

## Ten-year overview

		2020	2019	2018 <sup>1)</sup>	2017 <sup>5)</sup>	2016	2015	2014 <sup>4)</sup>	2013 <sup>3)</sup>	2012 <sup>2)</sup>	2011
<b>Income statement Lufthansa Group</b>											
Revenue	€m	36.424	36.424	35.542	35.579	31.660	32.056	30.011	30.027	30.135	28.734
<b>Result</b>											
Adjusted EBITDA	€m	- 2.890	4.718	5.016	5.009	3.338					
Adjusted EBIT (since 2014) / Operating result (until 2013)	€m	- 5.451	2.026	2.836	2.969	1.752	1.817	1.171	986	725	972
Adjusted EBIT margin (since 2014) / Operating margin (until 2013)	%	- 40,1	5,6	8,0	8,3	5,5	5,7	3,9	3,3	2,4	3,4
EBIT	€m	- 7.353	1.857	2.974	3.297	2.275	1.676	1.000	936	1.668	734
Profit / loss before income taxes	€m	- 8.631	1.860	2.784	3.158	2.248	2.026	180	546	1.296	446
Income taxes	€m	1.865	- 615	- 588	- 784	- 445	- 304	- 105	- 220	- 91	- 157
Net profit / loss attributable to shareholders of Deutsche Lufthansa AG	€m	- 6.725	1.213	2.163	2.340	1.776	1.698	55	313	1.228	- 13
<b>Main cost items</b>											
Staff costs	€m	6.436	9.121	8.811	8.172	7.354	8.075	7.335	7.356	6.741	6.678
Fees and charges	€m	1.796	4.523	4.457	6.357	5.736	5.651	5.265	5.167	5.167	5.000
Fuel for aircraft	€m	1.875	6.715	6.087	5.232	4.885	5.784	6.751	7.115	7.392	6.276
Depreciation, amortisation and impairment	€m	4.389	2.776	2.205	2.383	1.769	1.715	1.528	1.767	1.839	1.722
Net interest	€m	- 334	- 315	- 144	- 195	- 218	- 170	- 256	- 346	- 372	- 288
<b>Balance sheet Lufthansa Group</b>											
<b>Asset structure</b>											
Non-current assets	€m	29.444	31.374	27.559	24.749	24.504	23.526	22.227	19.419	18.782	18.627
Current assets	€m	10.040	11.285	10.654	11.029	10.193	8.936	8.247	9.689	9.777	9.454
of which liquid assets	€m	5.460	3.385	3.235	3.948	3.937	3.093	2.738	4.698	4.966	3.998
<b>Capital structure</b>											
Shareholders' equity	€m	1.387	10.256	9.573	9.110	7.149	5.845	4.031	6.108	4.839	8.044
of which issued capital	€m	1.530	1.224	1.217	1.206	1.200	1.189	1.185	1.180	1.177	1.172
of which reserves	€m	6.542	7.710	6.083	5.461	4.084	2.881	2.728	4.563	2.374	6.790
Liabilities	€m	38.097	32.403	28.640	26.668	27.548	26.617	26.443	23.000	23.720	20.037
of which pension provisions	€m	9.531	6.659	5.865	5.116	8.364	6.626	7.231	4.718	5.844	2.165
of which borrowing	€m	15.368	10.030	6.685	6.814	6.575	6.370	5.958	6.337	6.910	6.424
Total assets	€m	39.484	42.659	38.213	35.778	34.697	32.462	30.474	29.108	28.559	28.081
<b>Other financial data Lufthansa Group</b>											
Capital expenditure	€m	1.312	3.666	3.805	3.529	2.231	2.568	2.773	2.499	2.358	2.560
of which on tangible and intangible assets	€m	1.249	3.486	3.709	3.338	2.160	2.454	2.699	2.444	2.291	2.445
of which on financial investments	€m	63	180	96	191	71	114	74	55	67	115
Cash flow from operating activities	€m	- 2.328	4.030	4.109	5.368	3.246	3.393	1.977	3.290	2.842	2.356
(Adjusted) Free cash flow <sup>1)</sup>	€m	- 3.669	203	288	2.117	1.138	834	- 297	1.307	1.397	713
<b>Indebtedness</b>											
gross	€m	15.382	10.047	6.724	6.832	6.638	6.440	6.156	6.393	6.919	6.440
net	€m	9.922	6.662	3.489	2.884	2.701	3.347	3.418	1.695	1.953	2.328
<b>Lufthansa Share</b>											
Share price	€	10,82	16,41	19,70	30,72	12,27	14,57	13,83	15,42	14,24	9,19
Dividends proposed / paid	€m	-	-	380	377	234	232	-	207	-	114
Dividend per share proposed / paid	€	-	-	0,80	0,80	0,50	0,50	-	0,45	-	0,25
<b>Operational ratios Lufthansa Group</b>											
Return on sales (Profit / loss before income taxes / revenue)	%	- 63,5	5,1	7,8	8,9	7,1	6,3	0,6	1,8	4,3	1,6
