



Investor Info Q3 2020

Lufthansa Group

		Jul	yoy	Aug	yoy	Sep	yoy	Q3	yoy
Total Lufthansa Group Airlines (incl. Cargo)	Passengers in 1,000	2,905	-80.1%	3,265	-77.0%	2,512	-82.0%	8,681	-79.7%
	Available seat-kilometers (m)	6,449	-80.9%	8,288	-75.3%	7,596	-76.4%	22,333	-77.6%
	Revenue seat-kilometers (m)	3,813	-87.0%	4,515	-84.6%	3,504	-87.2%	11,833	-86.2%
	Passenger load-factor (%)	59.1	-27.8pts.	54.5	-32.8pts.	46.1	-38.7pts.	53.0	-33.4pts.
	Available Cargo tonne-kilometers (m)	763	-50.1%	815	-46.4%	838	-43.6%	2,417	-46.7%
	Revenue Cargo tonne-kilometers (m)	548	-38.9%	584	-34.6%	627	-29.6%	1,759	-34.4%
	Cargo load-factor (%)	71.8	+13.1pts.	71.6	+13.0pts.	74.8	+14.9pts.	72.8	+13.7pts.
	Number of flights	29,351	-73.6%	35,009	-67.7%	33,141	-69.6%	97,501	-70.3%
Lufthansa German Airlines*	Passengers in 1,000	1,234	-82.5%	1,378	-79.5%	1,125	-83.5%	3,736	-81.8%
	Available seat-kilometers (m)	3,168	-83.9%	4,343	-77.8%	4,196	-77.9%	11,707	-79.9%
	Revenue seat-kilometers (m)	1,752	-89.7%	2,149	-87.3%	1,776	-88.9%	5,677	-88.7%
	Passenger load-factor (%)	55.3	-31.5pts.	49.5	-37.4pts.	42.3	-42.0pts.	48.5	-37.5pts.
	Number of flights	12,949	-74.6%	15,233	-69.0%	15,636	-69.2%	43,818	-71.0%
thereof Hub FRA	Passengers in 1,000	820	-80.6%	921	-77.7%	700	-82.8%	2,441	-80.3%
	Available seat-kilometers (m)	2,231	-82.5%	3,145	-75.3%	3,012	-75.6%	8,387	-77.8%
	Revenue seat-kilometers (m)	1,289	-88.4%	1,623	-85.4%	1,326	-87.3%	4,239	-87.0%
	Passenger load-factor (%)	57.8	-29.5pts.	51.6	-35.8pts.	44.0	-40.4pts.	50.5	-35.9pts.
	Number of flights	7,397	-73.8%	8,939	-67.9%	8,439	-69.9%	24,775	-70.5%
thereof Hub MUC	Passengers in 1,000	383	-85.0%	427	-81.9%	395	-84.0%	1,205	-83.7%
	Available seat-kilometers (m)	898	-85.0%	1,155	-80.5%	1,100	-81.2%	3,153	-82.2%
	Revenue seat-kilometers (m)	447	-91.4%	509	-90.0%	422	-91.5%	1,378	-91.0%
	Passenger load-factor (%)	49.8	-37.1pts.	44.1	-42.1pts.	38.4	-46.1pts.	43.7	-42.1pts.
	Number of flights	4,902	-75.6%	5,632	-70.2%	6,527	-67.4%	17,061	-71.1%
SWISS	Passengers in 1,000	560	-74.6%	546	-74.9%	354	-82.3%	1,460	-77.1%
	Available seat-kilometers (m)	1,474	-74.6%	1,579	-72.3%	1,394	-73.8%	4,448	-73.6%
	Revenue seat-kilometers (m)	789	-84.6%	755	-85.1%	523	-88.5%	2,067	-86.0%
	Passenger load-factor (%)	53.5	-34.4pts.	47.8	-41.0pts.	37.5	-48.1pts.	46.5	-41.0pts.
	Number of flights	5,055	-68.4%	5,408	-66.0%	4,119	-72.6%	14,582	-68.9%
Austrian Airlines	Passengers in 1,000	224	-85.3%	299	-79.9%	238	-83.8%	760	-83.0%
	Available seat-kilometers (m)	385	-86.4%	576	-79.4%	533	-80.3%	1,494	-82.1%
	Revenue seat-kilometers (m)	223	-90.9%	332	-86.4%	265	-88.4%	820	-88.6%
	Passenger load-factor (%)	57.9	-28.6pts.	57.7	-29.7pts.	49.6	-34.8pts.	54.9	-31.3pts.
	Number of flights	3,002	-77.7%	4,122	-68.5%	4,107	-68.8%	11,231	-71.7%
Brussels Airlines	Passengers in 1,000	197	-81.6%	192	-80.7%	128	-87.0%	518	-83.0%
	Available seat-kilometers (m)	459	-79.5%	534	-76.0%	453	-77.7%	1,445	-77.7%
	Revenue seat-kilometers (m)	313	-83.9%	361	-81.2%	279	-83.4%	953	-82.9%
	Passenger load-factor (%)	68.2	-18.7pts.	67.6	-19.1pts.	61.6	-21.4pts.	65.9	-19.7pts.
	Number of flights	1,722	-78.4%	1,739	-77.5%	1,182	-84.5%	4,643	-80.1%
Total Network Airlines**	Passengers in 1,000	2,214	-81.2%	2,414	-78.7%	1,845	-83.5%	6,474	-81.1%
	Available seat-kilometers (m)	5,486	-82.0%	7,032	-76.7%	6,576	-77.4%	19,094	-78.7%
	Revenue seat-kilometers (m)	3,078	-88.4%	3,597	-86.4%	2,843	-88.4%	9,517	-87.7%
	Passenger load-factor (%)	56.1	-30.9pts.	51.1	-36.1pts.	43.2	-41.3pts.	49.8	-36.4pts.
	Number of flights	22,728	-74.1%	26,502	-68.9%	25,044	-70.8%	74,274	-71.3%

