



Investor Info January 2016

Lufthansa Group

| | | Month | yoy (%) | Cumulative | yoy (%) |
|---------------------------------------|--------------------------------------|--------|----------|------------|----------|
| Total Lufthansa Group Airlines | Passengers in 1,000 | 6,999 | +2.0 | 6,999 | +2.0 |
| | Available seat-kilometers (m) | 20,686 | +4.4 | 20,686 | +4.4 |
| | Revenue seat-kilometers (m) | 15,633 | +4.5 | 15,633 | +4.5 |
| | Passenger load-factor (%) | 75.6 | +0.0pts. | 75.6 | +0.0pts. |
| | Available Cargo tonne-kilometers (m) | 1,092 | -1.2 | 1,092 | -1.2 |
| | Revenue Cargo tonne-kilometers (m) | 699 | -2.0 | 699 | -2.0 |
| | Cargo load-factor (%) | 64.0 | -0.5pts. | 64.0 | -0.5pts. |
| | Number of flights | 74,567 | +0.5 | 74,567 | +0.5 |
| Lufthansa Passenger Airlines | Passengers in 1,000 | 4,182 | +1.4 | 4,182 | +1.4 |
| | Available seat-kilometers (m) | 13,592 | +2.5 | 13,592 | +2.5 |
| | Revenue seat-kilometers (m) | 10,386 | +2.9 | 10,386 | +2.9 |
| | Passenger load-factor (%) | 76.4 | +0.3pts. | 76.4 | +0.3pts. |
| | Number of flights | 40,189 | -0.3 | 40,189 | -0.3 |
| SWISS | Passengers in 1,000 | 1,194 | -0.9 | 1,194 | -0.9 |
| | Available seat-kilometers (m) | 3,956 | +1.1 | 3,956 | +1.1 |
| | Revenue seat-kilometers (m) | 3,013 | -1.0 | 3,013 | -1.0 |
| | Passenger load-factor (%) | 76.2 | -1.6pts. | 76.2 | -1.6pts. |
| | Number of flights | 12,938 | +0.7 | 12,938 | +0.7 |
| Austrian Airlines | Passengers in 1,000 | 617 | +1.6 | 617 | +1.6 |
| | Available seat-kilometers (m) | 1,625 | +7.1 | 1,625 | +7.1 |
| | Revenue seat-kilometers (m) | 1,144 | +4.7 | 1,144 | +4.7 |
| | Passenger load-factor (%) | 70.4 | -1.6pts. | 70.4 | -1.6pts. |
| | Number of flights | 9,052 | +1.7 | 9,052 | +1.7 |
| Total Hub-Airlines* | Passengers in 1,000 | 5,993 | +0.9 | 5,993 | +0.9 |
| | Available seat-kilometers (m) | 19,173 | +2.6 | 19,173 | +2.6 |
| | Revenue seat-kilometers (m) | 14,542 | +2.2 | 14,542 | +2.2 |
| | Passenger load-factor (%) | 75.8 | -0.3pts. | 75.8 | -0.3pts. |
| | Number of flights | 62,179 | +0.2 | 62,179 | +0.2 |
| Total Eurowings | Passengers in 1,000 | 1,006 | +9.1 | 1,006 | +9.1 |
| | Available seat-kilometers (m) | 1,513 | +35.0 | 1,513 | +35.0 |
| | Revenue seat-kilometers (m) | 1,091 | +48.8 | 1,091 | +48.8 |
| | Passenger load-factor (%) | 72.1 | +6.7pts. | 72.1 | +6.7pts. |
| | Number of flights | 11,752 | +2.6 | 11,752 | +2.6 |

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

Additional references

| | |
|----------------------------|-----------------------------------|
| Pricing environment | clearly negative (excl. currency) |
| Comments | None |
| Next Investor Info | 09 March 2016 |



Investor Info January 2016

Hub-Airlines and Cargo*

| By region | | Month | yoy (%) | Cumulative | yoy (%) |
|------------------------------|--------------------------------------|-------|----------|------------|----------|
| Europe | Passengers in 1,000 | 4,417 | +0.5 | 4,417 | +0.5 |
| | Available seat-kilometers (m) | 5,177 | +0.6 | 5,177 | +0.6 |
| | Revenue seat-kilometers (m) | 3,393 | -0.4 | 3,393 | -0.4 |
| | Passenger load-factor (%) | 65.5 | -0.7pts. | 65.5 | -0.7pts. |
| | Available Cargo tonne-kilometers (m) | 52 | +1.0 | 52 | +1.0 |
| | Revenue Cargo tonne-kilometers (m) | 26 | -2.0 | 26 | -2.0 |
| | Cargo load-factor (%) | 49.2 | -1.5pts. | 49.2 | -1.5pts. |
| America (North and South) | Passengers in 1,000 | 742 | +2.9 | 742 | +2.9 |
| | Available seat-kilometers (m) | 7,086 | +6.3 | 7,086 | +6.3 |
| | Revenue seat-kilometers (m) | 5,694 | +3.4 | 5,694 | +3.4 |
| | Passenger load-factor (%) | 80.3 | -2.3pts. | 80.3 | -2.3pts. |
| | Available Cargo tonne-kilometers (m) | 473 | -2.7 | 473 | -2.7 |
| | Revenue Cargo tonne-kilometers (m) | 293 | -8.7 | 293 | -8.7 |
| | Cargo load-factor (%) | 61.9 | -4.1pts. | 61.9 | -4.1pts. |
| Asia/Pacific | Passengers in 1,000 | 497 | +2.4 | 497 | +2.4 |
| | Available seat-kilometers (m) | 4,892 | +1.7 | 4,892 | +1.7 |
| | Revenue seat-kilometers (m) | 3,946 | +3.3 | 3,946 | +3.3 |
| | Passenger load-factor (%) | 80.7 | +1.2pts. | 80.7 | +1.2pts. |
| | Available Cargo tonne-kilometers (m) | 443 | +1.1 | 443 | +1.1 |
| | Revenue Cargo tonne-kilometers (m) | 321 | +7.1 | 321 | +7.1 |
| | Cargo load-factor (%) | 72.6 | +4.1pts. | 72.6 | +4.1pts. |
| Middle East/ Africa | Passengers in 1,000 | 338 | +0.4 | 338 | +0.4 |
| | Available seat-kilometers (m) | 2,018 | -2.2 | 2,018 | -2.2 |
| | Revenue seat-kilometers (m) | 1,510 | +1.0 | 1,510 | +1.0 |
| | Passenger load-factor (%) | 74.8 | +2.3pts. | 74.8 | +2.3pts. |
| | Available Cargo tonne-kilometers (m) | 123 | -4.2 | 123 | -4.2 |
| | Revenue Cargo tonne-kilometers (m) | 58 | -11.1 | 58 | -11.1 |
| | Cargo load-factor (%) | 47.4 | -3.7pts. | 47.4 | -3.7pts. |

* (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 | 954 | +4.5 | 954 | +4.5 |
| | Available seat-kilometers (m) | 1,130 | +3.8 | 1,130 | +3.8 |
| | Revenue seat-kilometers (m) | 725 | +2.4 | 725 | +2.4 |
| | Passenger load-factor (%) | 64.1 | -0.9pts. | 64.1 | -0.9pts. |
| Long-haul | Passengers in 1,000 | 52 | nmf | 52 | nmf |
| | Available seat-kilometers (m) | 383 | nmf | 383 | nmf |
| | Revenue seat-kilometers (m) | 367 | nmf | 367 | nmf |
| | Passenger load-factor (%) | 95.7 | nmf | 95.7 | nmf |