

PEOPLE



LOOKING
BACK AT
2017



*help*alliance

OVERVIEW

86

additional children are being supported by our Kinder Paradise project in Accra, Ghana.

190

children from Dehradun in India visit our learning center on a regular basis and receive free schooling there.

100 %

Every cent you donate reaches its destination!

Each of our projects is managed by **EMPLOYEES** of the Lufthansa Group and Condor.

184

boys and girls are currently undergoing vocational training in our Leona project in Senegal.

More than

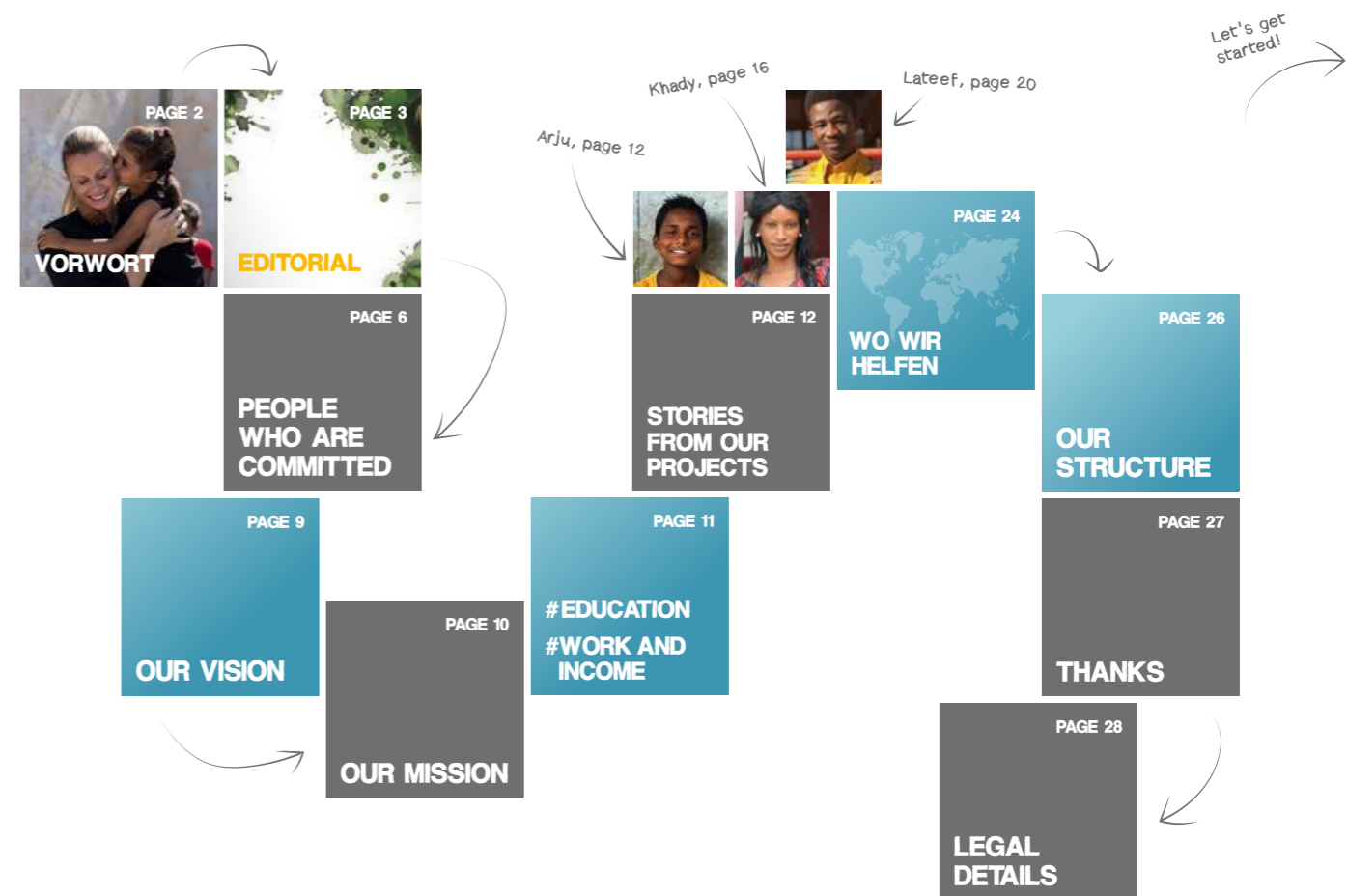
10.000

disadvantaged people benefit directly and indirectly from our support.

All project managers work on a **VOLUNTARY BASIS** and are regularly on site.

even more info on page 10.

CONTENTS



FOREWORD

DEAR FRIENDS OF HELP ALLIANCE,

We are pleased to present the first annual report of the help alliance since its transformation into a non-profit limited company. The new corporate structure has placed the work of our aid organisation on a new and more sustainable foundation. This will enable us to collect and use donations even more effectively and help even more young people to help themselves.

As patron of our aid organization, I would therefore like to recommend the following pages to you. You will learn more about our work and the great commitment of Lufthansa Group employees who, through their personal and voluntary commitment, help to give children and young people worldwide a perspective. In our view, access to education is the key to this.

Yours truly,
Vivian Spohr

What makes the work of the help alliance so special? The fact that the responsibility of each of our current 33 projects lies in the hands of an employee who is regularly on site and who is committed to using your donation, 100 percent of which flows directly into the projects. This is very unique! Please continue to support us and help us to give children a perspective.



Vivian Spohr,
Patroness of help alliance

ACCUMULATING NEW CAPITAL

#arouse enthusiasm
#create transparency
#enable participation

MORE THAN A YEAR HAS PASSED SINCE JANUARY 1ST 2017, THE DAY WHEN THE ORGANIZATION OFFICIALLY TRANSFORMED INTO A NON-PROFIT GMBH – A NEW CHAPTER FOR THE ORGANIZATION, WHICH WAS FOUNDED BY EMPLOYEES IN 1999.

Closer ties to the Lufthansa Group and a focus on education, work and income have offered us many new opportunities since then. Now it's time for the help alliance team to give you an assessment of the current situation and an outlook for the future.

#2017

Kotysch: Social commitment and corporate citizenship are important pillars of the Lufthansa Group's overall concept of corporate responsibility. With this voluntary commitment, the Group aims to make a contribution to solving social problems and challenges worldwide. Since January 1st, 2017, the help alliance has been home to all initiatives and aid projects for which our employees are responsible and which focus on education or work and income.



Susanne Kotysch is one of the two managing directors



Andrea Pernkopf is one of the two managing directors

Pernkopf: The work being done in the projects is always oriented towards the sustainable goals of the United Nations for 2030.

Closer ties to the Lufthansa Group have enabled us to launch a number of groundbreaking projects. For example, we introduced Payroll Giving together with Human Resources, becoming the ninth company in the DAX 30 index to do so. As of April 2017, employees can donate part of their salary to the help alliance and thus offer children and young people new educational opportunities and a better life. Being close to the company also means that we have to meet its strict compliance standards. And so that every cent donated can flow directly into the projects, the company covers our administrative costs.

