ERSTELLT
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Deutsche Lufthansa AG

Pre-meeting research memo · Sample

Zusammenfassung

DAX-listed European aviation group operating Lufthansa, SWISS, Austrian Airlines, Brussels Airlines, and Eurowings, plus Lufthansa Technik (MRO), Lufthansa Cargo, and LSG Sky Chefs. Registered as AG at Amtsgericht Cologne. €35.4B FY23 revenue, ~103,000 employees globally.

Memo

Snapshot

Deutsche Lufthansa AG is a German-headquartered public limited company (Aktiengesellschaft) and DAX40 constituent, founded 1953 and headquartered in Cologne [1]. Group companies span passenger airlines (Lufthansa, SWISS, Austrian, Brussels, Eurowings), MRO (Lufthansa Technik), Cargo, and travel-services (LSG). Operating in ~150 countries with ~103,000 employees.

Recent news (last 90 days)

Ongoing ITA Airways integration progress; approved by EU Commission [2]
Continued fleet-renewal capex commitments; long-lead-time aircraft orders
Post-pandemic profitability trajectory restored with €2.7B adjusted EBIT FY23 [2]

Governance + corporate structure

Public limited company (AG) listed on Frankfurt Stock Exchange, ISIN DE0008232125 [3]
Executive board (Vorstand) publishes quarterly IFRS statements + annual sustainability report
Standard DAX corporate-governance transparency framework applies

Likely negotiating position

Likely: As a listed group with quarterly earnings scrutiny, unit-price commitments are subject to procurement-cycle timing. Best commercial leverage sits in multi-year framework agreements aligned to fleet-renewal or MRO turnaround schedules.

Likely: Supplier qualification is formal and standardized — expect financial audit, safety-management-system review, and multi-stage compliance sign-off before technical scoping. Timeline: 3–6 months for new supplier onboarding.

Questions to ask

1. Which group entity is the counterpart — the airline, Technik, Cargo, or a group-level procurement function?
2. What is the standard supplier onboarding + qualification timeline for a new entrant?
3. Are there active RFPs in Q4/Q1 relevant to our capability?
4. What safety-management or ISO framework compliance is mandatory (AS 9100, IATA IOSA, etc.)?
5. Can you share an existing reference supplier in our sector with the group?

QUELLEN (4)

[1] Deutsche Lufthansa AG · Corporate profile

https://www.lufthansagroup.com/en/company.html

[2] Lufthansa Group · Annual Report FY23

https://investor-relations.lufthansagroup.com/

[3] Frankfurt Stock Exchange · DAX40 disclosures

https://www.boerse-frankfurt.de/equity/deutsche-lufthansa-ag

[4] LinkedIn · Lufthansa Group

https://www.linkedin.com/company/lufthansa/