



## Investor Info November 2016

## Lufthansa Group

		Month	yoy (%)	Cumulative	yoy (%)
<b>Total Lufthansa Group Airlines</b>	Passengers in 1,000	7,634	+5.9	101,878	+1.6
	Available seat-kilometers (m)	20,561	+9.3	265,641	+4.5
	Revenue seat-kilometers (m)	15,579	+10.1	210,375	+2.5
	Passenger load-factor (%)	75.8	+0.5pts.	79.2	-1.6pts.
	Available Cargo tonne-kilometers (m)	1,235	+0.4	13,923	+0.8
	Revenue Cargo tonne-kilometers (m)	877	+2.8	9,219	+0.8
	Cargo load-factor (%)	71.0	+1.7pts.	66.2	-0.0pts.
	Number of flights	75,402	+1.5	952,346	+2.5
Lufthansa Passenger Airlines	Passengers in 1,000	4,205	+5.8	58,075	-0.2
	Available seat-kilometers (m)	12,736	+6.4	171,556	+1.2
	Revenue seat-kilometers (m)	9,636	+9.2	135,768	-0.6
	Passenger load-factor (%)	75.7	+2.0pts.	79.1	-1.5pts.
	Number of flights	39,377	+1.4	510,018	+2.8
SWISS	Passengers in 1,000	1,306	+4.3	16,613	+2.1
	Available seat-kilometers (m)	4,100	+11.1	48,424	+9.0
	Revenue seat-kilometers (m)	3,249	+9.1	38,922	+5.3
	Passenger load-factor (%)	79.2	-1.5pts.	80.4	-2.8pts.
	Number of flights	12,479	+0.1	156,193	+2.1
Austrian Airlines	Passengers in 1,000	871	+10.9	10,579	+4.5
	Available seat-kilometers (m)	1,822	+6.5	22,668	+4.8
	Revenue seat-kilometers (m)	1,293	+1.1	17,336	+2.2
	Passenger load-factor (%)	71.0	-3.8pts.	76.5	-2.0pts.
	Number of flights	10,825	+11.9	125,909	+7.1
<b>Total Hub-Airlines*</b>	Passengers in 1,000	6,334	+5.4	84,775	+0.2
	Available seat-kilometers (m)	18,626	+7.2	242,356	+2.9
	Revenue seat-kilometers (m)	14,155	+8.2	191,795	+0.7
	Passenger load-factor (%)	76.0	+0.7pts.	79.1	-1.7pts.
	Number of flights	61,982	+1.6	785,197	+2.4
<b>Total Eurowings</b>	Passengers in 1,000	1,300	+8.9	17,103	+8.7
	Available seat-kilometers (m)	1,935	+35.2	23,285	+25.9
	Revenue seat-kilometers (m)	1,424	+33.3	18,580	+26.2
	Passenger load-factor (%)	73.6	-1.1pts.	79.8	+0.2pts.
	Number of flights	12,569	+1.3	158,745	+3.2

\* (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>	<ul style="list-style-type: none"> <li>6 days of strike in November 2016 (1.9% of FY capacity cancelled), strike costs of c. 100 m EUR</li> <li>7 days of strike in November 2015 (3.3% of FY capacity cancelled), strike costs of c. 100 m EUR</li> </ul>
<b>Next Investor Info</b>	10 January 2017



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## Hub-Airlines and Cargo\*

By region		Month	yoy (%)	Cumulative	yoy (%)
Europe	Passengers in 1,000	4,836	+4.0	64,817	+0.1
	Available seat-kilometers (m)	5,036	+1.2	69,035	+1.7
	Revenue seat-kilometers (m)	3,637	+4.1	51,728	-0.3
	Passenger load-factor (%)	72.2	+2.0pts.	74.9	-1.5pts.
	Available Cargo tonne-kilometers (m)	58	+0.2	703	+3.8
	Revenue Cargo tonne-kilometers (m)	31	+0.5	340	+3.5
	Cargo load-factor (%)	52.8	+0.1pts.	48.4	-0.2pts.
America (North and South)	Passengers in 1,000	721	+12.4	10,109	+4.0
	Available seat-kilometers (m)	7,015	+13.5	93,648	+7.9
	Revenue seat-kilometers (m)	5,483	+12.9	76,414	+4.7
	Passenger load-factor (%)	78.2	-0.4pts.	81.6	-2.5pts.
	Available Cargo tonne-kilometers (m)	543	+1.3	6,360	+1.0
	Revenue Cargo tonne-kilometers (m)	372	+6.0	3,968	-1.8
	Cargo load-factor (%)	68.5	+3.0pts.	62.4	-1.8pts.
Asia/Pacific	Passengers in 1,000	453	+3.2	5,965	-3.0
	Available seat-kilometers (m)	4,722	+3.9	59,314	-0.3
	Revenue seat-kilometers (m)	3,649	+3.5	48,124	-2.5
	Passenger load-factor (%)	77.3	-0.3pts.	81.1	-1.9pts.
	Available Cargo tonne-kilometers (m)	517	-0.3	5,553	+0.4
	Revenue Cargo tonne-kilometers (m)	410	+1.6	4,213	+4.0
	Cargo load-factor (%)	79.2	+1.4pts.	75.9	+2.7pts.
Middle East/ Africa	Passengers in 1,000	324	+15.5	3,883	-2.7
	Available seat-kilometers (m)	1,853	+10.6	20,358	-5.0
	Revenue seat-kilometers (m)	1,386	+14.9	15,529	-4.3
	Passenger load-factor (%)	74.8	+2.8pts.	76.3	+0.6pts.
	Available Cargo tonne-kilometers (m)	116	-0.7	1,306	+0.3
	Revenue Cargo tonne-kilometers (m)	64	-4.6	696	-4.7
	Cargo load-factor (%)	55.1	-2.2pts.	53.3	-2.8pts.

\* (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	1,235	+6.1	16,567	+6.9
	Available seat-kilometers (m)	1,409	+14.8	19,305	+8.8
	Revenue seat-kilometers (m)	969	+9.7	14,948	+6.5
	Passenger load-factor (%)	68.8	-3.2pts.	77.4	-1.7pts.
Long-haul	Passengers in 1,000	66	+113.1	536	+132.7
	Available seat-kilometers (m)	526	+157.8	3,980	+427.6
	Revenue seat-kilometers (m)	455	+146.0	3,632	+430.6
	Passenger load-factor (%)	86.5	-4.2pts.	91.3	+0.5pts.