



Investor Info March 2017

Lufthansa Group

		Month	yoy	Cumulative	yoy
Total Lufthansa Group Airlines	Passengers in 1,000	9,590	+14.0%	25,233	+13.0%
	Available seat-kilometers (m)	24,942	+9.9%	68,756	+9.5%
	Revenue seat-kilometers (m)	19,253	+11.0%	52,346	+11.3%
	Passenger load-factor (%)	77.2	+0.8pts.	76.1	+1.2pts.
	Available Cargo tonne-kilometers (m)	1,329	+6.7%	3,558	+3.6%
	Revenue Cargo tonne-kilometers (m)	980	+13.3%	2,499	+8.3%
	Cargo load-factor (%)	73.8	+4.3pts.	70.2	+3.0pts.
	Number of flights	89,538	+8.5%	246,283	+6.0%
Lufthansa German Airlines	Passengers in 1,000	5,167	+4.1%	13,711	+2.8%
	Available seat-kilometers (m)	15,087	-0.1%	41,237	-0.8%
	Revenue seat-kilometers (m)	11,795	+2.1%	31,842	+1.9%
	Passenger load-factor (%)	78.2	+1.8pts.	77.2	+2.0pts.
	Number of flights	44,857	-0.1%	123,579	-3.0%
SWISS	Passengers in 1,000	1,437	+5.4%	3,928	+6.3%
	Available seat-kilometers (m)	4,339	+6.9%	12,594	+8.0%
	Revenue seat-kilometers (m)	3,384	+7.8%	9,749	+10.2%
	Passenger load-factor (%)	78.0	+0.7pts.	77.4	+1.6pts.
	Number of flights	12,929	-4.7%	37,560	-3.5%
Austrian Airlines	Passengers in 1,000	883	+7.9%	2,189	+6.6%
	Available seat-kilometers (m)	1,902	+4.0%	5,087	+3.3%
	Revenue seat-kilometers (m)	1,316	-1.6%	3,486	-0.5%
	Passenger load-factor (%)	69.2	-3.9pts.	68.5	-2.6pts.
	Number of flights	11,318	+5.3%	29,808	+3.1%
Total Network Airlines*	Passengers in 1,000	7,435	+4.5%	19,684	+3.5%
	Available seat-kilometers (m)	21,296	+1.5%	58,831	+1.2%
	Revenue seat-kilometers (m)	16,470	+2.9%	45,009	+3.3%
	Passenger load-factor (%)	77.3	+1.0pts.	76.5	+1.5pts.
	Number of flights	68,380	-0.4%	188,889	-2.6%

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

Total Point-to-Point Airlines*	Passengers in 1,000	2,155	+66.0%	5,548	+68.0%
	Available seat-kilometers (m)	3,646	+113.0%	9,925	+112.5%
	Revenue seat-kilometers (m)	2,783	+109.0%	7,337	+112.4%
	Passenger load-factor (%)	76.3	-1.5pts.	73.9	-0.1pts.
	Number of flights	20,288	+55.3%	55,169	+51.8%

* Incl. Eurowings and Brussels Airlines

Additional references

Pricing environment	Slightly positive (excl. currency)
Comments	Shift of Easter holidays into April this year
Next Investor Info	10 May 2017



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Network Airlines & Cargo*

By region		Month	yoy	Cumulative	yoy
Europe	Passengers in 1,000	5,689	+4.9%	14,903	+3.6%
	Available seat-kilometers (m)	5,956	+2.8%	16,191	+0.4%
	Revenue seat-kilometers (m)	4,317	+3.2%	11,367	+3.2%
	Passenger load-factor (%)	72.5	+0.3pts.	70.2	+1.9pts.
	Available Cargo tonne-kilometers (m)	62	-3.7%	167	-2.5%
	Revenue Cargo tonne-kilometers (m)	34	+1.6%	88	+0.3%
	Cargo load-factor (%)	55.4	+2.9pts.	52.8	+1.5pts.
America (North und South)	Passengers in 1,000	819	+0.7%	2,199	+1.7%
	Available seat-kilometers (m)	7,928	+0.7%	21,951	+2.3%
	Revenue seat-kilometers (m)	6,231	+0.8%	16,885	+2.0%
	Passenger load-factor (%)	78.6	+0.1pts.	76.9	-0.3pts.
	Available Cargo tonne-kilometers (m)	593	+7.2%	1,589	+2.9%
	Revenue Cargo tonne-kilometers (m)	424	+13.8%	1,096	+8.1%
	Cargo load-factor (%)	71.6	+4.1pts.	69	+3.3pts.
Asia/Pacific	Passengers in 1,000	535	+4.8%	1,507	+3.8%
	Available seat-kilometers (m)	5,275	+0.5%	14,543	-0.2%
	Revenue seat-kilometers (m)	4,280	+4.8%	12,066	+4.4%
	Passenger load-factor (%)	81.1	+3.3pts.	83.0	+3.7pts.
	Available Cargo tonne-kilometers (m)	549	+8.7%	1,433	+6.1%
	Revenue Cargo tonne-kilometers (m)	449	+15.0%	1,123	+10.9%
	Cargo load-factor (%)	81.9	+4.5pts.	78.4	+3.4pts.
Middle East/ Africa	Passengers in 1,000	393	+6.0%	1,075	+5.9%
	Available seat-kilometers (m)	2,137	+3.8%	6,146	+3.2%
	Revenue seat-kilometers (m)	1,641	+5.2%	4,691	+5.9%
	Passenger load-factor (%)	76.8	+1.0pts.	76.3	+1.9pts.
	Available Cargo tonne-kilometers (m)	125	+1.4%	370	-0.2%
	Revenue Cargo tonne-kilometers (m)	72	+6.6%	191	-0.9%
	Cargo load-factor (%)	57.5	+2.8pts.	51.8	-0.3pts.

* 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	1,958	+56.8%	4,994	+58.2%
	Available seat-kilometers (m)	2,282	+68.3%	6,040	+68.3%
	Revenue seat-kilometers (m)	1,645	+64.6%	4,118	+69.1%
	Passenger load-factor (%)	72.1	-1.6pts.	68.2	+0.3pts.
Long-haul	Passengers in 1,000	197	+297.4%	554	+277.0%
	Available seat-kilometers (m)	1,364	+282.7%	3,885	+259.0%
	Revenue seat-kilometers (m)	1,137	+242.3%	3,220	+215.9%
	Passenger load-factor (%)	83.4	-9.8pts.	82.9	-11.3pts.

* Incl. Eurowings and Brussels Airlines