

### Monthly Operating Output Statistics (March, 2018)

CAPACITY	Mar-18	M/M Chg	Y/Y Chg	YTD-18	Y/Y Chg
<b>RPK (in million)</b>					
Domestic	14979.94	5.32	15.82	42746.07	10.19
Regional	258.78	-0.23	18.2	764.19	10.52
International	6118.6	0.71	16.94	18347.16	12.13
Total	21357.31	3.89	16.17	61857.42	10.76
<b>RTK (in million)</b>					
Domestic	1469.43	10.63	13.54	4136.69	8.66
Regional	25.13	7.3	16.5	72.14	9.93
International	1019.04	19.44	8.69	2864.77	11.29
Total	2513.6	14	11.55	7073.6	9.72
<b>RTK - Cargo and Mail (in million)</b>					
Domestic	137.74	25.81	-2.89	396.71	-2.24
Regional	2.21	72.01	4.08	5.6	4.97
International	478.57	44.95	0.9	1263.15	10.45
Total	618.53	40.28	0.04	1665.46	7.12
<b>Passengers carried (in thousand)</b>					
Domestic	10004.07	6.61	14.5	28321.29	9.35
Regional	203.07	-1.69	15.07	595.38	6.65
International	1466.75	-0.43	22.33	4333.79	13.21
Total	11673.89	5.51	15.44	33250.46	9.79
<b>Cargo and mail carried (in thousand tonnes)</b>					
Domestic	87.08	25.16	-1.34	249.3	-1.08
Regional	1.94	70.13	2.63	4.91	3.75
International	54.52	46.33	1.26	143.41	10.81
Total	143.55	32.94	-0.31	397.62	2.96

CAPACITY	Mar-18	M/M Chg	Y/Y Chg	YTD-18	Y/Y Chg
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ASK (in million)

Domestic	17852.36	4.58	13.78	51808.75	10.44
Regional	349.98	-0.43	14.64	1041.85	10.26
International	7353.05	2.1	12.53	22230.47	12.46
Total	25555.38	3.78	13.43	75081.07	11.03

ATK (in million)

Domestic	2033.84	3.91	12.72	5895.72	8.77
Regional	40.08	-1.25	12.22	119.67	7.51
International	1416.16	9.03	8.29	4180.17	11.82
Total	3490.09	5.86	10.88	10195.55	9.98

ATK - Cargo and Mail (in million)

Domestic	427.13	1.48	8.9	1232.93	2.87
Regional	8.59	-4.14	4.17	25.9	-1.42
International	754.39	15.93	4.83	2179.42	11.23
Total	1190.11	10.13	6.25	3438.25	7.98

LOAD FACTORS	Mar-18	M/M Chg	Y/Y Chg	YTD-18	Y/Y Chg
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Passenger Load Factor (RPK/ASK)

Domestic	83.91	0.59	1.48	82.51	-0.19
Regional	73.94	0.15	2.23	73.35	0.17
International	83.21	-1.15	3.14	82.53	-0.25
Total	83.57	0.08	1.97	82.39	-0.2

Cargo and Mail Load Factor

Domestic	32.25	6.24	-3.92	32.18	-1.68
Regional	25.74	11.4	-0.02	21.62	1.32
International	63.44	12.7	-2.47	57.96	-0.41
Total	51.97	11.17	-3.22	48.44	-0.39

LOAD FACTORS	Mar-18	M/M Chg	Y/Y Chg	YTD-18	Y/Y Chg
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Overall Load Factor (RTK/ATK)

Domestic	72.25	4.39	0.52	70.16	-0.07
Regional	62.68	4.99	2.3	60.29	1.33
International	71.96	6.27	0.26	68.53	-0.32
Total	72.02	5.14	0.44	69.38	-0.16

China Southern Airlines Company Limited

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