* 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. Brussels Airlines



Investor Info Q3 2020

Eurowings

		Jul	yoy	Aug	yoy	Sep	yoy	Q3	yoy
Eurowings	Passengers in 1,000	691	-75.6%	851	-70.1%	666	-76.1%	2,207	-73.9%
	Available seat-kilometers (m)	962	-71.2%	1,257	-62.7%	1,020	-68.0%	3,239	-67.2%
	Revenue seat-kilometers (m)	736	-74.5%	919	-68.7%	662	-76.2%	2,316	-73.1%
	Passenger load-factor (%)	76.4	-9.8pts.	73.1	-14.1pts.	64.9	-22.6pts.	71.5	-15.4pts.
	Number of flights	5,853	-74.2%	7,714	-65.7%	7,306	-67.2%	20,873	-69.1%

Network Airlines & Cargo*

By region		Jul	yoy	Aug	yoy	Sep	yoy	Q3	yoy
Europe	Passengers in 1,000	2,051	-77.4%	2,190	-74.6%	1,636	-81.2%	5,877	-77.7%
	Available seat-kilometers (m)	2,904	-69.8%	3,322	-64.8%	2,723	-70.3%	8,949	-68.3%
	Revenue seat-kilometers (m)	2,007	-75.1%	2,184	-72.2%	1,540	-79.5%	5,731	-75.5%
	Passenger load-factor (%)	69.1	-14.7pts.	65.7	-17.5pts.	56.6	-25.2pts.	64.0	-18.9pts.
	Available Cargo tonne-kilometers (m)	40	-49.6%	44	-42.7%	49	-37.5%	132	-43.3%
	Revenue Cargo tonne-kilometers (m)	20	-30.2%	23	-16.2%	28	-3.8%	71	-16.7%
	Cargo load-factor (%)	49.9	+13.9pts.	51.9	+16.4pts.	57.6	+20.2pts.	53.4	+17.1pts.
America (North und South)	Passengers in 1,000	76	-94.4%	100	-92.6%	85	-93.2%	261	-93.4%
	Available seat-kilometers (m)	1,443	-87.5%	2,115	-81.7%	2,229	-79.5%	5,787	-83.0%
	Revenue seat-kilometers (m)	580	-94.3%	754	-92.7%	642	-93.2%	1,976	-93.4%
	Passenger load-factor (%)	40.2	-48.4pts.	35.7	-53.4pts.	28.8	-57.7pts.	34.1	-53.9pts.
	Available Cargo tonne-kilometers (m)	332	-53.6%	387	-46.7%	384	-45.1%	1,103	-48.5%
	Revenue Cargo tonne-kilometers (m)	232	-40.9%	262	-34.1%	279	-28.2%	773	-34.4%
	Cargo load-factor (%)	69.9	+15.1pts.	67.7	+12.9pts.	72.5	+17.1pts.	70.0	+15.1pts.
Asia/Pacific	Passengers in 1,000	37	-94.7%	44	-93.7%	42	-93.5%	124	-94.0%
	Available seat-kilometers (m)	807	-87.3%	1,074	-83.0%	982	-84.1%	2,863	-84.8%
	Revenue seat-kilometers (m)	301	-94.7%	344	-93.9%	324	-93.9%	969	-94.2%
	Passenger load-factor (%)	37.3	-52.8pts.	32.0	-57.9pts.	33.0	-53.3pts.	33.8	-55.0pts.
	Available Cargo tonne-kilometers (m)	361	-40.1%	351	-40.3%	369	-36.8%	1,081	-39.1%
	Revenue Cargo tonne-kilometers (m)	275	-31.3%	276	-30.2%	293	-27.1%	844	-29.5%
	Cargo load-factor (%)	76.1	+9.7pts.	78.7	+11.5pts.	79.4	+10.5pts.	78.1	+10.6pts.
Middle East/ Africa	Passengers in 1,000	50	-92.2%	80	-88.0%	82	-86.3%	212	-88.9%
	Available seat-kilometers (m)	332	-88.6%	521	-82.1%	643	-77.4%	1,496	-82.8%
	Revenue seat-kilometers (m)	190	-92.3%	315	-87.7%	337	-85.6%	842	-88.6%
	Passenger load-factor (%)	57.2	-27.8pts.	60.4	-27.2pts.	52.4	-29.4pts.	56.3	-28.6pts.
	Available Cargo tonne-kilometers (m)	31	-76.6%	34	-74.5%	36	-71.1%	100	-74.1%
	Revenue Cargo tonne-kilometers (m)	22	-71.8%	23	-68.1%	27	-62.1%	72	-67.4%
	Cargo load-factor (%)	70.6	+12.2pts.	69.0	+13.8pts.	75.2	+17.8pts.	71.7	+14.7pts.

