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**中国南方航空股份有限公司**  
**CHINA SOUTHERN AIRLINES COMPANY LIMITED**

*(a joint stock limited company incorporated in the People's Republic of China with limited liability)*  
(Stock Code: 1055)

## **ANNOUNCEMENT ON KEY OPERATING DATA**

This announcement is made regarding the operating data for August 2016 of the Group to be published on the Shanghai Stock Exchange.

The relevant key operating data was calculated based on the internal statistics of the Group, which may differ from the data disclosed in the relative periodic reports. Investors are hereby reminded of the risks which may result from inappropriate reliance upon or utilization of the relevant information.

This announcement is made regarding the operating data for August 2016 of China Southern Airlines Company Limited (the “**Company**”) and its subsidiaries (collectively, the “**Group**”) to be published on the Shanghai Stock Exchange.

In August 2016, passenger capacity (measured by available seat kilometres (“**ASK**”)) of the Group increased by 7.19% as compared to the same period last year (a year-on-year (“**YoY**”) basis). Of which, passenger capacity for domestic routes increased by 3.46%, passenger capacity on regional routes decreased by 12.09% and passenger capacity for international routes increased by 19.82%, respectively as compared to the same period last year. Compared to the same period last year, passenger traffic (measured by revenue passenger kilometres (“**RPK**”)) increased by 6.91%. Of which, passenger traffic for domestic routes increased by 4.80%, passenger traffic on regional routes decreased by 17.71% and passenger traffic on international routes increased by 14.69%, respectively as compared to the same period last year. The passenger load factor was 83.31%, representing a decrease of 0.21 percentage point as compared to the same period last year. Of which, the passenger load factor for domestic routes increased 1.07 percentage points, regional and international routes decreased by 5.17 percentage points and 3.70 percentage points as compared to the same period last year, respectively.

In terms of cargo operations, in August 2016, cargo capacity (measured by available tonne kilometers (“**ATK**”) - Cargo and Mail) decreased by 5.89% as compared to the same period last year, and cargo and mail traffic (measured by revenue tonne kilometres (“**RTK**”) - Cargo and Mail) decreased by 5.96% as compared to the same period last year. The cargo load factor was

50.92%, representing an decrease of 0.04 percentage point as compared to the same period last year.

In August 2016, the Group introduced four B737-800 aircraft, one A321 and one A320 aircraft, and disposed one B757-200. As of the end of August 2016, the Group operated a fleet of 697 aircraft.

#### KEY OPERATION DATA OF AUGUST 2016

| Capacity   | August 2016 |   |                   | Cumulative 2016 |                   |
|--|-------------|---|-------------------|-----------------|-------------------|
|  | Amount      | Month-on-Month<br>("MoM")<br>Change (%) | YoY<br>Change (%) | Amount          | YoY Change<br>(%) |
| <b>RPK (in million)</b>                            |             |   |                   |                 |                   |
| Domestic   | 14020.25    | 8.32                                    | 4.80              | 95523.90        | 1.67              |
| Regional   | 261.83      | 0.16                                    | -17.71            | 2196.73         | -7.57             |
| International                                      | 5318.82     | 4.56                                    | 14.69             | 38568.79        | 26.38             |
| Total  | 19600.90    | 7.16                                    | 6.91              | 136289.42       | 7.44              |
| <b>RTK (in million)</b>                            |             |   |                   |                 |                   |
| Domestic   | 1355.62     | 7.82                                    | 4.64              | 9490.11         | 1.75              |
| Regional   | 24.3        | -0.53                                   | -16.86            | 205.36          | -7.47             |
| International                                      | 789.59      | -3.15                                   | 2.73              | 6155.83         | 19.71             |
| Total  | 2169.5      | 3.46                                    | 3.64              | 15851.30        | 7.90              |
| <b>RTK - Cargo and Mail (in million)</b>           |             |   |                   |                 |                   |
| Domestic   | 145.09      | 9.37                                    | 4.54              | 1096.31         | 2.99              |
| Regional   | 1.84        | -4.13                                   | -5.46             | 13.51           | -5.32             |
| International                                      | 331.09      | -12.00                                  | -9.93             | 2779.75         | 12.67             |
| Total  | 478.02      | -6.42                                   | -5.96             | 3889.57         | 9.69              |
| <b>Passengers carried (in thousand)</b>            |             |   |                   |                 |                   |
| Domestic   | 9570.34     | 8.59                                    | 4.07              | 64898.67        | 0.57              |
| Regional   | 201.41      | 0.82                                    | -14.25            | 1644.83         | -5.11             |
| International                                      | 1273.72     | 2.47                                    | 12.02             | 9422.14         | 21.84             |
| Total  | 11045.47    | 7.70                                    | 4.51              | 75965.63        | 2.66              |
| <b>Cargo and mail carried (in thousand tonnes)</b> |             |   |                   |                 |                   |
| Domestic   | 88.05       | 7.64                                    | 4.13              | 675.24          | 2.42              |
| Regional   | 1.66        | -5.76                                   | -2.90             | 12.28           | -3.10             |
| International                                      | 38.21       | -11.34                                  | -8.85             | 319.13          | 11.15             |
| Total  | 127.93      | 0.99                                    | -0.21             | 1006.65         | 4.96              |