#AROUSE ENTHUSIASM

Krowas: This is one of the most important goals that we have set for ourselves for 2018, because we want to enable even more people to lead self-determined lives. To achieve this, we must awaken in other people the enthusiasm that



Mona Adler is responsible for project management

our volunteer colleagues carry in them and that we also carry in ourselves. Working for disadvantaged children and young people is not only meaningful, but also a driving force and daily motivation for all of us.

Adler: I'll sign off on that right away! For many years, our employees have been volunteering for projects and sacrificing their precious free time. Our local partners are also doing a great job, helping more than 10,000 people directly and indirectly. To arouse enthusiasm, we have to tell their stories.

Allendorff: The keyword is storytelling. We want to focus even more on people. What drives them, what successes have been achieved, what destinies are at work in the background?

These are the stories that touch and encourage us to support the work of the help alliance and our colleagues. That's what's so special about us.

#ENABLE PARTICIPATION

Kleff: There are many ways to get involved. For example, employees have the opportunity to propose and support their own projects at any time. The prerequisite for this is to assume responsibility for project management on the help alliance side. Those who do not wish to bear this responsibility can also support their colleagues' project work, for example in the area of administration. This solidarity forms the backbone of the help alliance.

Krowas: This also increases a sense of identification - we build trust in our work, while the people on site receive support.

Allendorff: True to our motto „Do good and talk about it“, it is of course extremely important for us that our employees also act as ambassadors and promoters and talk about the extraordinary work and commitment of their colleagues.



Jens Allendorff is responsible for communications

Kullmann: For the projects to be successful, it is just as important to get involved as a fundraiser, for example through creative fundraising campaigns among colleagues at work, among family members at home or with friends. After all, our projects are financed exclusively by donations.

#CREATE TRANSPARENCY

Adler: I am often asked why we support one project and not another. The reason is usually very simple. We have clear guidelines and criteria on the basis of which we make these decisions. We take a close look at the objectives of the project and regularly check whether and how they are being achieved. This is also linked to the allocation of funds.



Marileen Kullmann takes care of the finances

Of particular importance are the sustainable framework conditions, such as the current situation in the country or how the local community is involved.

Pernkopf: We want to achieve sustainable development cooperation and contribute towards achieving sustainable development goals. In the long term, the projects will become independent of our support and will be able to stand on their own two feet. It's helping people to help themselves.

Kleff: We also bear responsibility towards our donors. It is therefore important to be able to transparently explain what has happened to the funds. After all, we are also judged by our promise „Every cent donated reaches its destination“.



Birgit Kleff supports the donors

Adler: That's why we work out a budget plan with our project partners and enter into an agreement with them regarding the use of the donations. By doing so, they commit themselves to reporting regularly on the progress of the project and in turn provide proof of the use of funds.

Kerstin Krowas organizes fundraising



I'M COMMITTED TO SUPPORTING THE HELP ALLIANCE BECAUSE ...



MICHAEL KOPF

... AS A LUFTHANSA EMPLOYEE, YOU KNOW THE HELP ALLIANCE AND YOU ALWAYS SEE PHOTOS AND READ REPORTS FROM THE PROJECTS.

... I WANTED TO BE PART OF IT MYSELF AT SOME POINT - A GREAT ADDED ADVANTAGE: IT'S A LOT OF FUN.

Michael Kopf,
A320 Pilot & Projektleiter
des help alliance Projektes
„Stern des Südens“



Sophie Susel,
IT-Consultant —
Lufthansa Industry
Solutions AS GmbH

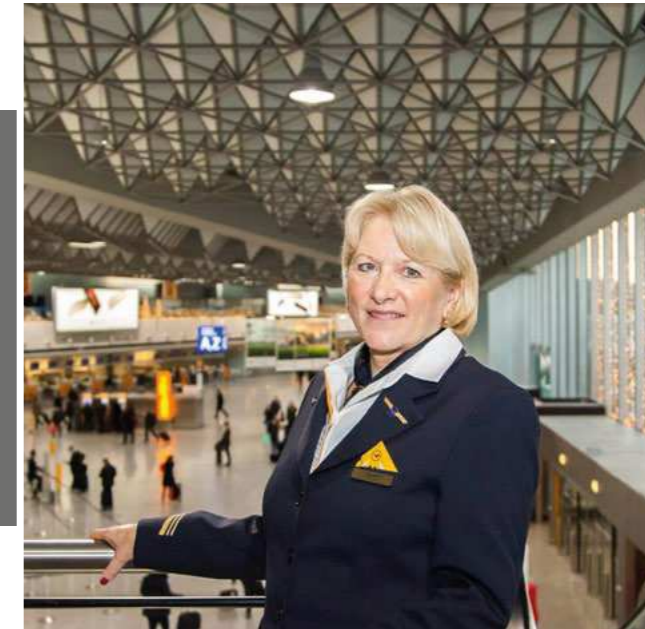
SOPHIE SUSEL

... IT MAKES ROOM FOR HUMANITY IN AN EFFICIENT ECONOMIC ENVIRONMENT.



IRIS SANDHOF

... IT OFFERS ME THE OPPORTUNITY TO GET PERSONALLY INVOLVED AND TO ACTIVELY PARTICIPATE IN THE PROJECT ON SITE.



Iris Sandhof,
A380/340/330 Purser —
Deutsche Lufthansa AG,
help alliance Project Manager,
Kinderparadise in Ghana

Keep reading to find more people who are committed!

„TOGETHER WITH OUR EMPLOYEES, THEIR DIVERSE SKILLS AND THE COMMON STRENGTH OF THE LUFTHANSA GROUP, WE'RE CREATING OPPORTUNITIES FOR PEOPLE WORLDWIDE TO ENABLE THEM TO LIVE INDEPENDENT AND SELF-DETERMINED LIVES“.

Jean-Christophe Dockter,
Gladly donates to the help alliance



JEAN-CHRISTOPHE DOCKTER

... IT'S IMPORTANT TO ME THAT MY DONATION GOES TOWARDS PROJECTS WHICH HELP PEOPLE HELP THEMSELVES!

JULIA PORZ

... IT'S GOOD TO KNOW THAT THE EMPLOYER TAKES RESPONSIBILITY BY MEANS OF ITS OWN RELIEF ORGANISATION.



Julia Porz,
Consultant Ground Operations
Development Hub Airlines

HOW DO WE WANT TO ACHIEVE THAT?

MORE THAN 10,000 DISADVANTAGED PEOPLE BENEFIT DIRECTLY AND INDIRECTLY FROM THE WORK WE DO IN OUR PROJECTS ALL AROUND THE WORLD.

PROSPECTS FOR THE FUTURE THROUGH EDUCATION

Through access to educational institutions and qualified teaching, we offer children and young people a perspective for their future. In addition, we support projects that provide young people with a quality vocational training and thus help them to generate their own income or set up their own company.

TRANSPARENCY AND TRUST

Each project is managed by a member of the Lufthansa Group or Condor. The colleagues who volunteer form the bridge between

help alliance and the local partner organization, which has many years of experience in development cooperation and knows the needs of the people. Frequent visits to the projects and cooperation on the basis of equality create transparency, trust and a path towards success.

