



Investor Info November 2019

Lufthansa Group

| | | Month | yoy | Cumulative | yoy |
|---------------------------------------|--------------------------------------|--------|----------|------------|----------|
| Total Lufthansa Group Airlines | Passengers in 1,000 | 10,351 | -2.3% | 135,329 | +2.5% |
| | Available seat-kilometers (m) | 26,804 | -1.4% | 332,977 | +3.1% |
| | Revenue seat-kilometers (m) | 21,508 | +1.3% | 274,983 | +4.2% |
| | Passenger load-factor (%) | 80.2 | +2.1pts. | 82.6 | +0.9pts. |
| | Available Cargo tonne-kilometers (m) | 1,432 | +2.3% | 16,026 | +6.8% |
| | Revenue Cargo tonne-kilometers (m) | 937 | -1.8% | 9,799 | -2.0% |
| | Cargo load-factor (%) | 65.4 | -2.7pts. | 61.1 | -5.5pts. |
| | Number of flights | 87,496 | -5.8% | 1,094,017 | +1.6% |
| Lufthansa German Airlines* | Passengers in 1,000 | 5,270 | -3.4% | 66,411 | +2.1% |
| | Available seat-kilometers (m) | 15,498 | -0.6% | 189,065 | +3.8% |
| | Revenue seat-kilometers (m) | 12,425 | +1.1% | 155,789 | +4.8% |
| | Passenger load-factor (%) | 80.2 | +1.4pts. | 82.4 | +0.8pts. |
| | Number of flights | 43,430 | -5.3% | 520,970 | +1.6% |
| thereof Hub FRA | Passengers in 1,000 | 3,143 | -5.9% | 40,416 | +0.5% |
| | Available seat-kilometers (m) | 10,423 | -3.1% | 128,611 | +0.9% |
| | Revenue seat-kilometers (m) | 8,422 | -1.3% | 106,537 | +2.2% |
| | Passenger load-factor (%) | 80.8 | +1.5pts. | 82.8 | +1.1pts. |
| | Number of flights | 23,764 | -8.2% | 289,777 | -1.2% |
| thereof Hub MUC | Passengers in 1,000 | 1,988 | -2.3% | 24,387 | +2.5% |
| | Available seat-kilometers (m) | 4,967 | +3.8% | 59,290 | +9.8% |
| | Revenue seat-kilometers (m) | 3,937 | +5.6% | 48,475 | +10.3% |
| | Passenger load-factor (%) | 79.3 | +1.4pts. | 81.8 | +0.4pts. |
| | Number of flights | 17,236 | -9.0% | 205,915 | -0.3% |
| SWISS | Passengers in 1,000 | 1,543 | +6.0% | 19,999 | +5.7% |
| | Available seat-kilometers (m) | 4,921 | +0.9% | 58,201 | +5.0% |
| | Revenue seat-kilometers (m) | 4,071 | +5.3% | 48,868 | +5.9% |
| | Passenger load-factor (%) | 82.7 | +3.5pts. | 84.0 | +0.7pts. |
| | Number of flights | 12,144 | -0.6% | 154,696 | +5.3% |
| Austrian Airlines | Passengers in 1,000 | 1,075 | +3.1% | 13,661 | +5.2% |
| | Available seat-kilometers (m) | 2,011 | +3.6% | 26,511 | +2.9% |
| | Revenue seat-kilometers (m) | 1,569 | +5.9% | 21,494 | +4.8% |
| | Passenger load-factor (%) | 78.0 | +1.7pts. | 81.1 | +1.5pts. |
| | Number of flights | 10,631 | -1.4% | 129,361 | +3.1% |
| Total Network Airlines** | Passengers in 1,000 | 7,841 | -0.8% | 99,525 | +3.3% |
| | Available seat-kilometers (m) | 22,400 | +0.1% | 273,444 | +4.0% |
| | Revenue seat-kilometers (m) | 18,043 | +2.4% | 225,891 | +5.1% |
| | Passenger load-factor (%) | 80.5 | +1.9pts. | 82.6 | +0.9pts. |
| | Number of flights | 65,507 | -3.9% | 797,466 | +2.6% |
| Total Eurowings* | Passengers in 1,000 | 2,510 | -6.8% | 35,804 | +0.3% |
| | Available seat-kilometers (m) | 4,404 | -8.1% | 59,533 | -0.5% |
| | Revenue seat-kilometers (m) | 3,465 | -4.3% | 49,091 | +0.6% |
| | Passenger load-factor (%) | 78.7 | +3.1pts. | 82.5 | +0.9pts. |
| | Number of flights | 21,989 | -11.0% | 296,551 | -1.0% |

