## Lufthansa Group

### Month yoy (%) | Cumulative yoy (%)
--- | ---
Total Lufthansa Airlines

<table>
<thead>
<tr>
<th>Passengers in 1,000</th>
<th>7,634</th>
<th>+5.9</th>
<th>101,878</th>
<th>+1.6</th>
</tr>
</thead>
<tbody>
<tr>
<td>Available seat-kilometers (m)</td>
<td>20,561</td>
<td>+9.3</td>
<td>265,641</td>
<td>+4.5</td>
</tr>
<tr>
<td>Revenue seat-kilometers (m)</td>
<td>15,579</td>
<td>+10.1</td>
<td>210,375</td>
<td>+2.5</td>
</tr>
<tr>
<td>Passenger load-factor (%)</td>
<td>75.8</td>
<td>+0.5pts.</td>
<td>79.2</td>
<td>-1.6pts.</td>
</tr>
<tr>
<td>Available Cargo tonne-kilometers (m)</td>
<td>1,235</td>
<td>+0.4</td>
<td>13,923</td>
<td>+0.8</td>
</tr>
<tr>
<td>Revenue Cargo tonne-kilometers (m)</td>
<td>877</td>
<td>+2.8</td>
<td>9,219</td>
<td>+0.8</td>
</tr>
<tr>
<td>Cargo load-factor (%)</td>
<td>71.0</td>
<td>+1.7pts.</td>
<td>66.2</td>
<td>-0.0pts.</td>
</tr>
<tr>
<td>Number of flights</td>
<td>75,402</td>
<td>+1.5</td>
<td>952,346</td>
<td>+2.5</td>
</tr>
</tbody>
</table>

### Lufthansa Passenger Airlines

<table>
<thead>
<tr>
<th>Passengers in 1,000</th>
<th>4,205</th>
<th>+5.8</th>
<th>58,075</th>
<th>-0.2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Available seat-kilometers (m)</td>
<td>12,736</td>
<td>+6.4</td>
<td>171,556</td>
<td>+1.2</td>
</tr>
<tr>
<td>Revenue seat-kilometers (m)</td>
<td>9,636</td>
<td>+9.2</td>
<td>135,768</td>
<td>-0.6</td>
</tr>
<tr>
<td>Passenger load-factor (%)</td>
<td>75.7</td>
<td>+2.0pts.</td>
<td>79.1</td>
<td>-1.5pts.</td>
</tr>
<tr>
<td>Number of flights</td>
<td>39,377</td>
<td>+1.4</td>
<td>510,018</td>
<td>+2.8</td>
</tr>
</tbody>
</table>

### SWISS

<table>
<thead>
<tr>
<th>Passengers in 1,000</th>
<th>1,306</th>
<th>+4.3</th>
<th>16,613</th>
<th>+2.1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Available seat-kilometers (m)</td>
<td>4,100</td>
<td>+11.1</td>
<td>48,424</td>
<td>+9.0</td>
</tr>
<tr>
<td>Revenue seat-kilometers (m)</td>
<td>3,249</td>
<td>+9.1</td>
<td>38,922</td>
<td>+5.3</td>
</tr>
<tr>
<td>Passenger load-factor (%)</td>
<td>79.2</td>
<td>-1.5pts.</td>
<td>80.4</td>
<td>-2.8pts.</td>
</tr>
<tr>
<td>Number of flights</td>
<td>12,479</td>
<td>+0.1</td>
<td>156,193</td>
<td>+2.1</td>
</tr>
</tbody>
</table>

### Austrian Airlines

<table>
<thead>
<tr>
<th>Passengers in 1,000</th>
<th>871</th>
<th>+10.9</th>
<th>10,579</th>
<th>+4.5</th>
</tr>
</thead>
<tbody>
<tr>
<td>Available seat-kilometers (m)</td>
<td>1,822</td>
<td>+6.5</td>
<td>22,668</td>
<td>+4.8</td>
</tr>
<tr>
<td>Revenue seat-kilometers (m)</td>
<td>1,293</td>
<td>+1.1</td>
<td>17,336</td>
<td>+2.2</td>
</tr>
<tr>
<td>Passenger load-factor (%)</td>
<td>71.0</td>
<td>-3.8pts.</td>
<td>76.5</td>
<td>-2.0pts.</td>
</tr>
<tr>
<td>Number of flights</td>
<td>10,825</td>
<td>+11.9</td>
<td>125,909</td>
<td>+7.1</td>
</tr>
</tbody>
</table>

