



## Investor Info February 2017

### Lufthansa Group

		Month	yoy	Cumulative	yoy
<b>Total Lufthansa Group Airlines</b>	Passengers in 1,000	7,766	+12.4%	15,642	+12.5%
	Available seat-kilometers (m)	21,081	+8.5%	43,814	+9.3%
	Revenue seat-kilometers (m)	15,821	+12.6%	33,096	+11.5%
	Passenger load-factor (%)	75.0	+2.7pts.	75.5	+1.5pts.
	Available Cargo tonne-kilometers (m)	1,099	+0.7%	2,212	+1.0%
	Revenue Cargo tonne-kilometers (m)	779	+5.2%	1,497	+3.8%
	Cargo load-factor (%)	70.9	+3.0pts.	67.7	+1.8pts.
	Number of flights	76,856	+2.2%	156,743	+4.6%
<b>Lufthansa German Airlines</b>	Passengers in 1,000	4,252	+1.7%	8,544	+2.0%
	Available seat-kilometers (m)	12,639	-1.7%	26,150	-1.2%
	Revenue seat-kilometers (m)	9,564	+2.7%	20,047	+1.8%
	Passenger load-factor (%)	75.7	+3.3pts.	76.7	+2.3pts.
	Number of flights	39,015	-7.2%	78,722	-4.5%
<b>SWISS</b>	Passengers in 1,000	1,220	+7.1%	2,491	+6.8%
	Available seat-kilometers (m)	3,930	+7.6%	8,255	+8.5%
	Revenue seat-kilometers (m)	3,027	+12.4%	6,365	+11.5%
	Passenger load-factor (%)	77.0	+3.3pts.	77.1	+2.1pts.
	Number of flights	11,758	-4.6%	24,629	-2.9%
<b>Austrian Airlines</b>	Passengers in 1,000	639	+3.2%	1,306	+5.8%
	Available seat-kilometers (m)	1,513	+2.6%	3,186	+2.8%
	Revenue seat-kilometers (m)	1,012	-1.4%	2,173	+0.3%
	Passenger load-factor (%)	66.8	-2.8pts.	68.2	-1.7pts.
	Number of flights	8,958	-1.6%	18,490	+1.8%
<b>Total Network Airlines*</b>	Passengers in 1,000	6,063	+2.6%	12,249	+2.9%
	Available seat-kilometers (m)	18,055	+0.4%	37,535	+1.1%
	Revenue seat-kilometers (m)	13,580	+4.3%	28,542	+3.6%
	Passenger load-factor (%)	75.2	+2.8pts.	76.0	+1.9pts.
	Number of flights	59,086	-6.2%	120,507	-3.8%

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

<b>Total Point-to-Point Airlines*</b>	Passengers in 1,000	1,702	+70.4%	3,393	+69.3%
	Available seat-kilometers (m)	3,026	+109.4%	6,279	+112.3%
	Revenue seat-kilometers (m)	2,240	+117.2%	4,555	+114.6%
	Passenger load-factor (%)	74.0	+2.6pts.	72.5	+0.7pts.
	Number of flights	17,051	+47.9%	34,881	+49.8%

\* Incl. Eurowings and Brussels Airlines

### Additional references

Pricing environment	negative (excl. currency)
Comments	leap year in 2016 leads to lower capacity growth at all airlines in February 2017
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### Network Airlines & Cargo\*

By region		Month	yoy	Cumulative	yoy
Europe	Passengers in 1,000	4,646	+2.1%	9,214	+2.8%
	Available seat-kilometers (m)	5,038	-2.5%	10,235	-1.0%
	Revenue seat-kilometers (m)	3,542	+3.0%	7,050	+3.2%
	Passenger load-factor (%)	70.3	+3.7pts.	68.9	+2.8pts.
	Available Cargo tonne-kilometers (m)	53	-2.0%	105	-1.6%
	Revenue Cargo tonne-kilometers (m)	28	-1.4%	53	-1.1%
	Cargo load-factor (%)	52.3	+0.2pts.	50.8	+0.2pts.
America (North und South)	Passengers in 1,000	624	+2.8%	1,380	+2.3%
	Available seat-kilometers (m)	6,623	+1.9%	14,023	+3.2%
	Revenue seat-kilometers (m)	4,829	+3.1%	10,655	+2.7%
	Passenger load-factor (%)	72.9	+0.8pts.	76.0	-0.4pts.
	Available Cargo tonne-kilometers (m)	507	-1.4%	991	+0.0%
	Revenue Cargo tonne-kilometers (m)	360	+4.2%	663	+3.4%
	Cargo load-factor (%)	71	+3.8pts.	66.9	+2.2pts.
Asia/Pacific	Passengers in 1,000	469	+5.4%	972	+3.2%
	Available seat-kilometers (m)	4,518	+1.9%	9,268	-0.6%
	Revenue seat-kilometers (m)	3,768	+6.6%	7,787	+4.1%
	Passenger load-factor (%)	83.4	+3.7pts.	84.0	+3.8pts.
	Available Cargo tonne-kilometers (m)	419	+4.8%	870	+3.0%
	Revenue Cargo tonne-kilometers (m)	327	+9.3%	656	+5.5%
	Cargo load-factor (%)	78.1	+3.2pts.	75.4	+1.8pts.
Middle East/ Africa	Passengers in 1,000	323	+5.4%	682	+5.9%
	Available seat-kilometers (m)	1,876	-0.2%	4,009	+2.9%
	Revenue seat-kilometers (m)	1,441	+5.9%	3,050	+6.3%
	Passenger load-factor (%)	76.8	+4.4pts.	76.1	+2.5pts.
	Available Cargo tonne-kilometers (m)	120	-2.5%	246	-0.5%
	Revenue Cargo tonne-kilometers (m)	64	-4.7%	125	-0.6%
	Cargo load-factor (%)	53.4	-1.2pts.	50.8	+0.0pts.

\* 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	1,533	+60.7%	3,036	+59.2%
	Available seat-kilometers (m)	1,853	+68.1%	3,759	+68.3%
	Revenue seat-kilometers (m)	1,255	+76.5%	2,472	+72.2%
	Passenger load-factor (%)	67.7	+3.2pts.	65.8	+1.5pts.
Long-haul	Passengers in 1,000	170	+272.5%	357	+266.6%
	Available seat-kilometers (m)	1,173	+242.6%	2,520	+247.4%
	Revenue seat-kilometers (m)	985	+207.6%	2,083	+203.2%
	Passenger load-factor (%)	84.0	-9.6pts.	82.6	-12.1pts.

\* Incl. Eurowings and Brussels Airlines