



# Investor Info February 2018

## Lufthansa Group

		Month	yoy	Cumulative	yoy
<b>Total Lufthansa Group Airlines</b>	Passengers in 1,000	8,788	+13.1%	17,466	+11.6%
	Available seat-kilometers (m)	22,897	+8.6%	47,446	+8.3%
	Revenue seat-kilometers (m)	17,454	+10.4%	36,008	+8.8%
	Passenger load-factor (%)	76.2	+1.2pts.	75.9	+0.4pts.
	Available Cargo tonne-kilometers (m)	1,165	+5.9%	2,386	+7.0%
	Revenue Cargo tonne-kilometers (m)	828	+6.3%	1,636	+7.7%
	Cargo load-factor (%)	71.1	+0.2pts.	68.5	+0.4pts.
	Number of flights	83,991	+9.2%	170,583	+8.8%
<b>Lufthansa German Airlines</b>	Passengers in 1,000	4,528	+6.5%	9,066	+6.1%
	Available seat-kilometers (m)	13,233	+4.7%	27,568	+5.4%
	Revenue seat-kilometers (m)	10,046	+5.0%	21,030	+4.9%
	Passenger load-factor (%)	75.9	+0.2pts.	76.3	-0.4pts.
	Number of flights	41,311	+5.9%	83,718	+6.3%
<b>SWISS</b>	Passengers in 1,000	1,261	+2.9%	2,558	+2.1%
	Available seat-kilometers (m)	4,170	+6.2%	8,708	+5.6%
	Revenue seat-kilometers (m)	3,220	+6.6%	6,629	+4.3%
	Passenger load-factor (%)	77.2	+0.2pts.	76.1	-1.0pts.
	Number of flights	11,401	-3.3%	24,508	-0.7%
<b>Austrian Airlines</b>	Passengers in 1,000	742	+16.2%	1,481	+13.4%
	Available seat-kilometers (m)	1,528	+1.0%	3,209	+0.7%
	Revenue seat-kilometers (m)	1,111	+10.2%	2,282	+5.2%
	Passenger load-factor (%)	72.7	+6.1pts.	71.1	+3.0pts.
	Number of flights	9,499	+6.0%	19,507	+5.5%
<b>Total Network Airlines*</b>	Passengers in 1,000	6,485	+6.8%	13,011	+6.1%
	Available seat-kilometers (m)	18,903	+4.7%	39,425	+5.1%
	Revenue seat-kilometers (m)	14,356	+5.8%	29,898	+4.8%
	Passenger load-factor (%)	75.9	+0.8pts.	75.8	-0.2pts.
	Number of flights	61,547	+4.1%	126,369	+4.8%

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

<b>Total Point-to-Point Airlines*</b>	Passengers in 1,000	2,303	+35.3%	4,455	+31.3%
	Available seat-kilometers (m)	3,994	+32.0%	8,021	+27.8%
	Revenue seat-kilometers (m)	3,098	+38.3%	6,111	+34.2%
	Passenger load-factor (%)	77.6	+3.6pts.	76.2	+3.7pts.
	Number of flights	21,688	+27.2%	42,708	+22.4%

\* Incl. Eurowings and Brussels Airlines

## Additional references

Yield indication	Stable (excl. currency)
Comments	Shift of Chinese New Year from January to February
Next Investor Info	11 April 2018



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### Network Airlines & Cargo\*

By region		Month	yoy	Cumulative	yoy
Europe	Passengers in 1,000	4,999	+7.6%	9,871	+7.1%
	Available seat-kilometers (m)	5,421	+7.6%	11,006	+7.5%
	Revenue seat-kilometers (m)	3,817	+7.8%	7,514	+6.6%
	Passenger load-factor (%)	70.4	+0.1pts.	68.3	-0.6pts.
	Available Cargo tonne-kilometers (m)	54	+1.7%	109	+4.3%
	Revenue Cargo tonne-kilometers (m)	27	-4.1%	53	-0.3%
	Cargo load-factor (%)	49.4	-2.9pts.	49	-2.2pts.
America (North und South)	Passengers in 1,000	658	+5.2%	1,427	+3.3%
	Available seat-kilometers (m)	6,985	+5.5%	14,590	+4.0%
	Revenue seat-kilometers (m)	5,122	+6.1%	11,116	+4.3%
	Passenger load-factor (%)	73.3	+0.4pts.	76.2	+0.2pts.
	Available Cargo tonne-kilometers (m)	538	+6.0%	1,074	+7.8%
	Revenue Cargo tonne-kilometers (m)	388	+7.7%	734	+9.4%
	Cargo load-factor (%)	72.1	+1.1pts.	68.4	+1.0pts.
Asia/Pacific	Passengers in 1,000	483	+3.0%	1,007	+3.5%
	Available seat-kilometers (m)	4,578	+1.3%	9,821	+6.0%
	Revenue seat-kilometers (m)	3,888	+3.2%	8,102	+4.1%
	Passenger load-factor (%)	84.9	+1.5pts.	82.5	-1.5pts.
	Available Cargo tonne-kilometers (m)	464	+10.7%	978	+10.7%
	Revenue Cargo tonne-kilometers (m)	354	+8.1%	732	+8.6%
	Cargo load-factor (%)	76.4	-1.7pts.	74.8	-1.4pts.
Middle East/ Africa	Passengers in 1,000	345	+4.7%	707	+1.7%
	Available seat-kilometers (m)	1,919	+2.6%	4,008	+0.2%
	Revenue seat-kilometers (m)	1,529	+6.5%	3,166	+4.2%
	Passenger load-factor (%)	79.7	+3.0pts.	79.0	+3.0pts.
	Available Cargo tonne-kilometers (m)	109	-9.1%	225	-8.0%
	Revenue Cargo tonne-kilometers (m)	59	-7.2%	116	-2.7%
	Cargo load-factor (%)	54.5	+1.1pts.	51.6	+2.8pts.

\* 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	2,083	+36.1%	3,999	+31.9%
	Available seat-kilometers (m)	2,490	+34.8%	4,861	+29.8%
	Revenue seat-kilometers (m)	1,845	+47.6%	3,486	+41.7%
	Passenger load-factor (%)	74.1	+6.4pts.	71.7	+6.0pts.
Long-haul	Passengers in 1,000	220	+27.9%	456	+26.0%
	Available seat-kilometers (m)	1,504	+27.6%	3,160	+24.7%
	Revenue seat-kilometers (m)	1,253	+26.5%	2,624	+25.3%
	Passenger load-factor (%)	83.4	-0.7pts.	83.0	+0.4pts.

\* Incl. Eurowings and Brussels Airlines