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

Additional references

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Investor Info Q3 2020

Lufthansa Group

		Q1	yoy	Q2	yoy	Q3	yoy	9M	yoy
Total Lufthansa Group Airlines	Passengers in 1,000	21,756	-26.1%	1,719	-95.7%	8,681	-79.7%	32,157	-71.2%
	Available seat-kilometers (m)	64,296	-19.1%	4,307	-95.5%	22,333	-77.6%	90,937	-66.8%
	Revenue seat-kilometers (m)	47,099	-24.0%	2,413	-97.0%	11,833	-86.2%	61,345	-73.0%
	Passenger load-factor (%)	73.3	-4.7pts.	56.0	-27.3pts.	53.0	-33.4pts.	67.5	-15.4pts.
	Available Cargo tonne-kilometers (m)	3,449	-15.0%	2,047	-54.5%	2,417	-46.7%	7,912	-39.6%
	Revenue Cargo tonne-kilometers (m)	2,156	-15.5%	1,447	-46.6%	1,759	-34.4%	5,362	-32.5%
	Cargo load-factor (%)	62.5	-0.4pts.	70.7	+10.4pts.	72.8	+13.7pts.	67.8	+7.1pts.
	Number of flights	209,264	-21.0%	20,990	-94.0%	97,501	-70.3%	327,755	-63.9%
Lufthansa German Airlines*	Passengers in 1,000	11,192	-27.1%	879	-95.5%	3,736	-81.8%	15,807	-71.5%
	Available seat-kilometers (m)	38,487	-20.0%	2,863	-94.9%	11,707	-79.9%	53,056	-67.3%
	Revenue seat-kilometers (m)	28,117	-25.4%	1,469	-96.9%	5,677	-88.7%	35,263	-73.8%
	Passenger load-factor (%)	73.1	-5.3pts.	51.3	-32.1pts.	48.5	-37.5pts.	66.5	-16.4pts.
	Number of flights	104,425	-20.2%	11,565	-92.2%	43,818	-71.0%	159,808	-62.9%
thereof Hub FRA	Passengers in 1,000	6,677	-27.8%	701	-94.1%	2,441	-80.3%	9,818	-70.6%
	Available seat-kilometers (m)	24,760	-20.6%	2,452	-93.3%	8,387	-77.8%	35,599	-66.3%
	Revenue seat-kilometers (m)	18,288	-25.8%	1,277	-95.8%	4,239	-87.0%	23,804	-72.9%
	Passenger load-factor (%)	73.9	-5.2pts.	52.1	-31.7pts.	50.5	-35.9pts.	66.9	-16.5pts.
	Number of flights	56,573	-21.8%	8,415	-89.8%	24,775	-70.5%	89,763	-62.4%
thereof Hub MUC	Passengers in 1,000	4,042	-27.2%	169	-97.6%	1,205	-83.7%	5,416	-72.9%
	Available seat-kilometers (m)	11,120	-19.3%	397	-97.7%	3,153	-82.2%	14,671	-69.7%
	Revenue seat-kilometers (m)	7,891	-23.8%	187	-98.7%	1,378	-91.0%	9,456	-76.2%
	Passenger load-factor (%)	71.0	-4.2pts.	47.0	-36.2pts.	43.7	-42.1pts.	64.5	-17.4pts.
	Number of flights	42,480	-21.6%	2,954	-94.9%	17,061	-71.1%	62,495	-63.6%