Return on capital employed (Profit / loss before income taxes plus interest on liabilities / total assets)	%	- 20,8	5,3	7,8	9,9	7,3	7,3	2,0	3,6	6,4	3,3
Return on equity (Profit / loss after income taxes / shareholders' equity)	%	- 487,8	12,1	22,9	26,1	25,2	29,5	1,9	5,3	25,6	0,0
Return on equity (Profit / loss before income taxes / shareholders' equity)	%	- 622,3	18,1	29,1	34,7	31,4	34,7	4,5	8,9	26,8	5,5
Equity ratio (Shareholders' equity / total assets)	%	3,5	24,0	25,1	25,5	20,6	18,0	13,2	21,0	16,9	28,6
Gearing (Net indebtedness plus pension provisions / shareholders' equity)	%	1402,5	129,9	97,7	87,8	154,8	170,6	264,2	105,0	161,1	55,9
Leverage (Net indebtedness / total assets)	%	25,1	15,6	9,1	8,1	7,8	10,3	11,2	5,8	6,8	8,3
Internal financing ratio (Cash flow / capital expenditure)	%	- 177,4	109,9	108,0	152,1	145,5	132,1	71,3	131,7	120,5	92,0
Adjusted net debt/Adjusted EBITDA (since 2017)	%	- 6,6	2,8	1,8	1,5	28,7	30,7	20,8	37,0	34,4	49,7
Debt repayment ratio (until 2016)	%	-	-	-	-	-	-	-	-	-	-
Revenue efficiency (Cash flow / revenue)	%	- 17,1	11,1	11,6	15,1	10,3	10,6	6,6	11,0	9,7	8,8
Adjusted ROCE (Adjusted EBIT plus interest on liquidity less 25% taxes)/average capital employed	%	- 16,7	6,6	10,6	11,9	7,0	8,3	5,4			
Net working capital (Current assets less current liabilities)	€bn	- 4,6	- 4,7	- 5,6	1,6	- 0,8	- 3,5	- 2,7	- 1,3	0,0	- 0,3
Non-current asset ratio (Non-current assets / total assets)	%	74,6	73,5	72,1	69,2	70,6	72,5	72,9	66,7	65,8	66,3
Depreciation ratio for aircraft / reserve engines (Accumulated depreciation / accumulated acquisition costs)	%	55,9	50,7	51,7	52,5	49,7	51,6	51,4	52,6	54,2	54,4
<b>Staff ratios</b>											
Average number of employees	number	125.207	137.784	134.330	128.856	123.287	119.559	118.973	117.414	118.368	119.084
Revenue / employee	€	108.532	264.356	264.587	276.114	256.799	268.119	252.251	255.736	254.587	241.292
Staff costs / revenue	%	47,4	25,0	24,8	23,0	23,2	25,2	24,4	24,5	22,4	23,2
<b>Traffic figures Lufthansa Group</b>											
Passengers	millions	36,4	145,3	141,9	129,3	109,7	107,7	106,0	104,6	103,6	100,6
Available seat-kilometres	millions	109.828	358.803	349.391	322.875	286.555	273.975	268.104	262.682	260.169	258.263
Revenue seat-kilometres	millions	69.462	296.217	284.639	261.149	226.639	220.396	214.643	209.649	205.015	200.376
Passenger load factor	%	63,2	82,6	81,5	80,9	79,1	80,4	80,1	79,8	78,8	77,6
Available cargo tonne-kilometres	millions	10.591	17.379	16.349	15.754	15.117	14.971	14.659	14.893	14.749	16.260
Revenue cargo tonne-kilometres	millions	7.373	10.664	10.896	10.819	10.071	9.930	10.249	10.285	10.240	10.861
Cargo load factor	%	69,6	61,4	66,6	68,7	66,6	66,3	69,9	69,1	69,4	66,8
Number of flights	number	390.900	1.187.728	1.163.565	1.128.745	1.021.919	1.003.660	1.001.961	1.028.260	1.067.362	1.050.728
Aircraft in service	number	757	763	763	728	617	600	615	622	627	696

1) Since 2018: Adjusted free cash flow, adjusted for the IFRS 16 effect.

2) The figures for the financial year 2012 were adjusted retrospectively due to the application of the revised IAS 19.

3) The figures for the financial year 2013 were adjusted retrospectively due to IFRS 11.

4) The figures for the financial year 2014 were adjusted retrospectively due to the new reporting method.

5) The figures for the financial year 2017 were adjusted retrospectively to reflect the restated capitalisation of engine maintenance events and IFRS 9.

6) The figures for the financial year 2018 were adjusted retrospectively to reflect the restated compensation payments for flight cancellations and delays.