* Lufthansa German Airlines incl. Hub FRA, Hub MUC & regional airlines

** Lufthansa German Airlines incl. Hub FRA, Hub MUC & regional airlines, SWISS incl. Edelweiss Air, Austrian Airlines

* Incl. Eurowings and Brussels Airlines



Investor Info November 2019

Network Airlines & Cargo*

| By region | | Month | yoy | Cumulative | yoy |
|------------------------------|--------------------------------------|-------|----------|------------|----------|
| Europe | Passengers in 1,000 | 5,949 | -1.4% | 76,162 | +2.8% |
| | Available seat-kilometers (m) | 6,312 | -1.8% | 81,218 | +4.3% |
| | Revenue seat-kilometers (m) | 4,694 | +1.0% | 62,920 | +4.0% |
| | Passenger load-factor (%) | 74.4 | +2.1pts. | 77.5 | -0.2pts. |
| | Available Cargo tonne-kilometers (m) | 67 | -2.0% | 788 | +14.0% |
| | Revenue Cargo tonne-kilometers (m) | 32 | +2.1% | 320 | +2.2% |
| | Cargo load-factor (%) | 47.3 | +1.9pts. | 40.6 | -4.7pts. |
| America (North und South) | Passengers in 1,000 | 876 | +0.6% | 11,394 | +3.4% |
| | Available seat-kilometers (m) | 8,194 | +1.4% | 102,555 | +3.0% |
| | Revenue seat-kilometers (m) | 6,840 | +2.7% | 87,568 | +4.8% |
| | Passenger load-factor (%) | 83.5 | +1.0pts. | 85.4 | +1.5pts. |
| | Available Cargo tonne-kilometers (m) | 651 | +3.9% | 7,464 | +8.2% |
| | Revenue Cargo tonne-kilometers (m) | 409 | -2.4% | 4,364 | -0.5% |
| | Cargo load-factor (%) | 62.9 | -4.1pts. | 58.5 | -5.2pts. |
| Asia/Pacific | Passengers in 1,000 | 549 | +0.0% | 6,799 | +4.1% |
| | Available seat-kilometers (m) | 5,413 | -0.6% | 64,582 | +3.5% |
| | Revenue seat-kilometers (m) | 4,545 | +2.9% | 55,128 | +4.6% |
| | Passenger load-factor (%) | 84.0 | +2.9pts. | 85.4 | +0.9pts. |
| | Available Cargo tonne-kilometers (m) | 577 | +1.1% | 6,300 | +2.0% |
| | Revenue Cargo tonne-kilometers (m) | 416 | -1.7% | 4,294 | -7.1% |
| | Cargo load-factor (%) | 72.1 | -2.1pts. | 68.2 | -6.6pts. |
| Middle East/ Africa | Passengers in 1,000 | 468 | +3.2% | 5,171 | +9.5% |
| | Available seat-kilometers (m) | 2,481 | +2.1% | 25,090 | +8.5% |
| | Revenue seat-kilometers (m) | 1,964 | +3.9% | 20,275 | +10.9% |
| | Passenger load-factor (%) | 79.1 | +1.4pts. | 80.8 | +1.7pts. |
| | Available Cargo tonne-kilometers (m) | 137 | +2.1% | 1,474 | +19.3% |
| | Revenue Cargo tonne-kilometers (m) | 80 | -0.1% | 821 | +20.9% |
| | Cargo load-factor (%) | 58.3 | -1.3pts. | 55.7 | +0.7pts. |

* Lufthansa German Airlines incl. Hub FRA, Hub MUC & regional airlines, SWISS incl. Edelweiss Air, Austrian Airlines, Lufthansa Cargo

Eurowings*

| | | Month | yoy | Cumulative | yoy |
|------------|-------------------------------|-------|----------|------------|----------|
| Short-haul | Passengers in 1,000 | 2,257 | -7.7% | 32,802 | +0.2% |
| | Available seat-kilometers (m) | 2,654 | -11.0% | 39,538 | +0.0% |
| | Revenue seat-kilometers (m) | 2,071 | -4.6% | 32,507 | +1.1% |
| | Passenger load-factor (%) | 78.1 | +5.3pts. | 82.2 | +0.9pts. |
| Long-haul | Passengers in 1,000 | 253 | +2.2% | 3,002 | +2.5% |
| | Available seat-kilometers (m) | 1,750 | -3.2% | 19,996 | -1.6% |
| | Revenue seat-kilometers (m) | 1,393 | -4.0% | 16,584 | -0.3% |
| | Passenger load-factor (%) | 79.6 | -0.7pts. | 82.9 | +1.1pts. |

* Incl. Eurowings and Brussels Airlines

Additional references

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| Comments | |
| Next Investor Info | 13 January 2020 |