SUSTAINABLE HELP

With The 2030 Agenda, the international community expresses its conviction that global challenges can only be solved together. The core element is made up of a list of 17 goals for sustainable devel-

opment, to which our projects are also oriented in various degrees and forms. The same applies to the ten principles of the UN Global Compact. Through the involvement of the local community and the opportunity for active participation that our employees create, our projects unfold their full impact potential and provide sustainability and we thus help people to help themselves. In the future, we would like to work more closely with our partners on sustainability criteria in order to more effectively meet the challenges of development cooperation.

The infographic features a teal background. At the top, a white arrow points to the text '#EDUCATION'. Below this, a dark grey box contains the number '4' and the text 'QUALITY EDUCATION' above an icon of an open book and a pencil. To the right of this box, text explains that education is a human right and the key to a successful life, mentioning Sustainable Development Goal 4. Below this, another dark grey box contains the number '9' and the text 'DECENT WORK AND ECONOMIC GROWTH' above a bar chart icon with an upward arrow. To the right of this box, text explains that a good education is a prerequisite for a successful professional life and helps generate income, mentioning Sustainable Development Goal 8. At the bottom right, a white arrow points to the text '#WORK AND INCOME'.

#EDUCATION

4 QUALITY EDUCATION

Education is a human right and the key to a successful, healthy and self-determined life. It enables people to improve their political, social, cultural and economic situation. Every child has the right to a school education and everyone has the right to satisfy their basic learning needs — throughout their entire life. All our educational projects are oriented towards the sustainable development Goal 4: Quality Education.

#WORK AND INCOME

9 DECENT WORK AND ECONOMIC GROWTH

A good education is the prerequisite for a successful professional life and helps one to generate one's own income. In addition, based on the sustainable development Goal 8: Decent Work and Economic Growth – we support young people with professional development opportunities, targeted training or micro-credits so that they can develop a business idea or set up and expand their own company.



Arjun's dream is to become a teacher

That's Arjun. He's 12 years old and lives with his family in Dehradun, India.

HELPING DREAMS TAKE FLIGHT

ARJUN CAN FINALLY ATTEND SCHOOL. THE HELP ALLIANCE PROJECT STREET SMART IN DEHRADUN, INDIA MAKES THIS POSSIBLE. CHILDREN FROM THE SLUMS OF THE BIG CITIES ARE ESPECIALLY ABLE TO FIND A PLACE TO LEARN HERE.

Arjun hardly gave a thought to attending school. Why should he? After all, there were more important things in life. Food, for example. The fact that Arjun and his four siblings got something on their plate was a daily feat for the bitterly poor family. Arjun was born in the small Indian village of Gauda. His father was a day laborer whose income depended on whether there was work or not. „Sometimes he didn't earn anything for weeks,“ says the 12-year-old. Arjun's mother took a job as a housekeeper.

When there was hardly any work left, the family of seven left their home village and moved to Dehradun. From then on, Arjun lived in a one-room house in the heart of the oldest and densest slum of the city.

OUT OF THE FRYING PAN AND INTO THE FIRE?

But the move was actually a stroke of luck for Arjun. The „Outreach-Team“ of the help alliance project Street Smart found him on the street. Street Smart has set itself

the task of giving street children access to education in order to prevent them from falling victim to the poverty trap. The project is achieving great success through the provision of instructional support and computer-based courses. Sangeeta Sharma, Lufthansa Marketing Manager in India, has been project manager of the project since 2015. After many conversations with his parents, Aasraa helped Arjun enroll at Unnayan Shiksha Kendra (USK), a small local school with low tuition fees. „It was boring

at first. I even slept in class. I didn't do my homework because I didn't understand a lot," Arjun recalls. „The example of Arjun showed those responsible that it takes more than just going to school to make a difference. The general overall conditions must also be right. And those conditions were very bad at Arjun's home.

NO SPACE AND LIGHT TO DO HOMEWORK

No one from his family could help him with his homework, nor was there any light and space to do so. „Without proper guidance and a learning environment, Arjun and many other talented street children could not realize their huge potential," Sharma explains. But they did not yet exist at that time. One year later, Aasraa teamed up with USK and developed the extracurricular support program „Wings of Doom" in an effort to provide all students with conceptual reinforcement for improved learning.

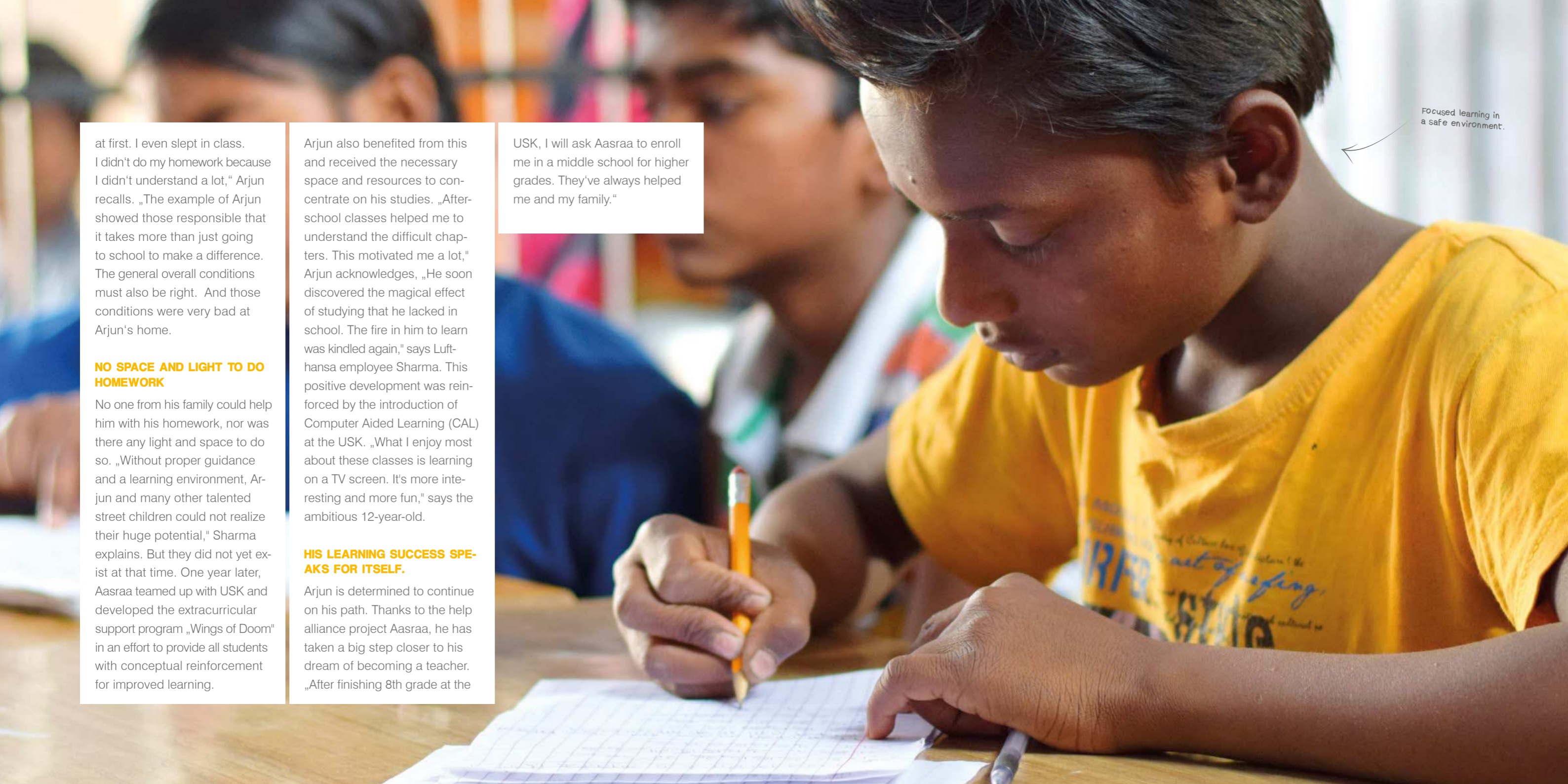
Arjun also benefited from this and received the necessary space and resources to concentrate on his studies. „After-school classes helped me to understand the difficult chapters. This motivated me a lot," Arjun acknowledges, „He soon discovered the magical effect of studying that he lacked in school. The fire in him to learn was kindled again," says Luft-hansa employee Sharma. This positive development was reinforced by the introduction of Computer Aided Learning (CAL) at the USK. „What I enjoy most about these classes is learning on a TV screen. It's more interesting and more fun," says the ambitious 12-year-old.

