



News

Frankfurt, 10 January 2018

With 130 million passengers the airlines of Lufthansa Group reach an all-time high in 2017

- **Airlines continue to set new records for passenger numbers and load factors**
- **9.3 million passengers flew with the Lufthansa Group Airlines in December, therefore 19.9% more than in the previous year**
- **Point-to-point traffic drives growth of Lufthansa Group Airlines**
- **Seat load factor improved by 1.1 percentage points up to 78.9%**
- **Currency adjusted yield indication continuous to develop positively**

In December 2017, the airlines of the Lufthansa Group welcomed around 9.3 million passengers. This shows an increase of 19.9% compared to the previous year's month. The available seat kilometers were up 14.2% over the previous year, at the same time, sales increased by 15.9%. The seat load factor improved accordingly, rising 1.1 percentage points compared to December 2016 to 78.9%. In total, the airlines of the Lufthansa Group welcomed around 130 million passengers on board their aircraft in 2017 and set with this number a new passenger record. The seat load factor on the 1.1 million flights last year remained on a record course of 80.9 percent.

The currency adjusted yield indication continuous to develop positively in December.

Cargo capacity increased 6.6% year-on-year, while cargo sales were up 5.8% in revenue ton-kilometer terms. As a result, the Cargo load factor decreased 0.5 percentage points in December. Overall, the cargo capacity in 2017 was 3.3% higher than in the previous year. At the same time, cargo sales in this period increased by 7.4%, resulting in a load factor of 2.7 higher percentage points than in 2016.

Network Airlines

The Network Airlines Lufthansa German Airlines, SWISS and Austrian Airlines carried 7 million passengers in December, 7.4% more than in the prior-year period. Compared to the previous year, the available seat kilometers increased by 4.5% in December. The sales volume was up 5.8% over the same period, raising seat load factor by 1 percentage points to 78.7%. In 2017, the Network Airlines carried 97.4 million passengers and therefore 6.8% more than in the previous year. During this period, the seat load factor for Network Airlines increased by 2.1 percentage points to 81.1%.

Lufthansa German Airlines transported 4.7 million passengers in December, a 7.3% increase compared to the same month last year. A 4.2% increase in seat kilometers in

December corresponds to a 5.1% increase in sales. Furthermore, the seat load factor was up to 79.2%, therefore 0.7 percentage points above the prior-year's level. In 2017, Lufthansa German Airlines carried 66.2 million passengers, 6.1% more than in the previous year. At 81.6%, the seat load factor was 2.5 percentage points higher than in 2016.

Point-to-Point Airlines

The Lufthansa Group's Point-to-Point Airlines – Eurowings (including Germanwings) and Brussels Airlines – carried around 2.4 million passengers in December. Among this total, 2.1 million passengers were on short-haul flights and 251,000 flew long-haul. This amounts to an increase of 80.3% in comparison to the previous year. December capacity was 107.2% above its prior-year level, while its sales volume was up 113%, resulting in an increased seat load factor by 2.2 percentage points of 79.4%.

On short-haul services the Point-to-Point Airlines raised capacity 77.7% and increased sales volume by 90.1%, resulting in a 5.0 percentage points increase in seat load factor of 77.0%, compared to December 2016. The seat load factor for the long-haul services decreased 5.7 percentage points to 82.7% during the same period, following a 170.1% increase in capacity and a 152.8% rise in sales volume, compared to the previous year.

The Point-to-Point Airlines carried a total of 32.6 million passengers in 2017, 77.0% more than in the previous year. At 79.9%, the seat load factor was 0.3 percentage points higher than in 2016.

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Lufthansa Group

		Month	yoy	Cumulative	yoy
Total Lufthansa Group Airlines	Passengers in 1,000	9.338	+19.9%	130.040	+18.6%
	Available seat-kilometers (m)	23.907	+14.2%	322.821	+12.7%
	Revenue seat-kilometers (m)	18.852	+15.9%	261.156	+15.2%
	Passenger load-factor (%)	78,9	+1.1pts.	80,9	+1.8pts.
	Available Cargo tonne-kilometers (m)	1.281	+6.6%	15.618	+3.3%
	Revenue Cargo tonne-kilometers (m)	895	+5.8%	10.819	+7.4%
	Cargo load-factor (%)	69,8	-0.5pts.	69,3	+2.7pts.
	Number of flights	83.979	+12.0%	1.130.008	+10.6%

