



Investor Info March 2018

Lufthansa Group

| | | Month | yoy | Cumulative | yoy |
|---------------------------------------|--------------------------------------|--------|----------|------------|----------|
| Total Lufthansa Group Airlines | Passengers in 1,000 | 11.104 | +15.7% | 28.571 | +13.1% |
| | Available seat-kilometers (m) | 27.325 | +9.0% | 74.771 | +8.6% |
| | Revenue seat-kilometers (m) | 22.175 | +14.5% | 58.184 | +10.9% |
| | Passenger load-factor (%) | 81,2 | +3.9pts. | 77,8 | +1.7pts. |
| | Available Cargo tonne-kilometers (m) | 1.382 | +4.0% | 3.767 | +5.9% |
| | Revenue Cargo tonne-kilometers (m) | 985 | +0.4% | 2.621 | +4.9% |
| | Cargo load-factor (%) | 71,3 | -2.6pts. | 69,6 | -0.7pts. |
| | Number of flights | 97.285 | +8.1% | 267.857 | +8.5% |
| Lufthansa German Airlines | Passengers in 1,000 | 5.691 | +10.2% | 14.757 | +7.6% |
| | Available seat-kilometers (m) | 15.806 | +4.8% | 43.373 | +5.2% |
| | Revenue seat-kilometers (m) | 12.884 | +9.2% | 33.914 | +6.5% |
| | Passenger load-factor (%) | 81,5 | +3.3pts. | 78,2 | +1.0pts. |
| | Number of flights | 47.345 | +5.5% | 131.063 | +6.1% |
| SWISS | Passengers in 1,000 | 1.547 | +7.1% | 4.106 | +4.0% |
| | Available seat-kilometers (m) | 4.770 | +6.8% | 13.478 | +6.0% |
| | Revenue seat-kilometers (m) | 3.927 | +12.4% | 10.556 | +7.2% |
| | Passenger load-factor (%) | 82,3 | +4.1pts. | 78,3 | +0.8pts. |
| | Number of flights | 12.862 | -4.0% | 37.370 | -1.9% |
| Austrian Airlines | Passengers in 1,000 | 1.000 | +13.2% | 2.481 | +13.3% |
| | Available seat-kilometers (m) | 2.021 | +6.3% | 5.230 | +2.8% |
| | Revenue seat-kilometers (m) | 1.518 | +15.6% | 3.800 | +9.1% |
| | Passenger load-factor (%) | 75,1 | +6.0pts. | 72,7 | +4.2pts. |
| | Number of flights | 11.773 | +4.0% | 31.280 | +4.9% |
| Total Network Airlines* | Passengers in 1,000 | 8.186 | +10.0% | 21.198 | +7.6% |
| | Available seat-kilometers (m) | 22.565 | +5.3% | 61.990 | +5.2% |
| | Revenue seat-kilometers (m) | 18.304 | +10.4% | 48.202 | +6.9% |
| | Passenger load-factor (%) | 81,1 | +3.7pts. | 77,8 | +1.2pts. |
| | Number of flights | 71.242 | +3.5% | 197.611 | +4.3% |

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

| | | | | | |
|---------------------------------------|-------------------------------|--------|----------|--------|----------|
| Total Point-to-Point Airlines* | Passengers in 1,000 | 2.918 | +35.4% | 7.374 | +32.9% |
| | Available seat-kilometers (m) | 4.760 | +30.6% | 12.781 | +28.8% |
| | Revenue seat-kilometers (m) | 3.871 | +39.1% | 9.982 | +36.0% |
| | Passenger load-factor (%) | 81,3 | +5.0pts. | 78,1 | +4.2pts. |
| | Number of flights | 25.169 | +24.1% | 67.877 | +23.0% |

* Incl. Eurowings and Brussels Airlines

Additional references

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| Yield indication | Stable (excl. currency) |
| Comments | Shift of Easter holidays into March this year |
| Next Investor Info | 11 May 2018 |



