



# Investor Info October 2017

## Lufthansa Group

		Month	yoy	Cumulative	yoy
<b>Total Lufthansa Group Airlines</b>	Passengers in 1,000	12,193	+16.7%	110,623	+17.4%
	Available seat-kilometers (m)	28,959	+11.6%	273,759	+11.7%
	Revenue seat-kilometers (m)	23,572	+12.1%	222,748	+14.4%
	Passenger load-factor (%)	81.4	+0.4pts.	81.4	+1.9pts.
	Available Cargo tonne-kilometers (m)	1,373	+1.0%	12,994	+2.5%
	Revenue Cargo tonne-kilometers (m)	973	+2.4%	8,960	+7.3%
	Cargo load-factor (%)	70.9	+0.9pts.	69.0	+3.1pts.
	Number of flights	103,076	+11.6%	954,739	+9.5%
<b>Lufthansa German Airlines</b>	Passengers in 1,000	6,111	+4.0%	56,220	+4.4%
	Available seat-kilometers (m)	16,708	+0.9%	159,604	+0.5%
	Revenue seat-kilometers (m)	13,646	+2.3%	130,857	+3.8%
	Passenger load-factor (%)	81.7	+1.2pts.	82.0	+2.6pts.
	Number of flights	49,032	-0.5%	456,976	-1.8%
<b>SWISS</b>	Passengers in 1,000	1,730	+1.2%	16,130	+5.4%
	Available seat-kilometers (m)	4,930	+4.5%	46,931	+5.9%
	Revenue seat-kilometers (m)	4,086	+3.8%	38,516	+8.0%
	Passenger load-factor (%)	82.9	-0.6pts.	82.1	+1.6pts.
	Number of flights	14,582	-2.0%	139,397	-3.0%
<b>Austrian Airlines</b>	Passengers in 1,000	1,174	+8.7%	10,999	+13.3%
	Available seat-kilometers (m)	2,246	+1.2%	22,412	+7.5%
	Revenue seat-kilometers (m)	1,747	+2.7%	17,349	+8.1%
	Passenger load-factor (%)	77.8	+1.2pts.	77.4	+0.4pts.
	Number of flights	13,111	+5.1%	121,927	+5.9%
<b>Total Network Airlines*</b>	Passengers in 1,000	8,962	+4.1%	82,850	+5.6%
	Available seat-kilometers (m)	23,852	+1.6%	228,641	+2.2%
	Revenue seat-kilometers (m)	19,454	+2.7%	186,484	+5.0%
	Passenger load-factor (%)	81.6	+0.8pts.	81.6	+2.2pts.
	Number of flights	75,988	+0.1%	711,207	-0.9%

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

<b>Total Point-to-Point Airlines*</b>	Passengers in 1,000	3,231	+75.6%	27,774	+75.8%
	Available seat-kilometers (m)	5,108	+105.3%	45,118	+111.3%
	Revenue seat-kilometers (m)	4,118	+98.8%	36,264	+111.4%
	Passenger load-factor (%)	80.6	-2.7pts.	80.4	+0.0pts.
	Number of flights	26,261	+68.5%	235,740	+61.3%

\* Incl. Eurowings and Brussels Airlines

## Additional references

Pricing environment	Positive (excl. currency)
Comments	
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### Network Airlines & Cargo\*

By region		Month	yoy	Cumulative	yoy
Europe	Passengers in 1,000	6,948	+4.2%	63,354	+5.6%
	Available seat-kilometers (m)	7,069	+2.6%	65,965	+3.1%
	Revenue seat-kilometers (m)	5,526	+3.3%	50,836	+5.7%
	Passenger load-factor (%)	78.2	+0.6pts.	77.1	+1.9pts.
	Available Cargo tonne-kilometers (m)	66	-7.4%	606	-6.0%
	Revenue Cargo tonne-kilometers (m)	33	-3.5%	306	-1.2%
	Cargo load-factor (%)	49.7	+2.0pts.	50.5	+2.4pts.
America (North und South)	Passengers in 1,000	1,002	+1.3%	9,645	+2.7%
	Available seat-kilometers (m)	9,008	+1.7%	87,706	+1.2%
	Revenue seat-kilometers (m)	7,558	+1.3%	73,114	+3.1%
	Passenger load-factor (%)	83.9	-0.3pts.	83.4	+1.5pts.
	Available Cargo tonne-kilometers (m)	628	+1.0%	5,923	+1.9%
	Revenue Cargo tonne-kilometers (m)	426	+4.3%	3,875	+7.8%
	Cargo load-factor (%)	67.9	+2.1pts.	65.4	+3.5pts.
Asia/Pacific	Passengers in 1,000	585	+1.9%	5,781	+4.9%
	Available seat-kilometers (m)	5,691	-1.6%	54,754	+0.3%
	Revenue seat-kilometers (m)	4,718	+0.9%	46,572	+4.7%
	Passenger load-factor (%)	82.9	+2.1pts.	85.1	+3.6pts.
	Available Cargo tonne-kilometers (m)	556	+2.2%	5,245	+4.3%
	Revenue Cargo tonne-kilometers (m)	440	+0.5%	4,107	+7.9%
	Cargo load-factor (%)	79.2	-1.4pts.	78.3	+2.6pts.
Middle East/ Africa	Passengers in 1,000	426	+14.3%	4,070	+14.3%
	Available seat-kilometers (m)	2,083	+8.0%	20,217	+9.3%
	Revenue seat-kilometers (m)	1,652	+12.9%	15,963	+12.9%
	Passenger load-factor (%)	79.3	+3.4pts.	79.0	+2.6pts.
	Available Cargo tonne-kilometers (m)	124	+0.7%	1,218	+2.4%
	Revenue Cargo tonne-kilometers (m)	74	+6.6%	669	+5.9%
	Cargo load-factor (%)	60.1	+3.3pts.	55	+1.8pts.

\* 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	3,019	+68.8%	25,662	+67.4%
	Available seat-kilometers (m)	3,571	+70.4%	30,602	+71.0%
	Revenue seat-kilometers (m)	2,916	+70.8%	24,290	+73.8%
	Passenger load-factor (%)	81.7	+0.2pts.	79.4	+1.3pts.
Long-haul	Passengers in 1,000	213	+304.9%	2,111	+349.3%
	Available seat-kilometers (m)	1,537	+291.9%	14,516	+320.2%
	Revenue seat-kilometers (m)	1,202	+230.3%	11,973	+276.9%
	Passenger load-factor (%)	78.2	-14.6pts.	82.5	-9.5pts.

\* Incl. Eurowings and Brussels Airlines