



## Investor Info November 2017

### Lufthansa Group

		Month	yoy	Cumulative	yoy
<b>Total Lufthansa Group Airlines</b>	Passengers in 1,000	10.080	+32.0%	120.703	+18.5%
	Available seat-kilometers (m)	25.157	+22.3%	298.915	+12.5%
	Revenue seat-kilometers (m)	19.567	+25.6%	242.309	+15.2%
	Passenger load-factor (%)	77,8	+2.0pts.	81,1	+1.9pts.
	Available Cargo tonne-kilometers (m)	1.338	+8.0%	14.335	+3.0%
	Revenue Cargo tonne-kilometers (m)	962	+9.4%	9.925	+7.6%
	Cargo load-factor (%)	71,9	+0.9pts.	69,2	+2.9pts.
	Number of flights	91.310	+21.1%	1.046.038	+10.5%
<b>Lufthansa German Airlines</b>	Passengers in 1,000	5.356	+27.4%	61.576	+6.0%
	Available seat-kilometers (m)	14.732	+15.7%	174.335	+1.6%
	Revenue seat-kilometers (m)	11.679	+21.2%	142.535	+5.0%
	Passenger load-factor (%)	79,3	+3.6pts.	81,8	+2.7pts.
	Number of flights	45.556	+15.7%	502.532	-0.4%
<b>SWISS</b>	Passengers in 1,000	1.375	+5.3%	17.505	+5.4%
	Available seat-kilometers (m)	4.467	+8.9%	51.398	+6.1%
	Revenue seat-kilometers (m)	3.450	+6.1%	41.966	+7.8%
	Passenger load-factor (%)	77,2	-2.0pts.	81,6	+1.2pts.
	Number of flights	12.431	-0.4%	151.828	-2.8%
<b>Austrian Airlines</b>	Passengers in 1,000	953	+9.3%	11.952	+12.9%
	Available seat-kilometers (m)	1.828	+0.3%	24.239	+6.9%
	Revenue seat-kilometers (m)	1.334	+3.5%	18.677	+7.7%
	Passenger load-factor (%)	73,0	+2.3pts.	77,1	+0.6pts.
	Number of flights	11.493	+6.2%	133.419	+6.0%
<b>Total Network Airlines*</b>	Passengers in 1,000	7.633	+20.5%	90.482	+6.7%
	Available seat-kilometers (m)	20.995	+12.7%	249.635	+3.0%
	Revenue seat-kilometers (m)	16.439	+16.1%	202.917	+5.8%
	Passenger load-factor (%)	78,3	+2.3pts.	81,3	+2.1pts.
	Number of flights	68.753	+10.9%	779.959	+0.0%

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

<b>Total Point-to-Point Airlines*</b>	Passengers in 1,000	2.447	+88.2%	30.220	+76.7%
	Available seat-kilometers (m)	4.162	+115.2%	49.280	+111.6%
	Revenue seat-kilometers (m)	3.129	+119.7%	39.392	+112.0%
	Passenger load-factor (%)	75,2	+1.6pts.	79,9	+0.1pts.
	Number of flights	21.691	+72.6%	257.431	+62.2%

\* Incl. Eurowings and Brussels Airlines

### Additional references

Yield indication	Positive (excl. currency)
Comments	6 days of strike in November 2016 at Lufthansa German Airlines
Next Investor Info	10 January 2018



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### Network Airlines & Cargo\*

By region		Month	yoy	Cumulative	yoy
Europe	Passengers in 1,000	5.913	+22.2%	69.266	+6.9%
	Available seat-kilometers (m)	5.971	+18.6%	71.934	+4.2%
	Revenue seat-kilometers (m)	4.377	+20.4%	55.210	+6.7%
	Passenger load-factor (%)	73,3	+1.1pts.	76,8	+1.9pts.
	Available Cargo tonne-kilometers (m)	65	+9.4%	670	-4.7%
	Revenue Cargo tonne-kilometers (m)	33	+4.2%	339	-0.7%
	Cargo load-factor (%)	50,3	-2.5pts.	50,5	+2.0pts.
America (North und South)	Passengers in 1,000	818	+13.5%	10.463	+3.5%
	Available seat-kilometers (m)	7.737	+10.3%	95.442	+1.9%
	Revenue seat-kilometers (m)	6.250	+14.0%	79.362	+3.9%
	Passenger load-factor (%)	80,8	+2.6pts.	83,2	+1.6pts.
	Available Cargo tonne-kilometers (m)	597	+9.6%	6.524	+2.6%
	Revenue Cargo tonne-kilometers (m)	412	+10.5%	4.290	+8.1%
	Cargo load-factor (%)	69	+0.5pts.	65,8	+3.3pts.
Asia/Pacific	Passengers in 1,000	522	+15.1%	6.303	+5.7%
	Available seat-kilometers (m)	5.230	+10.8%	59.984	+1.1%
	Revenue seat-kilometers (m)	4.167	+14.3%	50.738	+5.4%
	Passenger load-factor (%)	79,7	+2.5pts.	84,6	+3.5pts.
	Available Cargo tonne-kilometers (m)	551	+6.3%	5.796	+4.5%
	Revenue Cargo tonne-kilometers (m)	442	+7.5%	4.549	+7.9%
	Cargo load-factor (%)	80,2	+0.9pts.	78,5	+2.5pts.
Middle East/ Africa	Passengers in 1,000	381	+17.4%	4.450	+14.6%
	Available seat-kilometers (m)	2.057	+10.9%	22.274	+9.4%
	Revenue seat-kilometers (m)	1.645	+18.6%	17.607	+13.4%
	Passenger load-factor (%)	79,9	+5.1pts.	79,0	+2.7pts.
	Available Cargo tonne-kilometers (m)	125	+7.5%	1.342	+2.9%
	Revenue Cargo tonne-kilometers (m)	75	+17.4%	744	+7.0%
	Cargo load-factor (%)	60,2	+5.1pts.	55,4	+2.1pts.

\* 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	2.222	+80.0%	27.868	+68.2%
	Available seat-kilometers (m)	2.575	+82.8%	33.131	+71.6%
	Revenue seat-kilometers (m)	1.908	+96.8%	26.158	+75.0%
	Passenger load-factor (%)	74,1	+5.3pts.	79,0	+1.5pts.
Long-haul	Passengers in 1,000	224	+241.3%	2.353	+339.2%
	Available seat-kilometers (m)	1.587	+201.9%	16.149	+305.8%
	Revenue seat-kilometers (m)	1.221	+168.5%	13.234	+264.4%
	Passenger load-factor (%)	76,9	-9.6pts.	81,9	-9.3pts.

\* Incl. Eurowings and Brussels Airlines