HIS LEARNING SUCCESS SPEAKS FOR ITSELF.

Arjun is determined to continue on his path. Thanks to the help alliance project Aasraa, he has taken a big step closer to his dream of becoming a teacher. „After finishing 8th grade at the

USK, I will ask Aasraa to enroll me in a middle school for higher grades. They've always helped me and my family."

Focused learning in a safe environment.



A GHANIAN IN JAPAN

THANKS TO THE HELP ALLIANCE PROJECT KINDER PARADISE IN THE GHANAIAIN CITY OF ACCRA, LATEEF ABULDAI IS PAVING HIS OWN PATH IN LIFE AND IS NOW STUDYING IN JAPAN.

Lateef Abdulai was only seven years old when he lost his last remaining lifeline. Within three years, both of his parents had died. „After my father’s death, my mother was my last hope. When she died too, I felt hopeless. I was desperate, lonely and thought that there was nothing in life worth living for anymore,“ says the 21-year-old today. From then on his siblings took care of him. But life as an orphan was hard and relentless. „I was often didn’t go to school because we had no money to pay tuition fees or buy books. On days when I made it to school, I couldn’t concentrate on

the lessons because I was thinking about my parents. Only in the evening, after kilometers of walking to and from school, was Lateef able to get something to eat. This led to undernourishment and malnutrition.

A SCHOLARSHIP IN THE FAR EAST

From the high up, modern campus of Ritsumeikan Asia Pacific University in Japan, you have a fantastic view of the bay and Mount Tsurumi. This is where Lateef’s gaze wanders when he talks about the hardest time of

his life. His expression becomes serious and, for a short moment, the past seems to catch up with him again. But then he returns to Japan, where he has been studying accounting and finance on a scholarship for a year now, and smiles, because now he’s talking about the encounter that changed everything.



The math adds up: Lateef Abdulai has been studying accounting and finance in Japan for a year now.



A MEETING WITH AN IMPACT

Silke Roesner and Iris Sandhof came into Lateef's life in 2006. Roesner is the director and founder of the help alliance project Kinder Paradise in the Ghanaian city of Accra. The aim of the project is to turn needy children into independent, responsible people. Several affiliated facilities such as day centers and youth centers in Accra take care of this. We are particularly proud of the Pram-

pram Children's Village, with its own school, library, residential buildings for pupils and staff, infirmary, gymnasium and sports field. Approximately 240 children are currently being taught there. The project's concept has been so successful that Roesner was appointed to a commission to draw up national guidelines that will help advance the care of children in the country, and she played a major role in its formulation.

A NEW LIFE WITH A SUCCESS STORY

Roesner talks to Lateef's uncle, and with his move into Pram-pram, not only did a new life begin, but also the fantastic success story of this young man. „Living with other orphans helped me overcome loneliness.

I received educational support, health care, emotional counseling – basically all my needs were met. My life seemed to have meaning again“.

LATEEF TAKES OFF

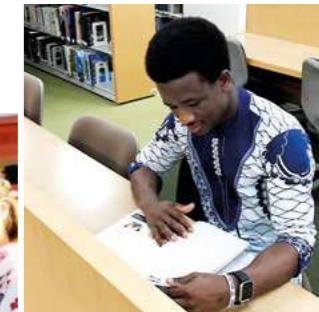
With perseverance and immense zeal, Lateef is 'taking off'. His brilliant results in the junior high school exams qualify him to attend one of Ghana's best secondary schools, the Presbyterian Boys' Secondary School. But that's not all: he receives a prestigious scholarship from Ashinaga, a private Japanese company that only offers one orphaned Ghanaian student a year the opportunity to study abroad.

„This privilege gave me the opportunity to attend a preparation and study camp in Uganda for eight months. Thanks to my good results in the Scholastic Assessment Test (SAT) and the International English Language Testing System (IELTS) exam, I was able to take the next step and study in Japan.“

Lateef is fully focused on his studies. →



↖ His studies in Japan even help him to develop culturally.



Iris Sandhof is the help alliance project manager of Kinder Paradise.



SHE GAVE ME A REASON TO LIVE

„It's thanks to Silke Roesner that I am standing here today. She gave me a goal, a reason to live and provided me with the love that I could no longer get from my mother. Given the many people she helps in the orphanage,

I try to make her proud,“ says Lateef. „I knew I had lost a lot, but I realized that I could use the pain of the past to shape my future in a positive way. That surely would have made my parents proud, too.“

From housekeeper
to tailor-shopkeeper



THE VILLAGE HERO

#Work and
Income

KHADYS IS A SUCCESSFUL ENTREPRENEUR. WITHOUT THE TRAINING IN THE HELP ALLIANCE PROJECT LEONA IN SENEGAL, SHE WOULD NOT HAVE ACHIEVED THIS.

Khady's path in life seemed mapped out for her already. Since she had never attended school and couldn't read or write, the only thing she could do was work as a housekeeper in order to earn a little bit of money to get by. Even after getting married, nothing would change, except that she would have to look after her own home and her own children. Khady's home is in a small village in the country. In order to earn money, she lived with her aunt in the Senegalese town of Saint-Louis.

TRAINING IN LEONA

Fortunately, she worked near the Keur Mame Fatim Konté training center in the Leona district. This was the only way she found out that young women could train to become hairdressers, seamstresses or cooks and receive tutoring for a school-leaving certificate. The center was established in 2006 and also includes a community center, a library and a kindergarten for street children, which is attended by around 100 girls and boys every year.