### Total Hub-Airlines*

<table>
<thead>
<tr>
<th>Passengers in 1,000</th>
<th>6,334</th>
<th>+5.4</th>
<th>84,775</th>
<th>+0.2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Available seat-kilometers (m)</td>
<td>18,626</td>
<td>+7.2</td>
<td>242,356</td>
<td>+2.9</td>
</tr>
<tr>
<td>Revenue seat-kilometers (m)</td>
<td>14,155</td>
<td>+8.2</td>
<td>191,795</td>
<td>+0.7</td>
</tr>
<tr>
<td>Passenger load-factor (%)</td>
<td>76.0</td>
<td>+0.7pts.</td>
<td>79.1</td>
<td>-1.7pts.</td>
</tr>
<tr>
<td>Number of flights</td>
<td>61,982</td>
<td>+1.6</td>
<td>785,197</td>
<td>+2.4</td>
</tr>
</tbody>
</table>

### Total Eurowings

<table>
<thead>
<tr>
<th>Passengers in 1,000</th>
<th>1,300</th>
<th>+8.9</th>
<th>17,103</th>
<th>+8.7</th>
</tr>
</thead>
<tbody>
<tr>
<td>Available seat-kilometers (m)</td>
<td>1,935</td>
<td>+35.2</td>
<td>23,285</td>
<td>+25.9</td>
</tr>
<tr>
<td>Revenue seat-kilometers (m)</td>
<td>1,424</td>
<td>+33.3</td>
<td>18,580</td>
<td>+26.2</td>
</tr>
<tr>
<td>Passenger load-factor (%)</td>
<td>73.6</td>
<td>-1.1pts.</td>
<td>79.8</td>
<td>+0.2pts.</td>
</tr>
<tr>
<td>Number of flights</td>
<td>12,569</td>
<td>+1.3</td>
<td>158,745</td>
<td>+3.2</td>
</tr>
</tbody>
</table>

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

## Additional references

### Pricing environment

- clearly negative (excl. currency)

### Comments

- 6 days of strike in November 2016 (1.9% of FY capacity cancelled), strike costs of c. 100 m EUR
- 7 days of strike in November 2015 (3.3% of FY capacity cancelled), strike costs of c. 100 m EUR