SWISS	Passengers in 1,000	3,409	-21.3%	193	-96.6%	1,460	-77.1%	5,062	-69.2%
	Available seat-kilometers (m)	12,618	-14.5%	788	-95.1%	4,448	-73.6%	17,854	-62.6%
	Revenue seat-kilometers (m)	9,425	-20.1%	323	-97.6%	2,067	-86.0%	11,815	-70.6%
	Passenger load-factor (%)	74.7	-5.2pts.	41.0	-43.1pts.	46.5	-41.0pts.	66.2	-17.8pts.
	Number of flights	29,670	-19.1%	2,569	-94.2%	14,582	-68.9%	46,821	-63.4%
Austrian Airlines	Passengers in 1,000	1,933	-27.2%	53	-98.7%	760	-83.0%	2,747	-75.4%
	Available seat-kilometers (m)	4,520	-19.1%	78	-99.0%	1,494	-82.1%	6,092	-72.2%
	Revenue seat-kilometers (m)	3,084	-24.4%	47	-99.3%	820	-88.6%	3,952	-77.7%
	Passenger load-factor (%)	68.2	-4.8pts.	60.9	-20.7pts.	54.9	-31.3pts.	64.9	-16.3pts.
	Number of flights	22,727	-21.0%	908	-97.6%	11,231	-71.7%	34,866	-67.2%
Brussels Airlines	Passengers in 1,000	1,552	-22.8%	39	-98.6%	518	-83.0%	2,108	-73.3%
	Available seat-kilometers (m)	3,695	-17.3%	140	-97.7%	1,445	-77.7%	5,280	-69.0%
	Revenue seat-kilometers (m)	2,717	-20.8%	59	-98.8%	953	-82.9%	3,729	-73.3%
	Passenger load-factor (%)	73.5	-3.2pts.	42.2	-39.8pts.	65.9	-19.7pts.	70.6	-11.4pts.
	Number of flights	13,715	-19.8%	399	-98.2%	4,643	-80.1%	18,757	-70.0%
Total Network Airlines**	Passengers in 1,000	18,057	-25.4%	1,163	-96.4%	6,474	-81.1%	25,694	-71.6%
	Available seat-kilometers (m)	59,304	-18.6%	3,869	-95.5%	19,094	-78.7%	82,267	-66.9%
	Revenue seat-kilometers (m)	43,331	-23.9%	1,899	-97.4%	9,517	-87.7%	54,747	-73.5%
	Passenger load-factor (%)	73.1	-5.1pts.	49.1	-34.2pts.	49.8	-36.4pts.	66.5	-16.3pts.
	Number of flights	169,925	-19.6%	15,441	-93.8%	74,274	-71.3%	259,640	-64.0%

* 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. Brussels Airlines



Investor Info Q3 2020

Eurowings

		Q1	yoy	Q2	yoy	Q3	yoy	9M	yoy
Eurowings	Passengers in 1,000	3,699	-29.1%	556	-92.5%	2,207	-73.9%	6,462	-69.4%
	Available seat-kilometers (m)	4,992	-24.6%	438	-95.0%	3,239	-67.2%	8,669	-65.8%
	Revenue seat-kilometers (m)	3,768	-24.6%	514	-93.0%	2,316	-73.1%	6,599	-68.5%
	Passenger load-factor (%)	75.5	+0.0pts.	117.3	+34.0pts.	71.5	-15.4pts.	76.1	-6.6pts.
	Number of flights	37,282	-27.3%	3,289	-94.7%	20,873	-69.1%	61,444	-66.0%

