



Investor Info April 2017

Lufthansa Group

		Month	yoy	Cumulative	yoy
Total Lufthansa Group Airlines	Passengers in 1,000	11,164	+25.1%	36,398	+16.5%
	Available seat-kilometers (m)	27,442	+15.8%	96,332	+11.4%
	Revenue seat-kilometers (m)	22,592	+25.2%	75,053	+15.4%
	Passenger load-factor (%)	82.3	+6.2pts.	77.9	+2.7pts.
	Available Cargo tonne-kilometers (m)	1,293	+3.8%	4,851	+3.6%
	Revenue Cargo tonne-kilometers (m)	897	+6.0%	3,397	+7.7%
	Cargo load-factor (%)	69.4	+1.4pts.	70.0	+2.6pts.
	Number of flights	94,572	+9.4%	341,361	+7.0%
Lufthansa German Airlines	Passengers in 1,000	5,680	+10.2%	19,390	+4.8%
	Available seat-kilometers (m)	16,040	+3.0%	57,277	+0.2%
	Revenue seat-kilometers (m)	13,211	+12.0%	45,053	+4.7%
	Passenger load-factor (%)	82.4	+6.6pts.	78.7	+3.4pts.
	Number of flights	45,514	-2.0%	169,093	-2.7%
SWISS	Passengers in 1,000	1,622	+11.2%	5,550	+7.7%
	Available seat-kilometers (m)	4,641	+10.4%	17,369	+9.5%
	Revenue seat-kilometers (m)	3,905	+18.2%	13,770	+13.4%
	Passenger load-factor (%)	84.1	+5.5pts.	79.3	+2.7pts.
	Number of flights	13,801	-2.1%	51,807	-2.3%
Austrian Airlines	Passengers in 1,000	1,133	+23.1%	3,322	+11.7%
	Available seat-kilometers (m)	2,262	+14.3%	7,349	+6.4%
	Revenue seat-kilometers (m)	1,792	+21.6%	5,275	+6.0%
	Passenger load-factor (%)	79.2	+4.8pts.	71.8	-0.3pts.
	Number of flights	12,111	+5.7%	41,919	+3.8%
Total Network Airlines*	Passengers in 1,000	8,385	+12.0%	28,071	+5.9%
	Available seat-kilometers (m)	22,913	+5.5%	81,877	+2.5%
	Revenue seat-kilometers (m)	18,884	+14.1%	64,007	+6.5%
	Passenger load-factor (%)	82.4	+6.2pts.	78.2	+2.9pts.
	Number of flights	70,720	-0.9%	260,055	-2.0%

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

Total Point-to-Point Airlines*	Passengers in 1,000	2,779	+93.3%	8,327	+75.7%
	Available seat-kilometers (m)	4,530	+129.7%	14,454	+117.6%
	Revenue seat-kilometers (m)	3,708	+148.4%	11,045	+123.3%
	Passenger load-factor (%)	81.9	+6.2pts.	76.4	+1.9pts.
	Number of flights	23,075	+60.2%	78,244	+54.2%

* Incl. Eurowings and Brussels Airlines

Additional references

Pricing environment	Negative (excl. currency)
Comments	Shift of Easter holidays into April this year
Next Investor Info	12 June 2017



Investor Info April 2017

Network Airlines & Cargo*

By region		Month	yoy	Cumulative	yoy
Europe	Passengers in 1,000	6,414	+11.0%	21,318	+5.7%
	Available seat-kilometers (m)	6,644	+5.4%	22,873	+2.0%
	Revenue seat-kilometers (m)	5,181	+13.0%	16,579	+6.3%
	Passenger load-factor (%)	78.0	+5.2pts.	72.5	+3.0pts.
	Available Cargo tonne-kilometers (m)	59	-8.7%	226	-4.2%
	Revenue Cargo tonne-kilometers (m)	30	-7.6%	118	-1.8%
	Cargo load-factor (%)	51.3	+0.6pts.	52.4	+1.3pts.
America (North und South)	Passengers in 1,000	960	+13.8%	3,159	+5.1%
	Available seat-kilometers (m)	8,532	+4.7%	30,529	+3.1%
	Revenue seat-kilometers (m)	7,265	+14.0%	24,190	+5.5%
	Passenger load-factor (%)	85.2	+7.0pts.	79.2	+1.7pts.
	Available Cargo tonne-kilometers (m)	578	+2.3%	2,167	+2.7%
	Revenue Cargo tonne-kilometers (m)	381	+4.3%	1,477	+7.1%
	Cargo load-factor (%)	65.9	+1.3pts.	68.2	+2.8pts.
Asia/Pacific	Passengers in 1,000	584	+11.3%	2,091	+5.8%
	Available seat-kilometers (m)	5,628	+2.8%	20,207	+0.8%
	Revenue seat-kilometers (m)	4,746	+11.5%	16,845	+6.5%
	Passenger load-factor (%)	84.3	+6.6pts.	83.4	+4.5pts.
	Available Cargo tonne-kilometers (m)	538	+7.2%	1,971	+6.4%
	Revenue Cargo tonne-kilometers (m)	422	+9.4%	1,545	+10.5%
	Cargo load-factor (%)	78.4	+1.6pts.	78.4	+2.9pts.
Middle East/ Africa	Passengers in 1,000	427	+24.4%	1,503	+10.6%
	Available seat-kilometers (m)	2,109	+17.3%	8,268	+6.6%
	Revenue seat-kilometers (m)	1,691	+26.9%	6,393	+10.9%
	Passenger load-factor (%)	80.2	+6.0pts.	77.3	+3.0pts.
	Available Cargo tonne-kilometers (m)	117	+3.3%	487	+0.6%
	Revenue Cargo tonne-kilometers (m)	64	+1.8%	255	-0.2%
	Cargo load-factor (%)	54.7	-0.8pts.	52.5	-0.4pts.

* 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	2,555	+83.0%	7,549	+65.8%
	Available seat-kilometers (m)	3,025	+81.4%	9,066	+72.5%
	Revenue seat-kilometers (m)	2,443	+102.0%	6,560	+80.0%
	Passenger load-factor (%)	80.7	+8.2pts.	72.4	+3.0pts.
Long-haul	Passengers in 1,000	224	+436.1%	778	+312.2%
	Available seat-kilometers (m)	1,504	+394.6%	5,389	+288.8%
	Revenue seat-kilometers (m)	1,265	+346.1%	4,485	+244.3%
	Passenger load-factor (%)	84.1	-9.1pts.	83.2	-10.8pts.

* Incl. Eurowings and Brussels Airlines