### Next Investor Info

10 January 2017
# Hub-Airlines and Cargo

By region

<table>
<thead>
<tr>
<th>Passengers in 1,000</th>
<th>Month</th>
<th>yoy (%)</th>
<th>Cumulative</th>
<th>yoy (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>4,836</td>
<td>+4.0</td>
<td>64,817</td>
<td>+0.1</td>
</tr>
<tr>
<td>Available seat-kilometers (m)</td>
<td>5,036</td>
<td>+1.2</td>
<td>69,035</td>
<td>+1.7</td>
</tr>
<tr>
<td>Revenue seat-kilometers (m)</td>
<td>3,637</td>
<td>+4.1</td>
<td>51,728</td>
<td>-0.3</td>
</tr>
<tr>
<td>Passenger load-factor (%)</td>
<td>72.2</td>
<td>+2.0pts</td>
<td>74.9</td>
<td>-1.5pts</td>
</tr>
<tr>
<td>Available Cargo tonne-kilometers (m)</td>
<td>56</td>
<td>+0.2</td>
<td>703</td>
<td>+3.8</td>
</tr>
<tr>
<td>Revenue Cargo tonne-kilometers (m)</td>
<td>31</td>
<td>+0.5</td>
<td>340</td>
<td>+3.5</td>
</tr>
<tr>
<td>Cargo load-factor (%)</td>
<td>52.8</td>
<td>+0.1pts</td>
<td>48.4</td>
<td>-0.2pts</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Americas (North and South)</th>
<th>Passengers in 1,000</th>
<th>Month</th>
<th>yoy (%)</th>
<th>Cumulative</th>
<th>yoy (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Available seat-kilometers (m)</td>
<td>7,015</td>
<td>+13.5</td>
<td>93,648</td>
<td>+7.9</td>
<td></td>
</tr>
<tr>
<td>Revenue seat-kilometers (m)</td>
<td>5,483</td>
<td>+12.9</td>
<td>76,414</td>
<td>+4.7</td>
<td></td>
</tr>
<tr>
<td>Passenger load-factor (%)</td>
<td>78.2</td>
<td>-0.4pts</td>
<td>81.6</td>
<td>-2.5pts</td>
<td></td>
</tr>
<tr>
<td>Available Cargo tonne-kilometers (m)</td>
<td>543</td>
<td>+1.3</td>
<td>6,360</td>
<td>+1.0</td>
<td></td>
</tr>
<tr>
<td>Revenue Cargo tonne-kilometers (m)</td>
<td>372</td>
<td>+6.0</td>
<td>3,968</td>
<td>-1.8</td>
<td></td>
</tr>
<tr>
<td>Cargo load-factor (%)</td>
<td>68.5</td>
<td>+3.0pts</td>
<td>62.4</td>
<td>-1.8pts</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Asia/Pacific</th>
<th>Passengers in 1,000</th>
<th>Month</th>
<th>yoy (%)</th>
<th>Cumulative</th>
<th>yoy (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Available seat-kilometers (m)</td>
<td>4,722</td>
<td>+3.9</td>
<td>59,314</td>
<td>-0.3</td>
<td></td>
</tr>
<tr>
<td>Revenue seat-kilometers (m)</td>
<td>3,649</td>
<td>+3.5</td>
<td>48,124</td>
<td>-2.5</td>
<td></td>
</tr>
<tr>
<td>Passenger load-factor (%)</td>
<td>77.3</td>
<td>-0.3pts</td>
<td>81.1</td>
<td>-1.9pts</td>
<td></td>
</tr>
<tr>
<td>Available Cargo tonne-kilometers (m)</td>
<td>517</td>
<td>-0.3</td>
<td>5,553</td>
<td>+0.4</td>
<td></td>
</tr>
<tr>
<td>Revenue Cargo tonne-kilometers (m)</td>
<td>410</td>
<td>+1.6</td>
<td>4,213</td>
<td>+4.0</td>
<td></td>
</tr>
<tr>
<td>Cargo load-factor (%)</td>
<td>79.2</td>
<td>+1.4pts</td>
<td>75.9</td>
<td>+2.7pts</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Middle East/ Africa</th>
<th>Passengers in 1,000</th>
<th>Month</th>
<th>yoy (%)</th>
<th>Cumulative</th>
<th>yoy (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Available seat-kilometers (m)</td>
<td>1,853</td>
<td>+10.6</td>
<td>20,358</td>
<td>-5.0</td>
<td></td>
</tr>
<tr>
<td>Revenue seat-kilometers (m)</td>
<td>1,386</td>
<td>+14.9</td>
<td>15,529</td>
<td>-4.3</td>
<td></td>
</tr>
<tr>
<td>Passenger load-factor (%)</td>
<td>74.8</td>
<td>+2.8pts</td>
<td>76.3</td>
<td>+0.8pts</td>
<td></td>
</tr>
<tr>
<td>Available Cargo tonne-kilometers (m)</td>
<td>116</td>
<td>-0.7</td>
<td>1,306</td>
<td>+0.3</td>
<td></td>
</tr>
<tr>
<td>Revenue Cargo tonne-kilometers (m)</td>
<td>64</td>
<td>-4.6</td>
<td>696</td>
<td>-4.7</td>
<td></td>
</tr>
<tr>
<td>Cargo load-factor (%)</td>
<td>55.1</td>
<td>-2.2pts</td>
<td>53.3</td>
<td>-2.8pts</td>
<td></td>
</tr>
</tbody>
</table>

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

# Eurowings

<table>
<thead>
<tr>
<th>Passengers in 1,000</th>
<th>Month</th>
<th>yoy (%)</th>
<th>Cumulative</th>
<th>yoy (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Short-haul</td>
<td>1,235</td>
<td>+6.1</td>
<td>16,567</td>
<td>+6.9</td>
</tr>
<tr>
<td>Available seat-kilometers (m)</td>
<td>1,409</td>
<td>+14.8</td>
<td>19,305</td>
<td>+8.8</td>
</tr>
<tr>
<td>Revenue seat-kilometers (m)</td>
<td>969</td>
<td>+9.7</td>
<td>14,948</td>
<td>+6.5</td>
</tr>
<tr>
<td>Passenger load-factor (%)</td>
<td>68.8</td>
<td>-3.2pts</td>
<td>77.4</td>
<td>-1.7pts</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Long-haul</th>
<th>Passengers in 1,000</th>
<th>Month</th>
<th>yoy (%)</th>
<th>Cumulative</th>
<th>yoy (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Available seat-kilometers (m)</td>
<td>526</td>
<td>+157.8</td>
<td>3,980</td>
<td>+427.6</td>
<td></td>
</tr>
<tr>
<td>Revenue seat-kilometers (m)</td>
<td>455</td>
<td>+146.0</td>
<td>3,632</td>
<td>+430.6</td>
<td></td>
</tr>
<tr>
<td>Passenger load-factor (%)</td>
<td>86.5</td>
<td>-4.2pts</td>
<td>91.3</td>
<td>+0.5pts</td>
<td></td>
</tr>
</tbody>
</table>