



Luxembourg, 11/03/2013

Luxembourg-Poland Business Club  
89-93, Grand-Rue  
L-1661 Luxembourg

**LOT Polish Airlines SA**  
**CEO , Mr Zbigniew Mazur**

Dear Mr Mazur,

On behalf of The Luxembourg-Poland Business Club LPBC, a non-profit organization representing the interests of businesses from Poland in Luxembourg and from Luxembourg towards Poland, we are inquiring about the possibility of launching direct flights between Luxembourg and Poland.

We believe you should look at this idea for a number of principal reasons.

Firstly, direct flights from Luxembourg would not only boost business ties and attract investment but also facilitate tourism with Poland in both directions.

Secondly, the number of Polish people living in Luxembourg is increasing. According to available statistics there are 3500 Polish people living currently in Luxembourg. These statistics don't include Poles living across the border in Germany, Belgium and France as well as all other persons interested in business and tourism in Poland. The statistical potential reaches over four Million persons.

Thirdly, many Polish expats in Luxembourg represent elite of Polish society having strong purchase power. They are travelling regularly back to Poland with whole families. Unfortunately, they must use airports situated in distance of 100-200 km away, mainly in Brussels Charleroi (200 km -1h52 min from Luxembourg), Frankfurt Hahn (110 km -1h28 min) and Frankfurt Main (229 km – 2h38 min). We are strongly convinced that they would use direct flights from Luxembourg if only they have such possibility.

Finally, we would like to provide you with some statistical data. Wizz Air, the biggest low-cost airline in Eastern Europe, flying to Poland from Brussels Charleroi carried 2.9 million passengers on its Polish routes in 2007. This number increased to 4.2 million passengers on Polish routes in 2011. Ryanair, flying to Poland from Frankfurt Hahn, has built up a portfolio of over 70 international routes making it the third biggest airline in the Polish market. These numbers confirm that there is a great potential for LOT Polish Airlines to launch direct flights between Luxembourg and Poland as at least a significant portion of passengers would choose an operator performing direct flights.

We are looking forward to hearing from you.

Sincerely,

LPBC Team