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Lufthansa German Airlines	Passengers in 1,000	4.658	+7.3%	66.234	+6.1%
	Available seat-kilometers (m)	13.427	+4.2%	187.762	+1.8%
	Revenue seat-kilometers (m)	10.632	+5.1%	153.168	+5.0%
	Passenger load-factor (%)	79,2	+0.7pts.	81,6	+2.5pts.
	Number of flights	40.136	+0.8%	542.668	-0.3%
SWISS	Passengers in 1,000	1.430	+5.2%	18.933	+5.3%
	Available seat-kilometers (m)	4.568	+6.1%	55.966	+6.1%
	Revenue seat-kilometers (m)	3.631	+7.9%	45.597	+7.8%
	Passenger load-factor (%)	79,5	+1.3pts.	81,5	+1.3pts.
	Number of flights	12.664	-1.2%	164.492	-2.7%
Austrian Airlines	Passengers in 1,000	900	+11.7%	12.850	+12.8%
	Available seat-kilometers (m)	1.836	+3.0%	26.075	+6.6%
	Revenue seat-kilometers (m)	1.353	+5.8%	20.024	+7.6%
	Passenger load-factor (%)	73,7	+2.0pts.	76,8	+0.7pts.
	Number of flights	10.580	+3.7%	143.999	+5.8%
Total Network Airlines*	Passengers in 1,000	6.945	+7.4%	97.426	+6.8%
	Available seat-kilometers (m)	19.806	+4.5%	269.441	+3.1%
	Revenue seat-kilometers (m)	15.597	+5.8%	218.509	+5.8%
	Passenger load-factor (%)	78,7	+1.0pts.	81,1	+2.1pts.
	Number of flights	62.777	+0.9%	842.736	+0.1%

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

Total Point-to-Point Airlines*	Passengers in 1,000	2.393	+80.3%	32.613	+77.0%
	Available seat-kilometers (m)	4.100	+107.2%	53.381	+111.3%
	Revenue seat-kilometers (m)	3.254	+113.0%	42.647	+112.1%
	Passenger load-factor (%)	79,4	+2.2pts.	79,9	+0.3pts.
	Number of flights	20.373	+70.0%	277.804	+62.7%

* Incl. Eurowings and Brussels Airlines

Additional references

Yield indication	Positive (excl. currency)
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Comments	
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Next Investor Info	9 February 2018
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Network Airlines & Cargo*

By region		Month	yoy	Cumulative	yoy
Europe	Passengers in 1,000	5.289	+8.2%	74.554	+6.9%
	Available seat-kilometers (m)	5.539	+5.1%	77.473	+4.3%
	Revenue seat-kilometers (m)	3.982	+7.1%	59.190	+6.8%
	Passenger load-factor (%)	71,9	+1.3pts.	76,4	+1.8pts.
	Available Cargo tonne-kilometers (m)	59	+1.7%	730	-4.1%
	Revenue Cargo tonne-kilometers (m)	30	-6.5%	369	-1.0%
	Cargo load-factor (%)	50	-4.4pts.	50,5	+1.6pts.
America (North und South)	Passengers in 1,000	812	+5.0%	11.275	+3.6%
	Available seat-kilometers (m)	7.432	+4.5%	102.874	+2.1%
	Revenue seat-kilometers (m)	6.164	+5.2%	85.526	+4.0%
	Passenger load-factor (%)	82,9	+0.5pts.	83,1	+1.4pts.
	Available Cargo tonne-kilometers (m)	580	+4.4%	7.104	+2.8%
	Revenue Cargo tonne-kilometers (m)	388	+2.9%	4.678	+7.6%
	Cargo load-factor (%)	66,8	-1.0pts.	65,8	+2.9pts.
Asia/Pacific	Passengers in 1,000	482	+6.3%	6.784	+5.7%
	Available seat-kilometers (m)	4.798	+5.4%	64.782	+1.4%
	Revenue seat-kilometers (m)	3.856	+6.1%	54.594	+5.5%
	Passenger load-factor (%)	80,4	+0.6pts.	84,3	+3.3pts.
	Available Cargo tonne-kilometers (m)	523	+11.6%	6.319	+5.0%
	Revenue Cargo tonne-kilometers (m)	407	+8.4%	4.956	+7.9%
	Cargo load-factor (%)	77,9	-2.2pts.	78,4	+2.1pts.
Middle East/ Africa	Passengers in 1,000	363	+4.1%	4.813	+13.7%
	Available seat-kilometers (m)	2.037	+0.8%	24.311	+8.6%
	Revenue seat-kilometers (m)	1.594	+4.0%	19.199	+12.5%
	Passenger load-factor (%)	78,3	+2.4pts.	79,0	+2.8pts.
	Available Cargo tonne-kilometers (m)	119	-0.6%	1.462	+2.6%
	Revenue Cargo tonne-kilometers (m)	70	+13.9%	814	+7.6%
	Cargo load-factor (%)	58,9	+7.5pts.	55,7	+2.5pts.

* 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	2.142	+71.8%	30.010	+68.5%
	Available seat-kilometers (m)	2.392	+77.7%	35.523	+72.0%
	Revenue seat-kilometers (m)	1.841	+90.1%	27.999	+75.9%
	Passenger load-factor (%)	77,0	+5.0pts.	78,8	+1.7pts.
Long-haul	Passengers in 1,000	251	+212.3%	2.604	+322.7%
	Available seat-kilometers (m)	1.708	+170.1%	17.858	+287.2%
	Revenue seat-kilometers (m)	1.413	+152.8%	14.648	+249.5%
	Passenger load-factor (%)	82,7	-5.7pts.	82,0	-8.8pts.

* Incl. Eurowings and Brussels Airlines