



Investor Info January 2018

Lufthansa Group

		Month	yoy	Cumulative	yoy
Total Lufthansa Group Airlines	Passengers in 1,000	8,695	+10.1%	8,695	+10.1%
	Available seat-kilometers (m)	24,550	+8.0%	24,550	+8.0%
	Revenue seat-kilometers (m)	18,556	+7.4%	18,556	+7.4%
	Passenger load-factor (%)	75.6	-0.4pts.	75.6	-0.4pts.
	Available Cargo tonne-kilometers (m)	1,217	+7.7%	1,217	+7.7%
	Revenue Cargo tonne-kilometers (m)	807	+9.3%	807	+9.3%
	Cargo load-factor (%)	66.3	+0.9pts.	66.3	+0.9pts.
	Number of flights	86,322	+7.9%	86,322	+7.9%
Lufthansa German Airlines	Passengers in 1,000	4,538	+5.7%	4,538	+5.7%
	Available seat-kilometers (m)	14,334	+6.1%	14,334	+6.1%
	Revenue seat-kilometers (m)	10,984	+4.8%	10,984	+4.8%
	Passenger load-factor (%)	76.6	-1.0pts.	76.6	-1.0pts.
	Number of flights	42,407	+6.8%	42,407	+6.8%
SWISS	Passengers in 1,000	1,316	+1.5%	1,316	+1.5%
	Available seat-kilometers (m)	4,537	+5.0%	4,537	+5.0%
	Revenue seat-kilometers (m)	3,409	+2.3%	3,409	+2.3%
	Passenger load-factor (%)	75.1	-2.1pts.	75.1	-2.1pts.
	Number of flights	12,830	-0.5%	12,830	-0.5%
Austrian Airlines	Passengers in 1,000	737	+10.5%	737	+10.5%
	Available seat-kilometers (m)	1,681	+0.5%	1,681	+0.5%
	Revenue seat-kilometers (m)	1,173	+1.0%	1,173	+1.0%
	Passenger load-factor (%)	69.8	+0.4pts.	69.8	+0.4pts.
	Number of flights	10,008	+5.0%	10,008	+5.0%
Total Network Airlines*	Passengers in 1,000	6,543	+5.4%	6,543	+5.4%
	Available seat-kilometers (m)	20,522	+5.4%	20,522	+5.4%
	Revenue seat-kilometers (m)	15,543	+3.9%	15,543	+3.9%
	Passenger load-factor (%)	75.7	-1.1pts.	75.7	-1.1pts.
	Number of flights	64,545	+5.0%	64,545	+5.0%

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

Total Point-to-Point Airlines*	Passengers in 1,000	2,152	+27.3%	2,152	+27.3%
	Available seat-kilometers (m)	4,028	+23.8%	4,028	+23.8%
	Revenue seat-kilometers (m)	3,013	+30.2%	3,013	+30.2%
	Passenger load-factor (%)	74.8	+3.6pts.	74.8	+3.6pts.
	Number of flights	21,020	+17.9%	21,020	+17.9%

* Incl. Eurowings and Brussels Airlines

Additional references

Yield indication	Positive (excl. currency)
Comments	Shift of Chinese New Year from January to February
Next Investor Info	9 March 2018



Investor Info January 2018

Network Airlines & Cargo*

By region		Month	yoy	Cumulative	yoy
Europe	Passengers in 1,000	4,884	+6.6%	4,884	+6.6%
	Available seat-kilometers (m)	5,586	+7.5%	5,586	+7.5%
	Revenue seat-kilometers (m)	3,697	+5.4%	3,697	+5.4%
	Passenger load-factor (%)	66.2	-1.3pts.	66.2	-1.3pts.
	Available Cargo tonne-kilometers (m)	55	+6.9%	55	+6.9%
	Revenue Cargo tonne-kilometers (m)	27	+3.7%	27	+3.7%
	Cargo load-factor (%)	48.6	-1.5pts.	48.6	-1.5pts.
America (North und South)	Passengers in 1,000	771	+1.7%	771	+1.7%
	Available seat-kilometers (m)	7,604	+2.8%	7,604	+2.8%
	Revenue seat-kilometers (m)	5,994	+2.9%	5,994	+2.9%
	Passenger load-factor (%)	78.8	+0.1pts.	78.8	+0.1pts.
	Available Cargo tonne-kilometers (m)	534	+9.3%	534	+9.3%
	Revenue Cargo tonne-kilometers (m)	346	+11.3%	346	+11.3%
	Cargo load-factor (%)	64.8	+1.1pts.	64.8	+1.1pts.
Asia/Pacific	Passengers in 1,000	525	+4.1%	525	+4.1%
	Available seat-kilometers (m)	5,243	+10.4%	5,243	+10.4%
	Revenue seat-kilometers (m)	4,214	+4.8%	4,214	+4.8%
	Passenger load-factor (%)	80.4	-4.2pts.	80.4	-4.2pts.
	Available Cargo tonne-kilometers (m)	512	+10.2%	512	+10.2%
	Revenue Cargo tonne-kilometers (m)	377	+9.0%	377	+9.0%
	Cargo load-factor (%)	73.7	-0.8pts.	73.7	-0.8pts.
Middle East/ Africa	Passengers in 1,000	363	-1.1%	363	-1.1%
	Available seat-kilometers (m)	2,089	-1.8%	2,089	-1.8%
	Revenue seat-kilometers (m)	1,638	+2.2%	1,638	+2.2%
	Passenger load-factor (%)	78.4	+3.0pts.	78.4	+3.0pts.
	Available Cargo tonne-kilometers (m)	116	-7.3%	116	-7.3%
	Revenue Cargo tonne-kilometers (m)	57	+2.4%	57	+2.4%
	Cargo load-factor (%)	49.1	+4.7pts.	49.1	+4.7pts.

* 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	1,916	+27.7%	1,916	+27.7%
	Available seat-kilometers (m)	2,371	+25.0%	2,371	+25.0%
	Revenue seat-kilometers (m)	1,642	+35.5%	1,642	+35.5%
	Passenger load-factor (%)	69.2	+5.4pts.	69.2	+5.4pts.
Long-haul	Passengers in 1,000	236	+24.3%	236	+24.3%
	Available seat-kilometers (m)	1,657	+22.2%	1,657	+22.2%
	Revenue seat-kilometers (m)	1,371	+24.3%	1,371	+24.3%
	Passenger load-factor (%)	82.8	+1.4pts.	82.8	+1.4pts.

* Incl. Eurowings and Brussels Airlines