



Investor Info January 2017

Lufthansa Group

		Month	yoy	Cumulative	yoy
Total Lufthansa Group Airlines	Passengers in 1,000	7,876	+12.6%	7,876	+12.6%
	Available seat-kilometers (m)	22,731	+9.9%	22,731	+9.9%
	Revenue seat-kilometers (m)	17,273	+10.5%	17,273	+10.5%
	Passenger load-factor (%)	76.0	+0.4pts.	76.0	+0.4pts.
	Available Cargo tonne-kilometers (m)	1,116	+1.7%	1,116	+1.7%
	Revenue Cargo tonne-kilometers (m)	736	+4.9%	736	+4.9%
	Cargo load-factor (%)	65.9	+2.0pts.	65.9	+2.0pts.
	Number of flights	79,954	+7.1%	79,954	+7.1%
Lufthansa German Airlines	Passengers in 1,000	4,292	+2.3%	4,292	+2.3%
	Available seat-kilometers (m)	13,511	-0.6%	13,511	-0.6%
	Revenue seat-kilometers (m)	10,483	+0.9%	10,483	+0.9%
	Passenger load-factor (%)	77.6	+1.2pts.	77.6	+1.2pts.
	Number of flights	39,707	-1.7%	39,707	-1.7%
SWISS	Passengers in 1,000	1,271	+6.4%	1,271	+6.4%
	Available seat-kilometers (m)	4,325	+9.4%	4,325	+9.4%
	Revenue seat-kilometers (m)	3,337	+10.7%	3,337	+10.7%
	Passenger load-factor (%)	77.2	+0.9pts.	77.2	+0.9pts.
	Number of flights	12,871	-1.3%	12,871	-1.3%
Austrian Airlines	Passengers in 1,000	668	+8.5%	668	+8.5%
	Available seat-kilometers (m)	1,672	+3.0%	1,672	+3.0%
	Revenue seat-kilometers (m)	1,161	+1.9%	1,161	+1.9%
	Passenger load-factor (%)	69.4	-0.8pts.	69.4	-0.8pts.
	Number of flights	9,532	+5.3%	9,532	+5.3%
Total Network Airlines*	Passengers in 1,000	6,185	+3.2%	6,185	+3.2%
	Available seat-kilometers (m)	19,480	+1.6%	19,480	+1.6%
	Revenue seat-kilometers (m)	14,959	+2.9%	14,959	+2.9%
	Passenger load-factor (%)	76.8	+0.9pts.	76.8	+0.9pts.
	Number of flights	61,421	-1.4%	61,421	-1.4%

* Lufthansa German Airlines incl. regional airlines, SWISS incl. Edelweiss Air, Austrian Airlines

Total Point-to-Point Airlines*	Passengers in 1,000	1,691	+68.1%	1,691	+68.1%
	Available seat-kilometers (m)	3,252	+114.9%	3,252	+114.9%
	Revenue seat-kilometers (m)	2,314	+112.0%	2,314	+112.0%
	Passenger load-factor (%)	71.2	-0.9pts.	71.2	-0.9pts.
	Number of flights	17,828	+51.7%	17,828	+51.7%

* Incl. Eurowings and Brussels Airlines

Additional references

Pricing environment	clearly negative (excl. currency)
Comments	
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Network Airlines & Cargo*

By region		Month	yoy	Cumulative	yoy
Europe	Passengers in 1,000	4,568	+3.5%	4,568	+3.5%
	Available seat-kilometers (m)	5,197	+0.5%	5,197	+0.5%
	Revenue seat-kilometers (m)	3,509	+3.5%	3,509	+3.5%
	Passenger load-factor (%)	67.5	+1.9pts.	67.5	+1.9pts.
	Available Cargo tonne-kilometers (m)	51	-2.0%	51	-2.0%
	Revenue Cargo tonne-kilometers (m)	26	+0.4%	26	+0.4%
	Cargo load-factor (%)	50.3	+1.2pts.	50.3	+1.2pts.
America (North und South)	Passengers in 1,000	755	+1.8%	755	+1.8%
	Available seat-kilometers (m)	7,397	+4.4%	7,397	+4.4%
	Revenue seat-kilometers (m)	5,822	+2.2%	5,822	+2.2%
	Passenger load-factor (%)	78.7	-1.7pts.	78.7	-1.7pts.
	Available Cargo tonne-kilometers (m)	482	+1.3%	482	+1.3%
	Revenue Cargo tonne-kilometers (m)	310	+5.1%	310	+5.1%
	Cargo load-factor (%)	64.2	+2.3pts.	64.2	+2.3pts.
Asia/Pacific	Passengers in 1,000	503	+1.2%	503	+1.2%
	Available seat-kilometers (m)	4,750	-2.9%	4,750	-2.9%
	Revenue seat-kilometers (m)	4,018	+1.9%	4,018	+1.9%
	Passenger load-factor (%)	84.6	+4.0pts.	84.6	+4.0pts.
	Available Cargo tonne-kilometers (m)	459	+3.0%	459	+3.0%
	Revenue Cargo tonne-kilometers (m)	346	+7.1%	346	+7.1%
	Cargo load-factor (%)	75.3	+2.8pts.	75.3	+2.8pts.
Middle East/ Africa	Passengers in 1,000	359	+6.3%	359	+6.3%
	Available seat-kilometers (m)	2,136	+5.8%	2,136	+5.8%
	Revenue seat-kilometers (m)	1,611	+6.7%	1,611	+6.7%
	Passenger load-factor (%)	75.4	+0.6pts.	75.4	+0.6pts.
	Available Cargo tonne-kilometers (m)	123	-0.5%	123	-0.5%
	Revenue Cargo tonne-kilometers (m)	54	-6.6%	54	-6.6%
	Cargo load-factor (%)	44.2	-2.9pts.	44.2	-2.9pts.

* Lufthansa German Airlines incl. regional airlines, SWISS incl. Edelweiss Air, Austrian Airlines, Lufthansa Cargo

Point-to-Point Airlines*

		Month	yoy	Cumulative	yoy
Short-haul	Passengers in 1,000	1,503	+57.6%	1,503	+57.6%
	Available seat-kilometers (m)	1,904	+68.5%	1,904	+68.5%
	Revenue seat-kilometers (m)	1,217	+67.9%	1,217	+67.9%
	Passenger load-factor (%)	63.9	-0.2pts.	63.9	-0.2pts.
Long-haul	Passengers in 1,000	188	+261.4%	188	+261.4%
	Available seat-kilometers (m)	1,347	+251.7%	1,347	+251.7%
	Revenue seat-kilometers (m)	1,097	+199.3%	1,097	+199.3%
	Passenger load-factor (%)	81.4	-14.3pts.	81.4	-14.3pts.

* Incl. Eurowings and Brussels Airlines