



# Investor Info June 2016

## Lufthansa Group

|                                       |                                      | Month  | yoy (%)  | Cumulative | yoy (%)  |
|---------------------------------------|--------------------------------------|--------|----------|------------|----------|
| <b>Total Lufthansa Group Airlines</b> | Passengers in 1,000                  | 10,212 | +0.2     | 51,287     | +0.7     |
|                                       | Available seat-kilometers (m)        | 25,747 | +2.4     | 138,086    | +4.2     |
|                                       | Revenue seat-kilometers (m)          | 20,706 | -0.8     | 105,559    | +1.6     |
|                                       | Passenger load-factor (%)            | 80.4   | -2.6pts. | 76.4       | -1.9pts. |
|                                       | Available Cargo tonne-kilometers (m) | 1,300  | +1.4     | 7,315      | +0.3     |
|                                       | Revenue Cargo tonne-kilometers (m)   | 829    | -2.0     | 4,809      | -2.5     |
|                                       | Cargo load-factor (%)                | 63.8   | -2.2pts. | 65.7       | -1.9pts. |
|                                       | Number of flights                    | 91,923 | +2.3     | 502,651    | +2.4     |
| <b>Lufthansa Passenger Airlines</b>   | Passengers in 1,000                  | 5,816  | -2.2     | 29,690     | -1.1     |
|                                       | Available seat-kilometers (m)        | 16,627 | -2.1     | 90,566     | +1.7     |
|                                       | Revenue seat-kilometers (m)          | 13,518 | -4.5     | 69,313     | -0.7     |
|                                       | Passenger load-factor (%)            | 81.3   | -2.0pts. | 76.5       | -1.8pts. |
|                                       | Number of flights                    | 48,524 | +1.6     | 268,348    | +1.3     |
| <b>SWISS</b>                          | Passengers in 1,000                  | 1,551  | +1.7     | 8,266      | +0.0     |
|                                       | Available seat-kilometers (m)        | 4,485  | +11.5    | 24,834     | +5.7     |
|                                       | Revenue seat-kilometers (m)          | 3,597  | +6.0     | 19,270     | +1.4     |
|                                       | Passenger load-factor (%)            | 80.2   | -4.2pts. | 77.6       | -3.3pts. |
|                                       | Number of flights                    | 14,559 | +2.6     | 82,492     | +2.6     |
| <b>Austrian Airlines</b>              | Passengers in 1,000                  | 1,081  | +1.1     | 5,092      | +2.2     |
|                                       | Available seat-kilometers (m)        | 2,283  | +3.8     | 11,426     | +3.7     |
|                                       | Revenue seat-kilometers (m)          | 1,737  | -1.0     | 8,362      | +1.2     |
|                                       | Passenger load-factor (%)            | 76.1   | -3.7pts. | 73.2       | -1.9pts. |
|                                       | Number of flights                    | 12,282 | +5.4     | 65,103     | +5.9     |
| <b>Total Hub-Airlines*</b>            | Passengers in 1,000                  | 8,448  | -1.1     | 43,048     | -0.5     |
|                                       | Available seat-kilometers (m)        | 23,395 | +0.8     | 126,827    | +2.6     |
|                                       | Revenue seat-kilometers (m)          | 18,852 | -2.3     | 96,944     | -0.1     |
|                                       | Passenger load-factor (%)            | 80.6   | -2.6pts. | 76.4       | -2.1pts. |
|                                       | Number of flights                    | 75,365 | +2.4     | 415,943    | +2.3     |
| <b>Total Eurowings</b>                | Passengers in 1,000                  | 1,764  | +6.9     | 8,239      | +7.4     |
|                                       | Available seat-kilometers (m)        | 2,352  | +20.9    | 11,259     | +25.3    |
|                                       | Revenue seat-kilometers (m)          | 1,853  | +18.0    | 8,614      | +26.7    |
|                                       | Passenger load-factor (%)            | 78.8   | -1.9pts. | 76.5       | +0.8pts. |
|                                       | Number of flights                    | 15,813 | +1.8     | 82,314     | +3.4     |

\* (Lufthansa Passenger Airlines incl. regional airlines, SWISS incl. Edelweiss Air, Austrian Airlines)

## Additional references

|                            |                                   |
|----------------------------|-----------------------------------|
| <b>Pricing environment</b> | clearly negative (excl. currency) |
| <b>Comments</b>            |                                   |
| <b>Next Investor Info</b>  | 9 August 2016                     |