400 primary school children in Leona, a district characterized by a low standard of living and high unemployment, also benefit from free tutoring programs. The aim is to give young people a perspective for the future in their own country. The Leona project has been part of the help alliance since 2002 and has since been managed by Rita Diop, the former first chairperson of the Lufthansa Group's aid organization.

This is where Khady learned to become a seamstress



TRAINING TO BECOME A SEAMSTRESS

In 2009, Khady applied to study hairdressing. Since all the places had already been filled, she decided to do an apprenticeship as a seamstress. During and after her training she continued to work as a housekeeper, first to finance her training and later to purchase her first sewing machine. To put some money

aside, she sewed and mended clothes by hand. After two years, she had reached her goal – she had successfully completed her training.

USING THE BEDROOM AS A SEWING ROOM

She returned to her mother in her home village and from then on sewed clothes in her parents' bedroom. Although there were

already 14 tailor shops in the village of 4,000 inhabitants, no one had actually completed an official training. Only Khady had basic knowledge, such as how to correctly measure, for example. The demand for such expertise is therefore very high.



Quite a few orders are processed here every day

Khady now employs six people



THE BEST QUALITY

„My clothes simply fit the best and have the best quality,“ Khady proudly explains. Approximately 80 percent of the graduates actually work in the profession they have studied. Most do this under the table, as there is no real labor market in Saint-Louis. Only ten percent of those who studied opened a small business

and Khady is one of them. She now employs six people; four do the sewing and two specialize in embroidery. She also runs a small shop that sells sewing supplies. Khady travels regularly to Saint-Louis to buy material for both her tailor shop and the supply shop. Business is booming! For the other girls in her

village, Khady is a hero and a great role-model to follow. Meanwhile, ten other girls have started or completed an apprenticeship at the training center. „And if I ever get married, I'm definitely going back to work. Guaranteed!“.

32
PROJECTS
WORLDWIDE

HELP
OUT
NOW!

www.helpalliance.org

9 DECENT WORK
AND ECONOMIC
GROWTH



#WORK AND
INCOME

7x
EUROPE

help



help

11x
ASIA

help



HELP

4x
SOUTH
AMERICA



HELP



help

11x
AFRICA



#EDUCATION



HELP

4 QUALITY
EDUCATION



help

THE STRUCTURE OF THE ORGANIZATION



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Managing Director

Susanne Kotysch
Managing Director



Lorena Eisentraud
Administrative
Assistant

Mona Adler
Project Management

Marileen Kullmann
Finances

Birgit Kleff
Donor Support

Kerstin Krowas
Fundraising

Jens Allendorff
Communications

THANKS

WE ARE THANKFUL
FOR EVERYONE
WHO SUPPORTS US.

LEGAL DETAILS

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You can also donate in one of the following ways:

- Donate your miles at www.miles-and-more.com
- For selected projects at betterplace.org (helpalliance.betterplace.org)
- As well as all other ways listed out on our website at www.helpalliance.org/Spenden/?lang=en

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CLOSER
TO THE
WORLD.
CLOSER
TO ITS
PEOPLE.

FACTS

**LOOKING
BACK AT
2017**

*help*alliance

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2017 ANNUAL REPORT

THE ANNUAL REPORT OF THE GGMBH CONSISTS OF THE BALANCE SHEET, PROFIT AND LOSS STATEMENT, FIXED ASSET ANALYSIS, PROVISIONS ANALYSIS AND AN APPENDIX.

The infographic consists of six dark grey rectangular boxes with white text, arranged in two rows. Each box contains a large percentage or monetary value, a page number in the top right corner, and a brief explanatory sentence.

- Top Row:**
 - 36%** (PAGE 6): increase in donations in 2017 compared to 2016.
 - 82%** (PAGE 11): of topic-related expenditure was invested in education worldwide.
 - €50,000** (PAGE 6): was paid out of a legacy in 2017 as a generous single donation.
- Bottom Row:**
 - €30,714** (PAGE 8): has been raised through salary donations since the introduction of the Payroll Giving campaign.
 - €150,000** (PAGE 6): was collected via Condor's OnBoardCollection.
 - OVER €2M** (PAGE 10): of the expenditures went to the projects.

The annual report is based on the general commercial regulations for accounting in accordance with Sections 238 to 263 HGB and the regulations for micro-corporations in accordance with Section 267a (1) HGB. The accounting and valuation methods applied comply with the regulations of the Institut der Wirtschaftsprüfer (IDW) RS HFA 21 and the regulations of the German Commercial Code (§§ 238 to 263 HGB). The classification scheme of the nature of expense method is applied to the profit and loss statement. All annual reports of the gGmbH, including the respective accounting, are audited on a professional basis by the auditing company PricewaterhouseCoopers GmbH, as elected by the general assembly.

The annual report for 2017 was audited accordingly. help alliance gGmbH received an unqualified audit opinion. Furthermore, the help alliance gGmbH was subjected to an internal Lufthansa compliance audit. This audit confirms our compliance with laws, guidelines and internal codes. In particular, a risk assessment was carried out which identified potential risks for the company and developed measures to counter them.

TRANSPARENCY AND COMPARABILITY

The gGmbH is committed to offering the greatest possible financial transparency. We have therefore made a fundamental change in the preparation of the figures this year and thus offer even better insight

into the financial situation of the help alliance gGmbH. 2017 was a year of change and restructuring for us - the organization became a non-profit limited liability company. For more information on the figures compared to 2016, the organization's last reporting year, please refer to the running text. The spreadsheet simply contains a comparison with the previous year for help alliance gGmbH. The figures were always rounded up or down to the next full euro.

BALANCE SHEET

a lot of figures here :)

ASSETS:

Our fixed assets decreased by €323 compared to the previous year. The fixed assets include donation pillars that we own. The donation pillars can be found at a number of airports and other selected loca-

tions. Current assets include the bank balance as of December 31st, 2017 in the amount of €632,484 and existing receivables from affiliated companies (€193,590) and third parties (€27,529). Receivables

include donations not yet received, although they were available to the help alliance gGmbH in the form of fixed donation commitments when the 2017 Annual Report was prepared.

	12.31.2017 €	12.31.2016 €
A. Fixed Assets		
Intangible assets	1	1
Tangible assets	2,270	2,592
	2,271	2,593
B. Current Assets		
Receivables and other assets	27,529	553,154
Receivables from affiliated companies	193,590	95,458
Bank balances	632,484	24,886
	853,603	673,498
Balance sum	855,873	676,092

A big increase!

