



Investor Info December 2017

Lufthansa Group

		Month	yoy	Cumulative	yoy
Total Lufthansa Group Airlines	Passengers in 1,000	9,338	+19.9%	130,040	+18.6%
	Available seat-kilometers (m)	23,907	+14.2%	322,821	+12.7%
	Revenue seat-kilometers (m)	18,852	+15.9%	261,156	+15.2%
	Passenger load-factor (%)	78.9	+1.1pts.	80.9	+1.8pts.
	Available Cargo tonne-kilometers (m)	1,281	+6.6%	15,618	+3.3%
	Revenue Cargo tonne-kilometers (m)	895	+5.8%	10,819	+7.4%
	Cargo load-factor (%)	69.8	-0.5pts.	69.3	+2.7pts.
	Number of flights	83,979	+12.0%	1,130,008	+10.6%
Lufthansa German Airlines	Passengers in 1,000	4,658	+7.3%	66,234	+6.1%
	Available seat-kilometers (m)	13,427	+4.2%	187,762	+1.8%
	Revenue seat-kilometers (m)	10,632	+5.1%	153,168	+5.0%
	Passenger load-factor (%)	79.2	+0.7pts.	81.6	+2.5pts.
	Number of flights	40,136	+0.8%	542,668	-0.3%
SWISS	Passengers in 1,000	1,430	+5.2%	18,933	+5.3%
	Available seat-kilometers (m)	4,568	+6.1%	55,966	+6.1%
	Revenue seat-kilometers (m)	3,631	+7.9%	45,597	+7.8%
	Passenger load-factor (%)	79.5	+1.3pts.	81.5	+1.3pts.
	Number of flights	12,664	-1.2%	164,492	-2.7%
Austrian Airlines	Passengers in 1,000	900	+11.7%	12,850	+12.8%
	Available seat-kilometers (m)	1,836	+3.0%	26,075	+6.6%
	Revenue seat-kilometers (m)	1,353	+5.8%	20,024	+7.6%
	Passenger load-factor (%)	73.7	+2.0pts.	76.8	+0.7pts.
	Number of flights	10,580	+3.7%	143,999	+5.8%
Total Network Airlines*	Passengers in 1,000	6,945	+7.4%	97,426	+6.8%
	Available seat-kilometers (m)	19,806	+4.5%	269,441	+3.1%
	Revenue seat-kilometers (m)	15,597	+5.8%	218,509	+5.8%
	Passenger load-factor (%)	78.7	+1.0pts.	81.1	+2.1pts.
	Number of flights	62,777	+0.9%	842,736	+0.1%

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

Total Point-to-Point Airlines*	Passengers in 1,000	2,393	+80.3%	32,613	+77.0%
	Available seat-kilometers (m)	4,100	+107.2%	53,381	+111.3%
	Revenue seat-kilometers (m)	3,254	+113.0%	42,647	+112.1%
	Passenger load-factor (%)	79.4	+2.2pts.	79.9	+0.3pts.
	Number of flights	20,373	+70.0%	277,804	+62.7%

* Incl. Eurowings and Brussels Airlines

Additional references

Yield indication	Positive (excl. currency)
Comments	
Next Investor Info	9 February 2018



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Network Airlines & Cargo*

By region		Month	yoy	Cumulative	yoy
Europe	Passengers in 1,000	5,289	+8.2%	74,554	+6.9%
	Available seat-kilometers (m)	5,539	+5.1%	77,473	+4.3%
	Revenue seat-kilometers (m)	3,982	+7.1%	59,190	+6.8%
	Passenger load-factor (%)	71.9	+1.3pts.	76.4	+1.8pts.
	Available Cargo tonne-kilometers (m)	59	+1.7%	730	-4.1%
	Revenue Cargo tonne-kilometers (m)	30	-6.5%	369	-1.0%
	Cargo load-factor (%)	50	-4.4pts.	50.5	+1.6pts.
America (North und South)	Passengers in 1,000	812	+5.0%	11,275	+3.6%
	Available seat-kilometers (m)	7,432	+4.5%	102,874	+2.1%
	Revenue seat-kilometers (m)	6,164	+5.2%	85,526	+4.0%
	Passenger load-factor (%)	82.9	+0.5pts.	83.1	+1.4pts.
	Available Cargo tonne-kilometers (m)	580	+4.4%	7,104	+2.8%
	Revenue Cargo tonne-kilometers (m)	388	+2.9%	4,678	+7.6%
	Cargo load-factor (%)	66.8	-1.0pts.	65.8	+2.9pts.
Asia/Pacific	Passengers in 1,000	482	+6.3%	6,784	+5.7%
	Available seat-kilometers (m)	4,798	+5.4%	64,782	+1.4%
	Revenue seat-kilometers (m)	3,856	+6.1%	54,594	+5.5%
	Passenger load-factor (%)	80.4	+0.6pts.	84.3	+3.3pts.
	Available Cargo tonne-kilometers (m)	523	+11.6%	6,319	+5.0%
	Revenue Cargo tonne-kilometers (m)	407	+8.4%	4,956	+7.9%
	Cargo load-factor (%)	77.9	-2.2pts.	78.4	+2.1pts.
Middle East/ Africa	Passengers in 1,000	363	+4.1%	4,813	+13.7%
	Available seat-kilometers (m)	2,037	+0.8%	24,311	+8.6%
	Revenue seat-kilometers (m)	1,594	+4.0%	19,199	+12.5%
	Passenger load-factor (%)	78.3	+2.4pts.	79.0	+2.8pts.
	Available Cargo tonne-kilometers (m)	119	-0.6%	1,462	+2.6%
	Revenue Cargo tonne-kilometers (m)	70	+13.9%	814	+7.6%
	Cargo load-factor (%)	58.9	+7.5pts.	55.7	+2.5pts.

* 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	2,142	+71.8%	30,010	+68.5%
	Available seat-kilometers (m)	2,392	+77.7%	35,523	+72.0%
	Revenue seat-kilometers (m)	1,841	+90.1%	27,999	+75.9%
	Passenger load-factor (%)	77.0	+5.0pts.	78.8	+1.7pts.
Long-haul	Passengers in 1,000	251	+212.3%	2,604	+322.7%
	Available seat-kilometers (m)	1,708	+170.1%	17,858	+287.2%
	Revenue seat-kilometers (m)	1,413	+152.8%	14,648	+249.5%
	Passenger load-factor (%)	82.7	-5.7pts.	82.0	-8.8pts.

* Incl. Eurowings and Brussels Airlines