# Investor Info June 2016

## Hub-Airlines and Cargo\*

| By region                    |                                      | Month | yoy (%)  | Cumulative | yoy (%)  |
|------------------------------|--------------------------------------|-------|----------|------------|----------|
| Europe                       | Passengers in 1,000                  | 6,539 | -0.1     | 32,945     | -0.4     |
|                              | Available seat-kilometers (m)        | 6,771 | +1.4     | 35,913     | +1.6     |
|                              | Revenue seat-kilometers (m)          | 5,228 | -1.8     | 25,841     | -1.1     |
|                              | Passenger load-factor (%)            | 77.2  | -2.5pts. | 72.0       | -1.9pts. |
|                              | Available Cargo tonne-kilometers (m) | 66    | +2.9     | 370        | +4.3     |
|                              | Revenue Cargo tonne-kilometers (m)   | 31    | +0.6     | 184        | +4.1     |
|                              | Cargo load-factor (%)                | 46.4  | -1.1pts. | 49.7       | -0.1pts. |
| America<br>(North and South) | Passengers in 1,000                  | 1,039 | -0.2     | 5,027      | +2.2     |
|                              | Available seat-kilometers (m)        | 9,370 | +6.1     | 48,287     | +7.3     |
|                              | Revenue seat-kilometers (m)          | 7,850 | +0.8     | 38,160     | +2.9     |
|                              | Passenger load-factor (%)            | 83.8  | -4.3pts. | 79.0       | -3.4pts. |
|                              | Available Cargo tonne-kilometers (m) | 599   | +1.0     | 3,317      | -0.3     |
|                              | Revenue Cargo tonne-kilometers (m)   | 355   | -4.7     | 2,086      | -6.8     |
|                              | Cargo load-factor (%)                | 59.3  | -3.6pts. | 62.9       | -4.4pts. |
| Asia/Pacific                 | Passengers in 1,000                  | 571   | -4.9     | 3,081      | -2.4     |
|                              | Available seat-kilometers (m)        | 5,631 | -2.9     | 31,492     | +0.3     |
|                              | Revenue seat-kilometers (m)          | 4,621 | -3.7     | 24,751     | -1.7     |
|                              | Passenger load-factor (%)            | 82.1  | -0.7pts. | 78.6       | -1.6pts. |
|                              | Available Cargo tonne-kilometers (m) | 521   | +2.0     | 2,909      | +0.4     |
|                              | Revenue Cargo tonne-kilometers (m)   | 382   | +1.7     | 2,157      | +2.3     |
|                              | Cargo load-factor (%)                | 73.4  | -0.2pts. | 74.2       | +1.4pts. |
| Middle East/<br>Africa       | Passengers in 1,000                  | 298   | -15.6    | 1,995      | -4.5     |
|                              | Available seat-kilometers (m)        | 1,622 | -14.6    | 11,135     | -5.9     |
|                              | Revenue seat-kilometers (m)          | 1,152 | -17.3    | 8,193      | -5.3     |
|                              | Passenger load-factor (%)            | 71.0  | -2.4pts. | 73.6       | +0.5pts. |
|                              | Available Cargo tonne-kilometers (m) | 113   | -0.2     | 718        | +0.2     |
|                              | Revenue Cargo tonne-kilometers (m)   | 61    | -9.1     | 381        | -6.7     |
|                              | Cargo load-factor (%)                | 53.6  | -5.2pts. | 53.0       | -4.0pts. |

\* (Lufthansa Passenger Airlines incl. regional airlines, SWISS incl. Edelweiss Air, Austrian Airlines, Lufthansa Cargo)

## Eurowings

|            |                               | Month | yoy (%)  | Cumulative | yoy (%)  |
|------------|-------------------------------|-------|----------|------------|----------|
| Short-haul | Passengers in 1,000           | 1,725 | +6.4     | 7,974      | +5.5     |
|            | Available seat-kilometers (m) | 2,029 | +8.4     | 9,261      | +6.9     |
|            | Revenue seat-kilometers (m)   | 1,588 | +5.5     | 6,792      | +4.3     |
|            | Passenger load-factor (%)     | 78.2  | -2.1pts. | 73.3       | -1.8pts. |
| Long-haul  | Passengers in 1,000           | 39    | +36.2    | 264        | +133.5   |
|            | Available seat-kilometers (m) | 323   | +339.7   | 1,998      | +525.0   |
|            | Revenue seat-kilometers (m)   | 266   | +303.4   | 1,823      | +539.7   |
|            | Passenger load-factor (%)     | 82.2  | -7.4pts. | 91.2       | +2.1pts. |