Investor Info March 2018

Network Airlines & Cargo*

| By region | | Month | yoy | Cumulative | yoy |
|------------------------------|--------------------------------------|-------|----------|------------|----------|
| Europe | Passengers in 1,000 | 6.282 | +10.4% | 16.154 | +8.4% |
| | Available seat-kilometers (m) | 6.536 | +9.0% | 17.542 | +8.1% |
| | Revenue seat-kilometers (m) | 4.897 | +12.6% | 12.412 | +8.9% |
| | Passenger load-factor (%) | 74,9 | +2.4pts. | 70,8 | +0.6pts. |
| | Available Cargo tonne-kilometers (m) | 65 | +4.6% | 173 | +3.6% |
| | Revenue Cargo tonne-kilometers (m) | 32 | -6.7% | 85 | -2.8% |
| | Cargo load-factor (%) | 49,4 | -6.0pts. | 49,5 | -3.3pts. |
| America (North und South) | Passengers in 1,000 | 904 | +10.3% | 2.330 | +5.9% |
| | Available seat-kilometers (m) | 8.276 | +3.8% | 22.866 | +4.0% |
| | Revenue seat-kilometers (m) | 6.966 | +11.1% | 18.082 | +6.8% |
| | Passenger load-factor (%) | 84,2 | +5.6pts. | 79,1 | +2.2pts. |
| | Available Cargo tonne-kilometers (m) | 621 | +4.7% | 1.700 | +7.0% |
| | Revenue Cargo tonne-kilometers (m) | 440 | +3.8% | 1.175 | +7.3% |
| | Cargo load-factor (%) | 70,9 | -0.7pts. | 69,1 | +0.1pts. |
| Asia/Pacific | Passengers in 1,000 | 574 | +7.3% | 1.581 | +4.9% |
| | Available seat-kilometers (m) | 5.521 | +4.0% | 15.342 | +5.2% |
| | Revenue seat-kilometers (m) | 4.640 | +7.6% | 12.742 | +5.3% |
| | Passenger load-factor (%) | 84,0 | +2.8pts. | 83,1 | +0.1pts. |
| | Available Cargo tonne-kilometers (m) | 574 | +4.5% | 1.548 | +8.0% |
| | Revenue Cargo tonne-kilometers (m) | 446 | -0.9% | 1.178 | +4.8% |
| | Cargo load-factor (%) | 77,8 | -4.2pts. | 76,1 | -2.3pts. |
| Middle East/ Africa | Passengers in 1,000 | 426 | +6.9% | 1.133 | +3.6% |
| | Available seat-kilometers (m) | 2.231 | +4.0% | 6.239 | +1.6% |
| | Revenue seat-kilometers (m) | 1.801 | +9.3% | 4.965 | +6.0% |
| | Passenger load-factor (%) | 80,7 | +3.9pts. | 79,6 | +3.3pts. |
| | Available Cargo tonne-kilometers (m) | 123 | -2.0% | 347 | -6.2% |
| | Revenue Cargo tonne-kilometers (m) | 66 | -8.0% | 182 | -4.7% |
| | Cargo load-factor (%) | 54 | -3.5pts. | 52,6 | +0.8pts. |

* 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 | 2.660 | +36.0% | 6.660 | +33.5% |
| | Available seat-kilometers (m) | 3.069 | +34.8% | 7.930 | +31.7% |
| | Revenue seat-kilometers (m) | 2.434 | +48.4% | 5.920 | +44.4% |
| | Passenger load-factor (%) | 79,3 | +7.3pts. | 74,7 | +6.5pts. |
| Long-haul | Passengers in 1,000 | 258 | +29.5% | 714 | +27.2% |
| | Available seat-kilometers (m) | 1.692 | +23.5% | 4.852 | +24.3% |
| | Revenue seat-kilometers (m) | 1.437 | +25.8% | 4.062 | +25.5% |
| | Passenger load-factor (%) | 85,0 | +1.6pts. | 83,7 | +0.8pts. |

* Incl. Eurowings and Brussels Airlines