



Investor Info December 2016

Lufthansa Group

		Month	yoy (%)	Cumulative	yoy (%)
Total Lufthansa Group Airlines	Passengers in 1,000	7,790	+5.9	109,670	+1.8
	Available seat-kilometers (m)	20,931	+5.4	286,555	+4.6
	Revenue seat-kilometers (m)	16,270	+7.3	226,633	+2.8
	Passenger load-factor (%)	77.7	+1.3pts.	79.1	-1.4pts.
	Available Cargo tonne-kilometers (m)	1,202	+3.5	15,117	+1.0
	Revenue Cargo tonne-kilometers (m)	845	+8.3	10,071	+1.4
	Cargo load-factor (%)	70.3	+3.1pts.	66.6	+0.3pts.
	Number of flights	74,983	+0.9	1,021,919	+1.8
Lufthansa Passenger Airlines	Passengers in 1,000	4,343	+4.1	62,418	+0.1
	Available seat-kilometers (m)	12,891	+0.8	184,428	+1.1
	Revenue seat-kilometers (m)	10,120	+4.2	145,878	-0.3
	Passenger load-factor (%)	78.5	+2.5pts.	79.1	-1.1pts.
	Number of flights	39,816	+1.1	544,422	+1.7
SWISS	Passengers in 1,000	1,360	+6.9	17,972	+2.5
	Available seat-kilometers (m)	4,306	+10.2	52,731	+9.1
	Revenue seat-kilometers (m)	3,366	+9.0	42,290	+5.6
	Passenger load-factor (%)	78.2	-0.8pts.	80.2	-2.6pts.
	Number of flights	12,818	-1.3	169,016	+1.8
Austrian Airlines	Passengers in 1,000	805	+13.2	11,385	+5.1
	Available seat-kilometers (m)	1,783	+5.9	24,451	+4.9
	Revenue seat-kilometers (m)	1,277	+4.8	18,609	+2.3
	Passenger load-factor (%)	71.6	-0.7pts.	76.1	-1.9pts.
	Number of flights	10,203	+10.6	136,112	+7.3
Total Hub-Airlines*	Passengers in 1,000	6,463	+5.0	91,240	+0.5
	Available seat-kilometers (m)	18,952	+3.1	261,291	+2.9
	Revenue seat-kilometers (m)	14,742	+5.2	206,525	+1.0
	Passenger load-factor (%)	77.8	+1.5pts.	79.0	-1.5pts.
	Number of flights	62,192	+0.9	841,982	+1.6
Total Eurowings	Passengers in 1,000	1,327	+10.3	18,430	+8.8
	Available seat-kilometers (m)	1,979	+34.2	25,264	+26.5
	Revenue seat-kilometers (m)	1,528	+32.7	20,107	+26.7
	Passenger load-factor (%)	77.2	-0.9pts.	79.6	+0.1pts.
	Number of flights	11,987	+0.2	170,732	+2.9

* (Lufthansa Passenger Airlines incl. regional airlines, SWISS incl. Edelweiss Air, Austrian Airlines)

Additional references

Pricing environment	clearly negative (excl. currency)
Comments	
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Hub-Airlines and Cargo*

By region		Month	yoy (%)	Cumulative	yoy (%)
Europe	Passengers in 1,000	4,888	+4.8	69,708	+0.5
	Available seat-kilometers (m)	5,271	+2.6	74,287	+1.7
	Revenue seat-kilometers (m)	3,718	+4.7	55,436	-0.0
	Passenger load-factor (%)	70.5	+1.4pts.	74.6	-1.3pts.
	Available Cargo tonne-kilometers (m)	58	+3.7	762	+3.9
	Revenue Cargo tonne-kilometers (m)	32	+7.0	373	+3.9
	Cargo load-factor (%)	54.4	+1.6pts.	48.9	+0.0pts.
America (North and South)	Passengers in 1,000	773	+6.2	10,882	+4.1
	Available seat-kilometers (m)	7,109	+4.4	100,757	+7.7
	Revenue seat-kilometers (m)	5,856	+6.4	82,271	+4.8
	Passenger load-factor (%)	82.4	+1.6pts.	81.7	-2.2pts.
	Available Cargo tonne-kilometers (m)	556	+7.6	6,912	+1.4
	Revenue Cargo tonne-kilometers (m)	377	+12.4	4,347	-0.7
	Cargo load-factor (%)	67.8	+2.9pts.	62.9	-1.3pts.
Asia/Pacific	Passengers in 1,000	453	+1.3	6,418	-2.7
	Available seat-kilometers (m)	4,551	-0.4	63,865	-0.3
	Revenue seat-kilometers (m)	3,634	+1.5	51,754	-2.3
	Passenger load-factor (%)	79.8	+1.5pts.	81.0	-1.6pts.
	Available Cargo tonne-kilometers (m)	468	+0.8	6,017	+0.3
	Revenue Cargo tonne-kilometers (m)	375	+7.3	4,593	+4.4
	Cargo load-factor (%)	80.1	+4.8pts.	76.3	+2.9pts.
Middle East/ Africa	Passengers in 1,000	349	+10.5	4,232	-1.7
	Available seat-kilometers (m)	2,021	+8.8	22,381	-3.9
	Revenue seat-kilometers (m)	1,534	+10.7	17,064	-3.1
	Passenger load-factor (%)	75.9	+1.3pts.	76.2	+0.5pts.
	Available Cargo tonne-kilometers (m)	119	-3.0	1,424	-0.1
	Revenue Cargo tonne-kilometers (m)	61	-6.4	757	-4.8
	Cargo load-factor (%)	51.4	-1.9pts.	53.2	-2.6pts.

* (Lufthansa Passenger Airlines incl. regional airlines, SWISS incl. Edelweiss Air, Austrian Airlines, Lufthansa Cargo)

Eurowings

		Month	yoy (%)	Cumulative	yoy (%)
Short-haul	Passengers in 1,000	1,247	+7.6	17,814	+6.9
	Available seat-kilometers (m)	1,346	+15.9	20,652	+9.2
	Revenue seat-kilometers (m)	969	+12.8	15,917	+6.8
	Passenger load-factor (%)	71.9	-2.0pts.	77.1	-1.7pts.
Long-haul	Passengers in 1,000	80	+82.2	616	+124.6
	Available seat-kilometers (m)	632	+102.1	4,612	+332.2
	Revenue seat-kilometers (m)	559	+91.4	4,191	+329.1
	Passenger load-factor (%)	88.4	-5.0pts.	90.9	-0.7pts.