FIXED ASSETS ANALYSIS	Purchase and Production Costs					Accumulated Depreciation					Carrying Value	
	Carried forward 01.01.17	Inflow	Outflow	Rebooking	Status 12.31.17	Carried forward 01.01.17	Inflow	Outflow	Rebooking	Status 12.31.17	Status 12.31.17	Status 12.31.16
I. Intangible Assets												
1. Concessions, property rights and similar rights and assets, and licenses for such rights and assets	1	-	-	-	1	0	-	-	-	0	1	1
Intangible Assets	1	0	0	0	1	0	0	0	0	0	1	1
II. Tangible Assets												
2. Misc. assets, factory and office equipment	2,619	-	-	-	2,619	27	323	-	-	350	2,270	2,592
Tangible Assets	2,619	0	0	0	2,619	27	323	0	0	350	2,270	2,592
TOTAL Fixed Assets	2,620	0	0	0	2,620	27	323	0	0	350	2,271	2,593

A reduction compared to the previous year

LIABILITIES:

As a gGmbH, the help alliance must have a subscribed capital of €25,000, just like a non-charitable limited liability company, for legal and liability reasons. This share capital is not financed by donations, but was made available by Lufthansa Commercial Holding

as a shareholder of help alliance gGmbH. If our donations, whether general or topically/regionally bound, have not yet been used up, they are shown on the liabilities side of the balance sheet. They can be found in the special item „Unused Donations“.

This item amounted to €494,190 at the end of the financial year. These donations enable us to finance our projects and ensure their continuation at the beginning of a new year.

	31.12.2017 €	31.12.2016 €
A. Equity		
Subscribed Capital	25,000	25,000
Net Profit/Loss for the Year	0	0
	25,000	25,000
B. Special Item		
Unused Donations	494,190	471,927
	494,190	471,927
C. Provisions		
Misc. provisions	212,044	12,086
	212,044	12,086
D. Accounts Payable		
Accounts payable to third parties (supplies & services)	1,062	3,318
Accounts payable to affiliated companies	80,151	8,521
Other payables	15,912	11,453
Other payables (projects)	27,515	143,787
	124,640	167,078
Balance Total	855,873	676,092

CHANGES IN PROVISIONS

	1.1.2017	Used	Reversed	Acquisitions/Rebookings/ Allocations	Allocation	Accrued interest	12.31.17	Of which to affiliated companies
Misc. provisions	€	€	€	€	€	€	€	€
Outstanding supplier invoices	12,086	2,419	128	-	202,504	-	212,044	185,346
Misc. provisions	12,086	2,419	128	0	202,504	0	212,044	185,346

Last year, help alliance gGmbH was able to use €2,419 of its provisions, since the anticipated business transactions did indeed take place. €128 of the provisions allocated last year were reversed. In 2017, €202,504 was added to the provisions. This sum is made up of the commitments that we still expect from our business activities from the previous year.

For example, €7,228 was set aside for the acquisition of new donation pillars, which is a result of, among other things, our cooperation with Fraport AG. The invoice was received after the cut-off date of December 31st, 2017, but concerns the purchase of the donation pillars in 2017. Most of the accounts payable consist of contractually approved project disbursements,

which are settled directly in the following year in agreement with the projects. Furthermore, the accounts payable consist of project-related donations for which we have an obligation towards our donors to spend them according to their wishes.

PROFIT & LOSS STATEMENT

AN ENORMOUS INCREASE IN DONATIONS

In 2017, we raised a total of €2,585,387. For the sake of comparison: the help alliance e.V. earned €1,903,577 in the previous year. The increase in donations in the first year of the change into a gGmbH amounts to 36 percent. As a non-profit gGmbH, we finance ourselves through donations from private individuals, but also through contributions from companies, foundations and other donors. The former were again an important source of support for the donations we received in 2017. Thanks to the loyalty of our permanent donors and numerous individual donations, we were able to generate earnings in the amount of €377,831 in this area. We are very grateful for that. We are pleased that you have placed your trust in us and that you are supporting the project work of our colleagues with your donation.

ONE GENEROUS DONATION

One particularly high single donation of €50,000 was the result of a legacy paid out to the help alliance in 2017.

MANY WAYS TO DONATE

In addition to transferring single or permanent donations to our donation account, there are other ways to support us. For example, you can donate on board Lufthansa long-haul flights or when flying with our partner airlines Condor, Austrian Airlines or Edelweiss Air. While in the plane, you can easily put any money left over from your vacation – no matter what currency – in the donation bags that can be found in any of the seat pockets and then simply hand it in directly to the cabin crew. The so-called OnBoard Collection made it possible to collect €424,781 in 2017. We are of course also happy about every cent that helps fill up our donation pillars at the airports.

A LONG-TERM COOPERATION

We would particularly like to highlight our long-standing cooperation with ConTribute, the fundraising initiative of Condor: Thanks to the tireless efforts of the flight crew, we were able to collect almost €150,000 in leftover money donations. The Swiss airline Edelweiss Air is literally „on board“. Since November 2017, the flight attendants have also been working diligently for this good cause – and with great success: every month, more than €5,000 in donations for three selected projects is collected. Many thanks to all our colleagues in the cabin, whose announcements draw attention to our work and collect donations for their colleagues' projects.

PROFIT AND LOSS STATEMENT IN €

	2017
Donations received during the financial year	2,585,387
Donations from private individuals	377,831
Deductions	50,000
Donations from the OnBoardCollection and donation pillars	424,781
Donations from Payroll Giving	30,714
Donations via donation platform	10,293
Donations from companies	736,239
Donations from Lufthansa employee campaigns	127,060
Donations from charities	120,300
Donations from associations	1,226
Donations from special campaigns	706,942
+ Donations used from previous year	596,137
./. Unused donations in the current financial year	521,705
Earnings from used donations during the financial year	2,659,819
Other operating income	128
Wages and salaries	157,998
Social contributions	28,876
Depreciation of fixed assets	323
Disbursements for charitable projects	1,984,137
Other operating expenses	488,613
Earnings after taxes	0
Net profit/loss for the year	0

Donations up 36 percent

Thanks for the great support!

All values in euros

WAGES THAT PAY OFF

A completely new donation channel that was implemented for help alliance in 2017 is the „Payroll Giving“, where almost 70,000 Lufthansa Group employees have the opportunity to donate a small portion of their salary to the help alliance. Employees can easily choose from a variety of options with just one click. For example, rounding off the cent amounts to the next full euro, or to the next five or ten euros.

Individual employees can also of course determine an amount up to a maximum of 13 euros. Since its introduction on April 12th, 2017, more and more colleagues have been participating in voluntary salary donations. In 2017, a total of €30,714 was collected. Tendency: rising! The Lufthansa Group also doubled the amount donated by its employees.

EVERY CENT REACHES ITS DESTINATION

However, not only do our colleagues donate part of their salary, they are also very creative in collecting donations. Whether at team events, sales campaigns or in their circle of friends and family, fundraising for the benefit of the help alliance has a long tradition among Lufthansa Group employees. Because of this, €127,060 could be raised in 2017. Thank you so much for this! Company donations include the generous donation from the Lufthansa Group, which enables us to cover the 19 percent administration, public relations and fundraising costs.

This way, we can guarantee that every cent you donate goes straight to our projects.