Network Airlines & Cargo*

By region		Q1	yoy	Q2	yoy	Q3	yoy	9M	yoy
Europe	Passengers in 1,000	13,378	-26.0%	1,031	-95.8%	5,877	-77.7%	20,286	-70.7%
	Available seat-kilometers (m)	16,711	-18.6%	1,558	-94.1%	8,949	-68.3%	27,218	-63.9%
	Revenue seat-kilometers (m)	10,948	-24.5%	883	-95.8%	5,731	-75.5%	17,561	-70.3%
	Passenger load-factor (%)	65.5	-5.2pts.	56.7	-22.9pts.	64.0	-18.9pts.	64.5	-13.9pts.
	Available Cargo tonne-kilometers (m)	160	-15.0%	92	-58.4%	132	-43.3%	384	-40.2%
	Revenue Cargo tonne-kilometers (m)	74	-11.2%	53	-39.6%	71	-16.7%	198	-22.8%
	Cargo load-factor (%)	45.9	+2.0pts.	58.4	+18.1pts.	53.4	+17.1pts.	51.5	+11.6pts.
America (North and South)	Passengers in 1,000	2,184	-21.2%	75	-98.0%	261	-93.4%	2,520	-75.9%
	Available seat-kilometers (m)	22,380	-15.8%	1,293	-96.0%	5,787	-83.0%	29,460	-68.4%
	Revenue seat-kilometers (m)	16,984	-21.2%	613	-97.8%	1,976	-93.4%	19,574	-75.4%
	Passenger load-factor (%)	75.9	-5.2pts.	47.4	-38.8pts.	34.1	-53.9pts.	66.4	-19.0pts.
	Available Cargo tonne-kilometers (m)	1,713	-7.4%	859	-59.2%	1,103	-48.5%	3,674	-39.7%
	Revenue Cargo tonne-kilometers (m)	1,054	-10.1%	613	-48.9%	773	-34.4%	2,440	-31.2%
	Cargo load-factor (%)	61.5	-1.8pts.	71.5	+14.5pts.	70.0	+15.1pts.	66.4	+8.2pts.
Asia/Pacific	Passengers in 1,000	1,157	-31.2%	38	-98.0%	124	-94.0%	1,319	-76.8%
	Available seat-kilometers (m)	12,216	-25.5%	866	-95.3%	2,863	-84.8%	15,945	-70.3%
	Revenue seat-kilometers (m)	9,389	-30.9%	335	-97.9%	969	-94.2%	10,693	-76.8%
	Passenger load-factor (%)	76.9	-6.0pts.	38.7	-46.2pts.	33.8	-55.0pts.	67.1	-18.6pts.
	Available Cargo tonne-kilometers (m)	1,235	-22.5%	1,053	-40.6%	1,081	-39.1%	3,369	-34.5%
	Revenue Cargo tonne-kilometers (m)	845	-22.0%	745	-37.3%	844	-29.5%	2,434	-29.8%
	Cargo load-factor (%)	68.4	+0.5pts.	70.8	+3.7pts.	78.1	+10.6pts.	72.3	+4.8pts.
Middle East/ Africa	Passengers in 1,000	1,338	-20.2%	19	-98.9%	212	-88.9%	1,569	-70.8%
	Available seat-kilometers (m)	7,997	-14.3%	152	-98.3%	1,496	-82.8%	9,645	-64.0%
	Revenue seat-kilometers (m)	6,010	-17.6%	67	-99.0%	842	-88.6%	6,919	-68.0%
	Passenger load-factor (%)	75.2	-3.0pts.	44.3	-35.7pts.	56.3	-28.6pts.	71.7	-9.2pts.
	Available Cargo tonne-kilometers (m)	341	-19.5%	44	-89.1%	100	-74.1%	484	-60.0%
	Revenue Cargo tonne-kilometers (m)	184	-13.8%	35	-85.1%	72	-67.4%	290	-56.5%
	Cargo load-factor (%)	53.9	+3.6pts.	80.0	+21.2pts.	71.7	+14.7pts.	60.0	+4.7pts.

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

Additional references

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