

## Monthly Operating Output Statistics (NOVEMBER, 2018)

CAPACITY	Nov-18	M/M Chg	Y/Y Chg	YTD-18	Y/Y Chg
<b>RPK (in million)</b>					
Domestic	14717.01	-6.83	8.03	164194.44	11.91
Regional	279.64	2.93	10.72	3022.11	12.85
International	6170.52	-6.16	14.32	69880.19	14.22
Total	21167.17	-6.52	9.83	237096.74	12.59
<b>RTK (in million)</b>					
Domestic	1456.31	-5.1	6.56	15970.33	10.38
Regional	27.34	3.28	9.4	287.78	11.82
International	1077.66	0.02	9	11437.93	12.02
Total	2561.31	-2.93	7.6	27696.04	11.07
<b>RTK - Cargo and Mail (in million)</b>					
Domestic	143.54	5.95	-5.13	1518.81	-1.59
Regional	2.44	1.25	-2.39	22.49	0.65
International	529.32	6.88	4.08	5311.9	9.7
Total	675.3	6.66	1.95	6853.21	6.95
<b>Passengers carried (in thousand)</b>					
Domestic	9787.34	-8.19	6.53	109770.56	10.41
Regional	214.33	3.55	8.63	2308.74	8.54
International	1423.97	-4.5	13.43	16288.12	16.51
Total	11425.64	-7.55	7.39	128367.41	11.11
<b>Cargo and mail carried (in thousand tonnes)</b>					
Domestic	89.43	5.01	-5.82	949.28	-0.73
Regional	2.1	2.28	-4.15	19.66	-1.43
International	60.75	5.78	4.88	606.39	10.37
Total	152.28	5.27	-1.8	1575.33	3.26

CAPACITY	Nov-18	M/M Chg	Y/Y Chg	YTD-18	Y/Y Chg
----------	--------	---------	---------	--------	---------

ASK (in million)

Domestic	18237.52	-3.24	11.31	197759.57	11.35
Regional	359.03	-3.8	13.01	4012.18	14.29
International	7677.56	-6.28	14.36	85408.39	13.94
Total	26274.11	-4.16	12.21	287180.14	12.15

ATK (in million)

Domestic	2086.54	-3.17	11.09	22457.26	10.79
Regional	41.35	-4.7	11.9	460.74	12.83
International	1504.81	-1.53	11.5	16088.89	12.44
Total	3632.71	-2.52	11.31	39006.9	11.48

ATK - Cargo and Mail (in million)

Domestic	445.17	-2.91	10.28	4658.9	8.67
Regional	9.04	-7.8	8.11	99.65	7.82
International	813.83	2.91	9.35	8402.14	11.09
Total	1268.04	0.7	9.66	13160.68	10.2

LOAD FACTORS	Nov-18	M/M Chg	Y/Y Chg	YTD-18	Y/Y Chg
--------------	--------	---------	---------	--------	---------

Passenger Load Factor (RPK/ASK)

Domestic	80.7	-3.11	-2.45	83.03	0.41
Regional	77.89	5.09	-1.61	75.32	-0.96
International	80.37	0.1	-0.03	81.82	0.2
Total	80.56	-2.04	-1.75	82.56	0.32

Cargo and Mail Load Factor

Domestic	32.24	2.7	-5.24	32.6	-3.4
Regional	26.98	2.41	-2.9	22.57	-1.61
International	65.04	2.42	-3.29	63.22	-0.8
Total	53.26	2.98	-4.03	52.07	-1.58

LOAD FACTORS	Nov-18	M/M Chg	Y/Y Chg	YTD-18	Y/Y Chg
Overall Load Factor (RTK/ATK)					
Domestic	69.8	-1.41	-2.97	71.11	-0.26
Regional	66.12	5.11	-1.51	62.46	-0.56
International	71.61	0.65	-1.7	71.09	-0.26
Total	70.51	-0.29	-2.43	71	-0.27

China Southern Airlines Company Limited

Note: This document has been distributed for information only. The statistics contained in this document has not been audited, and is subject to change without notice.