HELP ALLIANCE ON TV

For the second time since 2016, help alliance and one of its projects participated in the RTL donations marathon in November 2017. Through the cooperation with the foundation RTL-Wir helfen Kindern e.V., not only was it possible to raise €120,000 and thus finance the construction and establishment of a new science room at the Offene Schule Köln (Open School of Cologne). It was also an opportunity to introduce help alliance to a broader audience on television. On the one hand, a film about the official opening ceremony of the science room was broadcast by „our“ celebrity supporter Annette Frier, while on the other hand, we were yet again an active part of the live broadcast in 2017 as part of the 22nd RTL donation marathon on November 24th, 2017.

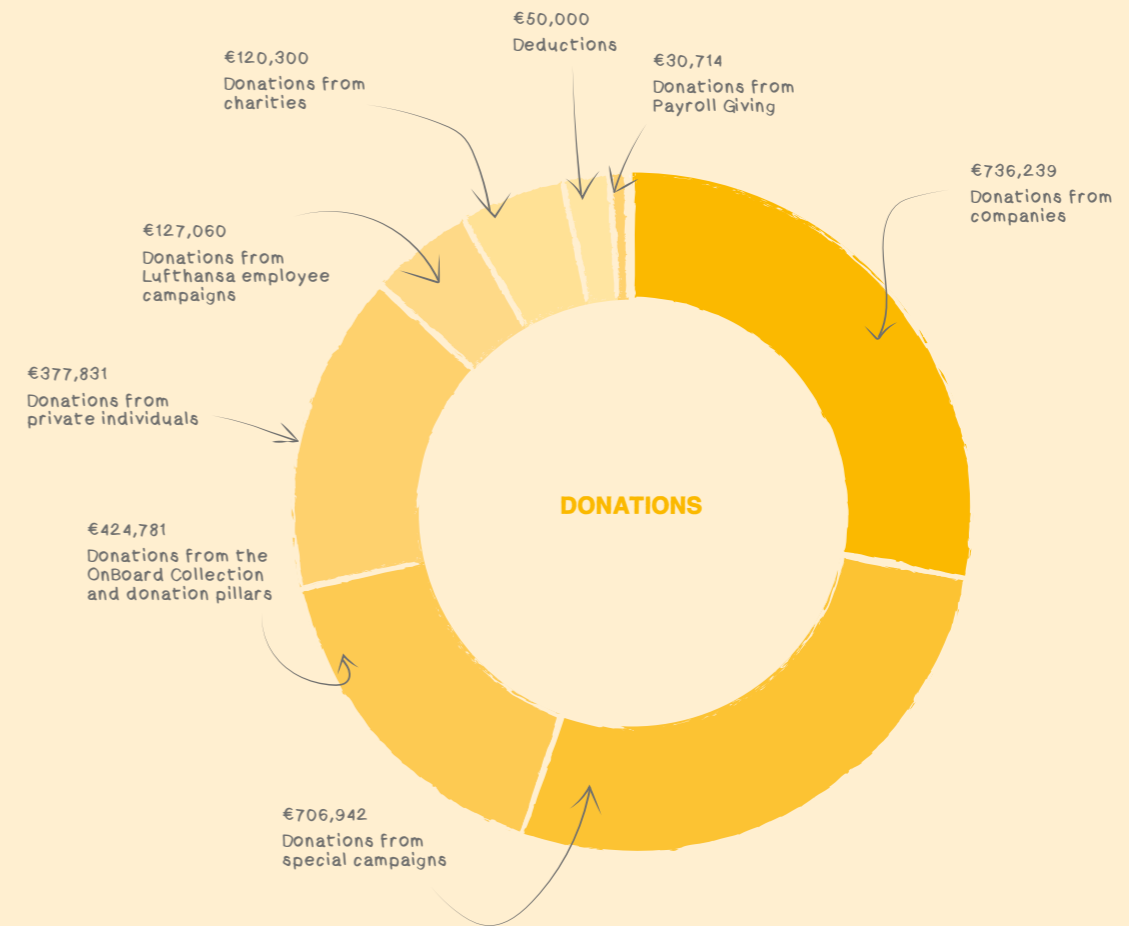
MILES FOR A GOOD CAUSE

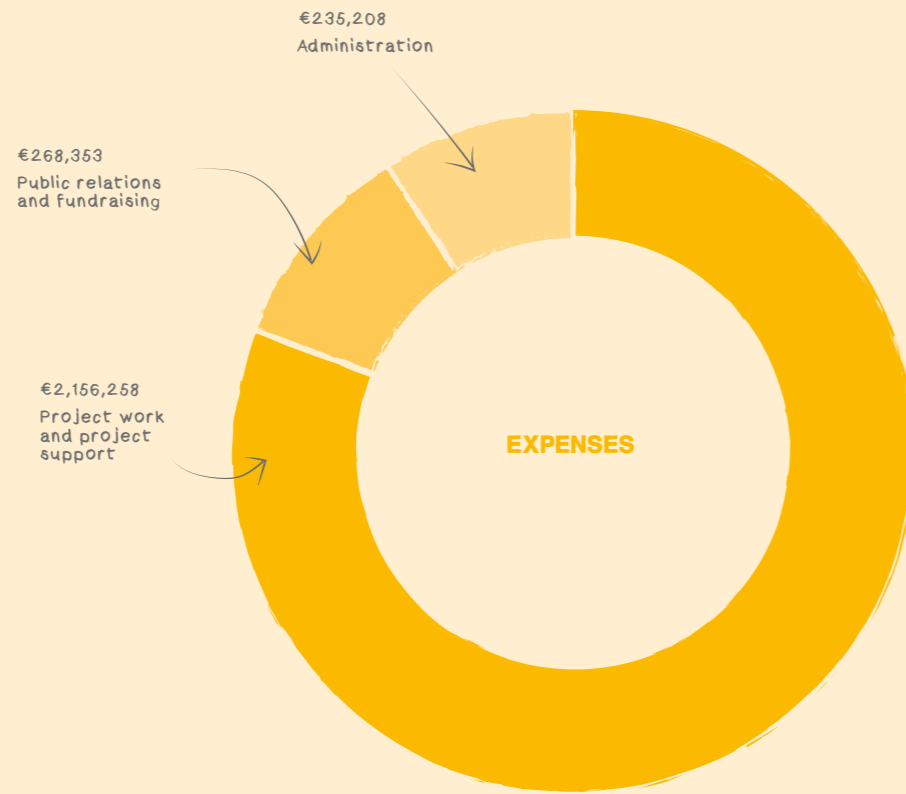
For several years now, members of the Miles & More frequent flyer and awards program have been able not only to exchange their miles for material assets or flights, but also to donate them for a good cause. The „Miles to help“ campaign, run by our long-standing partner, was particularly popular last year and led to an 8 percent increase in proceeds compared to 2016. This contribution represents the largest share of the revenue item „donations from special campaigns“.

THE BACKBONE OF HELP ALLIANCE

We would like to once again this year take this opportunity to extend our heartfelt thanks to all our donors, supporters and sponsors. Only with your help can we continue to enable disadvantaged people worldwide to lead self-determined lives, because help alliance has no means to act on its own, but is supported exclusively by donations. We would particularly like to mention all the volunteers who form the backbone of our aid organization as project managers, mentors, event managers, cookie makers or „friends of help alliance“.

