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Mr Sergey Pastukh
Chairman of CEPT Working Group
Frequency Management

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**SUBJECT: INFLIGHT CONNECTIVITY SOLUTIONS FOR EUROPEAN
CONTINENTAL AIRCRAFT FLEET**

Dear Mr Pastukh,

Lufthansa, being an innovative and leading airline, has successfully launched its FlyNet® solution in 2011. With Flynet®, we are offering our passengers true broadband internet connectivity on board of our intercontinental fleet. Customer feedback is very positive and therefore we are considering implementing an inflight connectivity solution also in our European continental aircraft fleet.

A prerequisite for inflight connectivity is a broadband connection between the aircraft and the ground with high performance transmission quality at a reasonable price. As such, the installation and maintenance of onboard equipment as well as the data transport via the radio access link need to be as cost efficient as possible.

Basically two options may be applied to enable inflight connectivity across Europe. One option is a satellite based solution as we have implemented it in our intercontinental fleet. However, as an alternative option, it is also possible to roll out a terrestrial network infrastructure. Such a "direct air-to-ground" solution has already been established with great success in the US by Aircell. According to our evaluations, compared to a satellite solution, the „direct air-to-ground“ concept offers significantly lower cost for the aircraft's onboard equipment.

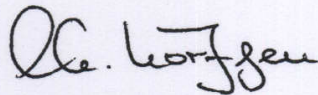
This is valid in terms of initial investment but also in recurrent cost, as it implies easier antenna handling which again is very important in order to reduce the very expensive aircraft down time. In addition, the installation of satellite antennas is more complex especially at smaller aircraft and therefore limits the access to broadband services to only larger planes.

Gesellschaftsrechtliche Angaben, Anschrift
und weitere Informationen auf der Rückseite.
For corporate details, address and further
information please turn over.

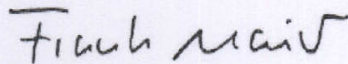
It is against this background that we became aware of considerations within CEPT regarding spectrum identification for "direct air-to-ground" communications also in Europe. We also noticed that the proposal for Europe is designed to offer more bandwidth than today's US solution and hence is expected to be future-proven with respect to increasing capacity demand by passenger and airline related services.

Summarizing the above mentioned, we – as well as our colleagues from Swiss International Air Lines and Austrian Airlines – like to express that we follow the discussions within CEPT with greatest interest and that we are happy answer any of your questions.

Yours sincerely,



Christian Körfggen
Deutsche Lufthansa AG
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