



News

Frankfurt, 11 July 2017

Lufthansa Group with new passenger and seat load factor records in the first half of 2017

- **Group Airlines welcomed around 60 million passengers on board in the first half of 2017 – more than ever before**
- **Historical records were also reached for supply, sales and utilization**
- **In June, the Group Airlines welcomed around 12 million passengers on board and therefore 18% more than one year before**
- **Seat load factor in June was 82.8%, therefore up 2.6 percentage points above prior-year's level; all Group airlines also showed increase**
- **Pricing environment continues to be positive**

The airlines of the Lufthansa Group welcomed on board around 12 million passengers in June 2017. This shows an increase of 18% compared to the previous year's month. The available seat kilometers were up 12.3% over the previous year; at the same time, sales increased by 15.9%. The seat load factor improved accordingly, rising 2.6 percentage points to 82.8%, compared to June 2016.

The currency adjusted pricing environment in June was positive.

In the first half of the year, around 60 million passengers were transported, 17.2% more than in the first half of 2016. Overall, the Lufthansa Group carried more passengers than ever before in the first half of 2017. The seat load factor has reached a historical peak of 79%. The figure was 2.7 percentage points higher than in the previous year.

Cargo capacity increased 2.9% year-on-year, while cargo sales were up 8.1% in revenue ton-kilometer terms. As a result, the Cargo load factor showed a corresponding improvement, rising 3.3 percentage points in the month. Overall, the cargo capacity in the first half of 2017 was 2.9% higher than in the previous year. At the same time, cargo sales in this period increased by 7.1%, resulting in a load factor of 2.7 higher percentage points.

Network Airlines

The Network Airlines Lufthansa German Airlines, SWISS and Austrian Airlines carried 8.8 million passengers in June, 6.7% more than in the prior-year period and therefore up to 5.1% more than the previous year's month. Compared to the previous year, the available seat kilometers increased by 2.6% in June, at the same time the number of flights were reduced by 1.9%. The sales volume was up 6.2% over the same period, raising the seat load factor by 2.8 percentage points to 83.2%. In the first half of the year, the Network

Airlines carried 45.5 million passengers and therefore 5.9% more than in the same period of the previous year. During this period, the seat load factor for Network Airlines increased by 3 percentage points to 79.3%.

Lufthansa German Airlines transported around six million passengers in June, a 2.7% increase compared to the same month last year. A 0.5% increase in available seat kilometers in June faced a 4% increase in sales. Hence, the seat load factor was up to 84%, therefore 2.9 percentage points above the prior-year level. In the first half of 2017, Lufthansa German Airlines carried 31.2 million passengers, 4.8% more than in the same period of the previous year. At 79.9%, the seat load factor was 3.4 percentage points higher than in the first half of 2016. As a result, Lufthansa German Airlines was able to achieve a historic peak of its flight capacity in both June and the first half of the year.

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Point-to-point Airlines

The Lufthansa Group's point-to-point airlines – Eurowings (including Germanwings) and Brussels Airlines – carried around 3.2 million passengers in June. Among this total, 3 million passengers were on short-haul flights and 0.2 million flew long-haul. This amounts to an increase of 79% in comparison to the previous year. June capacity was 108.7% above its prior-year level, while the sales volume was up 114.2%, resulting in an increase in seat load factor by 2.1 percentage points, equaling 80.9%. On the short-haul services, the available seat kilometers increased by 73.5%, at the same time, sales increased by 79.4% in the same period. This resulted in a 2.7 percentage points higher seat load factor on these flights than in June 2016. The seat load factor for the long-haul services decreased by 1.4 percentage points to 80.8% during the same period; a 329.5% increase in supply was offset by a 322.3% increase in sales.

The point-to-point airlines carried a total of 14.5 million passengers in the first half of the year, 76.1% more than in the same period of the previous year. At 77.4%, the seat load factor was 0.9 percentage points higher than in the previous year.

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Lufthansa Group

		Month	yoy	Cumulative	yoy
Total Lufthansa Group Airlines	Passengers in 1,000	11,980	+18.0%	59,990	+17.2%
	Available seat-kilometers (m)	28,905	+12.3%	154,240	+11.7%
	Revenue seat-kilometers (m)	23,929	+15.9%	121,882	+15.6%
	Passenger load-factor (%)	82.8	+2.6pts.	79.0	+2.7pts.
	Available Cargo tonne-kilometers (m)	1,322	+2.9%	7,496	+2.9%
	Revenue Cargo tonne-kilometers (m)	903	+8.1%	5,174	+7.1%
	Cargo load-factor (%)	68.3	+3.3pts.	69.0	+2.7pts.
	Number of flights	100,115	+9.7%	543,654	+8.4%