We are well aware that this cannot be taken for granted! In most cases, they sacrifice their free time in order to give strangers, whom they may never meet in life, a better life. Your motivation to do good is our incentive. Thank you to all those who form an essential pillar of our society!





THAT'S WHAT WAS SPENT

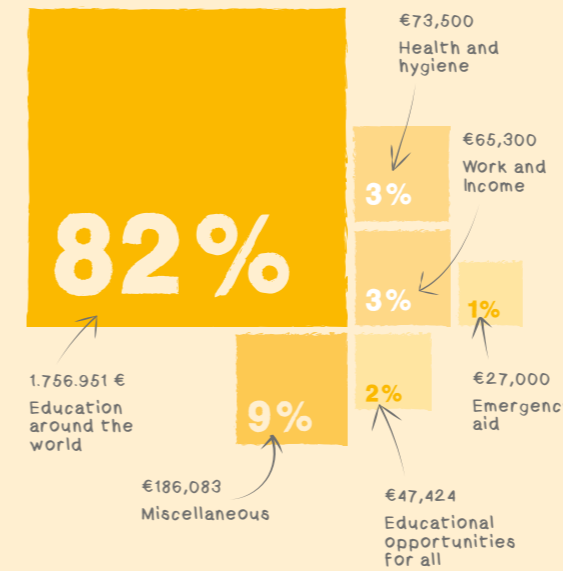
The expenses of the help alliance gGmbH are basically divided into three areas. These are the costs for projects and project support, the administration costs, as well as the costs for fundraising and public relations. The costs were sometimes allocated proportionately to the various areas and cost items, as this enables a more precise and thematically correct depiction.

A total of €2,659,819 was spent in 2017. Of this amount, €2,156,258 will benefit our projects. That's 81 percent of our total expenditure. The total costs for our administrative support amount to €235,208. This includes, for example, a proportion of the personnel costs for our employees in administration,

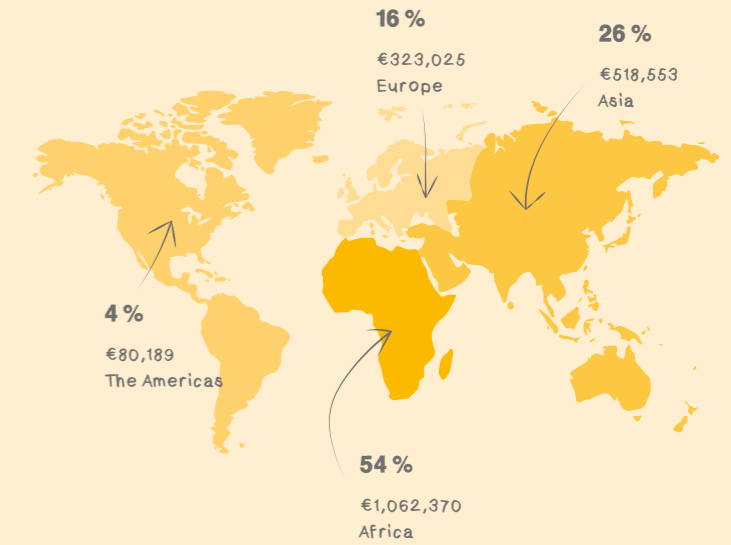
as well as the operation of the accounting department in accordance with commercial law regulations. These costs make up nine percent of our total expenditure. The costs of €268,353 for fundraising and public relations work consist of the operation of the donor database, both technically and administratively in the form of pro rata personnel expenses and other expenses. Furthermore, it contains communication services we use in order to report regularly and comprehensively on the work in the projects. These costs correspond to ten percent of the total costs. This corresponds to a total of 19 percent for administrative costs, fundraising and public relations. For comparison: the help

alliance e.V. had expenses amounting to €1,717,881 in 2016. Of this amount, €1,323,185 went directly to our projects. The total expenses of the e.V. also include administrative and personnel costs totaling €360,194 and costs for advertising and informational material totaling €34,502. The additional costs of €108,739 compared to the administrative costs and the costs for advertising and informational materials of the help alliance e.V. can mainly be attributed to the fact that we greatly expanded our fundraising, administration and project management areas in 2017 in order to meet the requirements of the new legal form and to promote professionalism in all areas.

TOPIC-RELATED EXPENSES



EXPENSES ACCORDING TO REGION



Costs in €

COST BREAKDOWN	Projects and Project Support	Administration	Fundraising and Public Relations
Project expenses	1,984,137	-	-
Personnel expenses	72,062	34,103	80,709
Misc. expenses	100,059	201,106	187,644
Total	2,156,258	235,208	268,353
In %	81 %	9 %	10 %

Transparency towards our donors is and remains the top priority of the help alliance. Furthermore, the expenses in our projects can be presented according to topic, as well as region.

FOCUSING ON EDUCATION

The topic-based breakdown of project costs reflects our focus on the topics of „education“ and „work and income“. In addition, there are projects that were part of the much

broader portfolio of the help alliance e.V. and that focused on „health and hygiene“ and „emergency aid“. These obligations were also assumed in the course of the transformation from e.V. to gGmbH. The same applies to the „Miscellaneous“ item. It includes project costs that are not attributable to any of these topics. Project monitoring costs are also included.

PROJECTS

EDUCATION

Destination: Bildungschancen, Germany	65,268
Stern des Südens, Germany	30,000
Kiron, Germany	10,395
Offene Schule Köln, Germany	160,000
Street Smart, India	24,800
Catch up School, Jordan	5,460
Safe House, South Africa	40,851
Sunshine Project, India	111,075
Watoto, Kenya	31,700
iThemba Primary School, South Africa	600,000
iThemba Pre School, South Africa	100,000
Abeni, Benin	50,000
Kinder Paradise, Ghana	60,000
Leona, Senegal	100,000
Human Help Network, Thailand	98,000
Prana, India	60,000
Patenschaftskreis, India	100,000
Saigon Children's Charity, Vietnam	28,294
Acción Humana, Honduras	50,927
Rainforeststation, Indonesia	30,000

HEALTH

Obizi, Nigeria	30,000
The Banyan, Tonga	43,500

EMERGENCY AID

#indeepsorrow, Germany	27,000
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VARIOUS MEASURES

Homes of Hope, Costa Rica	13,962
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EMPLOYMENT AND INCOME SUPPORT

Sabab Lou, Ghana	20,000
Impact Week, Rwanda	5,000
Impact Week, Nigeria	25,000
Impact Week, Colombia	5,000
Broadening Horizons, Brazil	10,300

MIGRATION INTEGRATION

Mentoren für Flüchtlinge, Germany	20,000
Orientshelfer, Lebanon	17,424
Waisenhaus, Munich	10,000

LEGAL DETAILS

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You can also donate in one of the following ways:

- Donate your miles at www.miles-and-more.com
- For selected projects at betterplace.org (helpalliance.betterplace.org)
- As well as all other ways listed out on our website at www.helpalliance.org/Spenden/?lang=en

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