone (pax and crew) before leaving the FBO going airside. Zürich International Airport has two FBOs. ExecuJet is located at the southeast end and Jet Aviation in the GAC at the northeast end of the airport.

Execujet FBO has very limited apron space. Especially during peak times large aircraft need to be parked at section 7 of the airport which takes a drive of approximately 30 minutes on airport roads (speed limits!).

At the GAC, the Jet Aviation location, there is ample space for small and medium sized aircraft. Large aircraft for the GAC are parked short term at the Freight West (foxtrot) area.

Car parking is limited at the FBOs. In front of Jet Aviation is some short term meter parking (strictly enforced). Execujet has limited space for short term car parking. For long term car parking, the parking garages away from the FBOs need to be used.

Conclusions

PEOPLE's Business Airport St. Gallen/Altenrhein



BUSINESS AIRPORT ST.GALLEN-ALTENRHEIN (LSZR)

This full service airport specializes on handling business aviation and is located a one hour drive east of Zürich and does not have any slot allocations. Airport St.Gallen-Altenrhein is a privately owned, therefore flexibly managed.

The airport is also FBO and handling agent. The operation is characterized by its short ways to any facility on its perimeters.

Limousine apron access may be granted upon request.

The A1 freeway entry is located nearby. Traffic jams are extremely rare. Three countries are in minutes distance from the airport: Austria (5), Germany (20), Liechtenstein (20)

| Airport Zürich | Destination | Airport St.Gallen-Altenrhein |
|----------------|-----------------------|------------------------------|
| 00:12 | Zürich City | 01:06 |
| 00:21 | Winterthur | 00:40 |
| 01:21 | Vaduz (Liechtenstein) | 00:33 |
| 02:06 | Davos | 01:31 |
| 02:45 | St.Moritz | 02:10 |
| 02:06 | Lech (Austria) | 01:08 |
| 00:54 | St.Gallen City | 00:17 |

Conclusions

-
- ... for 21% of our business we are fully dependant on access to our hubs Frankfurt, Munich and Zurich;
- ... we need fast access to these airports because our customers want to fly at their schedule, otherwise they could travel on our airline network;
- ... we will be able to fulfill our customer expectations in a win-win solution with our airlines if authorities, airports and air traffic control allow us to do so.

Questions