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Lufthansa German Airlines	Passengers in 1,000	5,972	+2.7%	31,225	+4.8%
	Available seat-kilometers (m)	16,744	+0.5%	91,006	+0.3%
	Revenue seat-kilometers (m)	14,061	+4.0%	72,731	+4.9%
	Passenger load-factor (%)	84.0	+2.9pts.	79.9	+3.4pts.
	Number of flights	46,775	-3.6%	264,176	-2.3%
SWISS	Passengers in 1,000	1,639	+5.8%	8,764	+6.1%
	Available seat-kilometers (m)	4,776	+6.5%	26,855	+8.1%
	Revenue seat-kilometers (m)	3,954	+10.7%	21,464	+11.8%
	Passenger load-factor (%)	82.8	+3.2pts.	79.9	+2.6pts.
	Number of flights	14,008	-4.0%	80,096	-2.9%
Austrian Airlines	Passengers in 1,000	1,262	+16.7%	5,782	+13.5%
	Available seat-kilometers (m)	2,507	+9.8%	12,298	+7.6%
	Revenue seat-kilometers (m)	1,968	+13.6%	9,045	+8.2%
	Passenger load-factor (%)	78.5	+2.6pts.	73.6	+0.4pts.
	Number of flights	13,187	+7.4%	68,278	+4.9%
Total Network Airlines*	Passengers in 1,000	8,823	+5.1%	45,485	+5.9%
	Available seat-kilometers (m)	23,996	+2.6%	129,980	+2.5%
	Revenue seat-kilometers (m)	19,959	+6.2%	103,104	+6.5%
	Passenger load-factor (%)	83.2	+2.8pts.	79.3	+3.0pts.
	Number of flights	73,270	-1.9%	408,378	-1.5%

* Lufthansa German Airlines incl. regional airlines, SWISS incl. Edelweiss Air, Austrian Airlines

Total Point-to-Point Airlines*	Passengers in 1,000	3,157	+79.0%	14,505	+76.1%
	Available seat-kilometers (m)	4,909	+108.7%	24,260	+115.5%
	Revenue seat-kilometers (m)	3,970	+114.2%	18,778	+118.0%
	Passenger load-factor (%)	80.9	+2.1pts.	77.4	+0.9pts.
	Number of flights	26,039	+64.7%	130,617	+58.7%

* Incl. Eurowings and Brussels Airlines

Additional references

Pricing environment	Positive (excl. currency)
Comments	Three public holidays in Germany in June
Next Investor Info	9 August 2017

Network Airlines & Cargo*

By region		Month	yoy	Cumulative	yoy
Europe	Passengers in 1,000	6,789	+4.7%	34,723	+5.7%
	Available seat-kilometers (m)	7,029	+3.8%	36,923	+2.8%
	Revenue seat-kilometers (m)	5,546	+6.8%	27,391	+6.3%
	Passenger load-factor (%)	78.9	+2.2pts.	74.2	+2.4pts.
	Available Cargo tonne-kilometers (m)	59	-10.3%	346	-6.4%
	Revenue Cargo tonne-kilometers (m)	31	-0.5%	180	-2.1%
	Cargo load-factor (%)	51.8	+5.1pts.	52.2	+2.3pts.
America (North und South)	Passengers in 1,000	1,079	+3.8%	5,256	+4.6%
	Available seat-kilometers (m)	9,494	+1.3%	49,458	+2.4%
	Revenue seat-kilometers (m)	8,209	+4.7%	40,100	+5.2%
	Passenger load-factor (%)	86.5	+2.9pts.	81.1	+2.2pts.
	Available Cargo tonne-kilometers (m)	611	+2.5%	3,390	+2.4%
	Revenue Cargo tonne-kilometers (m)	386	+7.6%	2,233	+6.5%
	Cargo load-factor (%)	63.2	+3.0pts.	65.9	+2.6pts.
Asia/Pacific	Passengers in 1,000	598	+4.7%	3,278	+6.4%
	Available seat-kilometers (m)	5,623	-0.1%	31,551	+0.2%
	Revenue seat-kilometers (m)	4,819	+4.5%	26,423	+6.9%
	Passenger load-factor (%)	85.7	+3.8pts.	83.7	+5.2pts.
	Available Cargo tonne-kilometers (m)	540	+5.5%	3,042	+5.2%
	Revenue Cargo tonne-kilometers (m)	420	+9.2%	2,373	+9.5%
	Cargo load-factor (%)	77.7	+2.6pts.	78	+3.0pts.
Middle East/ Africa	Passengers in 1,000	357	+19.7%	2,227	+11.7%
	Available seat-kilometers (m)	1,850	+13.9%	12,047	+8.2%
	Revenue seat-kilometers (m)	1,385	+20.4%	9,190	+12.2%
	Passenger load-factor (%)	74.9	+4.1pts.	76.3	+2.8pts.
	Available Cargo tonne-kilometers (m)	112	+0.5%	718	+0.6%
	Revenue Cargo tonne-kilometers (m)	66	+7.9%	386	+1.4%
	Cargo load-factor (%)	58.8	+4.0pts.	53.8	+0.4pts.

* Lufthansa German Airlines incl. regional airlines, SWISS incl. Edelweiss Air, Austrian Airlines, Lufthansa Cargo

Point-to-Point Airlines*

		Month	yoy	Cumulative	yoy
Short-haul	Passengers in 1,000	2,958	+71.5%	13,328	+67.1%
	Available seat-kilometers (m)	3,521	+73.5%	16,069	+73.5%
	Revenue seat-kilometers (m)	2,849	+79.4%	12,071	+77.7%
	Passenger load-factor (%)	80.9	+2.7pts.	75.1	+1.8pts.
Long-haul	Passengers in 1,000	199	+414.0%	1,177	+344.9%
	Available seat-kilometers (m)	1,388	+329.5%	8,191	+309.9%
	Revenue seat-kilometers (m)	1,121	+322.3%	6,707	+268.0%
	Passenger load-factor (%)	80.8	-1.4pts.	81.9	-9.3pts.

* Incl. Eurowings and Brussels Airlines