



Investor Info March 2016

Lufthansa Group

		Month	yoy (%)	Cumulative	yoy (%)
Total Lufthansa Group Airlines	Passengers in 1,000	8,418	+4.0	22,331	+3.6
	Available seat-kilometers (m)	22,682	+6.8	62,785	+6.6
	Revenue seat-kilometers (m)	17,350	+5.4	47,032	+5.2
	Passenger load-factor (%)	76.5	-1.0pts.	74.9	-0.9pts.
	Available Cargo tonne-kilometers (m)	1,243	-3.8	3,425	-1.2
	Revenue Cargo tonne-kilometers (m)	826	-10.5	2,264	-6.2
	Cargo load-factor (%)	66.4	-5.0pts.	66.1	-3.5pts.
	Number of flights	82,536	+1.9	232,437	+2.8
Lufthansa Passenger Airlines	Passengers in 1,000	4,937	+4.2	13,277	+3.1
	Available seat-kilometers (m)	15,089	+6.0	41,531	+5.2
	Revenue seat-kilometers (m)	11,537	+5.1	31,224	+4.2
	Passenger load-factor (%)	76.5	-0.6pts.	75.2	-0.7pts.
	Number of flights	44,410	+1.7	126,188	+2.0
SWISS	Passengers in 1,000	1,364	-0.6	3,698	-0.6
	Available seat-kilometers (m)	4,053	+1.9	11,658	+2.1
	Revenue seat-kilometers (m)	3,141	-2.9	8,848	-1.7
	Passenger load-factor (%)	77.5	-3.8pts.	75.9	-2.9pts.
	Number of flights	13,541	+2.9	38,905	+3.3
Austrian Airlines	Passengers in 1,000	819	+3.9	2,053	+3.7
	Available seat-kilometers (m)	1,828	+8.7	4,926	+8.3
	Revenue seat-kilometers (m)	1,341	+5.4	3,506	+5.4
	Passenger load-factor (%)	73.3	-2.3pts.	71.2	-2.0pts.
	Number of flights	10,753	+4.7	28,909	+5.1
Total Hub-Airlines*	Passengers in 1,000	7,120	+3.2	19,028	+2.5
	Available seat-kilometers (m)	20,970	+5.4	58,115	+4.8
	Revenue seat-kilometers (m)	16,019	+3.5	43,578	+3.0
	Passenger load-factor (%)	76.4	-1.4pts.	75.0	-1.3pts.
	Number of flights	68,704	+2.4	194,002	+2.7
Total Eurowings	Passengers in 1,000	1,298	+8.6	3,303	+10.5
	Available seat-kilometers (m)	1,712	+27.3	4,670	+34.0
	Revenue seat-kilometers (m)	1,332	+35.3	3,454	+44.1
	Passenger load-factor (%)	77.8	+4.6pts.	74.0	+5.3pts.
	Number of flights	13,062	+0.8	36,346	+4.1

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

Additional references

Pricing environment	Clearly negative (excl. currency)
Comments	<ul style="list-style-type: none"> Two days of strike on short-haul and two days of strike on long-haul flights at Lufthansa Passenger Airlines in March 2015
Next Investor Info	11 May 2016



Investor Info March 2016

Hub-Airlines and Cargo*

By region		Month	yoy (%)	Cumulative	yoy (%)
Europe	Passengers in 1,000	5,425	+3.1	14,398	+2.2
	Available seat-kilometers (m)	5,792	+3.9	16,128	+3.0
	Revenue seat-kilometers (m)	4,186	+3.4	11,017	+1.8
	Passenger load-factor (%)	72.3	-0.3pts.	68.3	-0.8pts.
	Available Cargo tonne-kilometers (m)	64	+5.8	171	+3.1
	Revenue Cargo tonne-kilometers (m)	33	+3.3	87	+0.6
	Cargo load-factor (%)	51.8	-1.3pts.	51.1	-1.3pts.
America (North and South)	Passengers in 1,000	813	+7.6	2,162	+5.3
	Available seat-kilometers (m)	7,872	+10.0	21,457	+9.4
	Revenue seat-kilometers (m)	6,188	+7.5	16,567	+5.5
	Passenger load-factor (%)	78.6	-1.8pts.	77.2	-2.8pts.
	Available Cargo tonne-kilometers (m)	554	-5.3	1,540	-1.7
	Revenue Cargo tonne-kilometers (m)	357	-15.7	995	-10.1
	Cargo load-factor (%)	64.4	-8.0pts.	64.6	-6.1pts.
Asia/Pacific	Passengers in 1,000	511	-1.5	1,452	+0.7
	Available seat-kilometers (m)	5,250	+3.1	14,577	+2.8
	Revenue seat-kilometers (m)	4,086	-1.6	11,566	+1.1
	Passenger load-factor (%)	77.8	-3.8pts.	79.3	-1.4pts.
	Available Cargo tonne-kilometers (m)	494	-5.6	1,337	-2.5
	Revenue Cargo tonne-kilometers (m)	368	-6.7	989	-2.7
	Cargo load-factor (%)	74.4	-0.9pts.	74.0	-0.2pts.
Middle East/ Africa	Passengers in 1,000	371	+3.7	1,016	+2.6
	Available seat-kilometers (m)	2,056	-0.7	5,953	-0.4
	Revenue seat-kilometers (m)	1,559	+2.2	4,428	+2.3
	Passenger load-factor (%)	75.8	+2.2pts.	74.4	+2.0pts.
	Available Cargo tonne-kilometers (m)	131	+6.6	377	+3.3
	Revenue Cargo tonne-kilometers (m)	68	-7.8	193	-5.6
	Cargo load-factor (%)	51.7	-8.1pts.	51.2	-4.8pts.

* (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	1,249	+5.9	3,156	+6.9
	Available seat-kilometers (m)	1,355	+4.5	3,588	+6.4
	Revenue seat-kilometers (m)	999	+6.2	2,435	+6.0
	Passenger load-factor (%)	73.7	+1.2pts.	67.9	-0.3pts.
Long-haul	Passengers in 1,000	50	nmf.	147	nmf.
	Available seat-kilometers (m)	357	nmf.	1,082	nmf.
	Revenue seat-kilometers (m)	332	nmf.	1,019	nmf.
	Passenger load-factor (%)	93.2	nmf.	94.2	nmf.