| Capacity                                 | August 2016 |                |                | Cumulative 2016 |                |
|--|-------------|----------------|----------------|-----------------|----------------|
|  | Amount      | MoM Change (%) | YoY Change (%) | Amount          | YoY Change (%) |
| <b>ASK (in million)</b>                  |             |                |                |                 |                |
| Domestic                                 | 16741.26    | 3.38           | 3.46           | 118691.18       | 2.65           |
| Regional                                 | 346.34      | -0.17          | -12.09         | 2953.03         | -7.67          |
| International                            | 6441.24     | 3.70           | 19.82          | 47529.72        | 27.58          |
| Total                                    | 23528.84    | 3.41           | 7.19           | 169173.93       | 8.39           |
| <b>ATK (in million)</b>                  |             |                |                |                 |                |
| Domestic                                 | 1896.81     | 3.22           | 1.25           | 13704.24        | 1.85           |
| Regional                                 | 39.74       | -0.31          | -14.11         | 346.83          | -7.52          |
| International                            | 1119.90     | -1.47          | 6.31           | 8946.32         | 22.64          |
| Total                                    | 3056.45     | 1.40           | 2.80           | 22997.39        | 8.86           |
| <b>ATK - Cargo and Mail (in million)</b> |             |                |                |                 |                |
| Domestic                                 | 390.10      | 2.60           | -6.49          | 3022.03         | -0.87          |
| Regional                                 | 8.57        | -0.84          | -20.75         | 81.06           | -7.03          |
| International                            | 540.19      | -6.48          | -5.17          | 4668.65         | 18.43          |
| Total                                    | 938.90      | -2.86          | -5.89          | 7771.74         | 9.81           |

| Load Factor                            | August 2016 |                               |                               | Cumulative 2016 |                               |
|--|-------------|-------------------------------|-------------------------------|-----------------|-------------------------------|
|  | Figure (%)  | MoM Change (Percentage Point) | YoY Change (Percentage Point) | Figure (%)      | YoY Change (Percentage Point) |
| <b>Passenger Load Factor (RPK/ASK)</b> |             |                               |                               |                 |                               |
| Domestic                               | 83.75       | 3.82                          | 1.07                          | 80.48           | -0.77                         |
| Regional                               | 75.60       | 0.25                          | -5.17                         | 74.39           | 0.08                          |
| International                          | 82.57       | 0.68                          | -3.70                         | 81.15           | -0.77                         |
| Total                                  | 83.31       | 2.92                          | -0.21                         | 80.56           | -0.71                         |
| <b>Cargo and Mail Load Factor</b>      |             |                               |                               |                 |                               |
| Domestic                               | 37.19       | 2.3                           | 3.93                          | 36.28           | 1.36                          |
| Regional                               | 21.45       | -0.74                         | 3.47                          | 16.67           | 0.30                          |
| International                          | 61.29       | -3.85                         | -3.24                         | 59.54           | -3.05                         |
| Total                                  | 50.92       | -1.94                         | -0.04                         | 50.05           | -0.05                         |
| <b>Overall Load Factor (RTK/ATK)</b>   |             |                               |                               |                 |                               |
| Domestic                               | 71.47       | 3.05                          | 2.32                          | 69.25           | -0.07                         |
| Regional                               | 61.14       | -0.14                         | -2.02                         | 59.21           | 0.03                          |
| International                          | 70.51       | -1.21                         | -2.45                         | 68.81           | -1.68                         |
| Total                                  | 70.98       | 1.41                          | 0.58                          | 68.93           | -0.62                         |

Notes:

1. “RPK(s)” refers to the number of revenue passengers carried multiplied by the kilometers flown;
2. “RTK(s)” refers to the revenue load (passenger and cargo) in tonnes multiplied by the kilometers flown;
3. “RTK(s) - Cargo and Mail” refers to the revenue cargo and mail load in tonnes multiplied by the kilometers flown;
4. “ASK(s)” refers to the number of seats available for sale multiplied by the kilometers flown;
5. “ATK(s)” refers to the number of tonnes of capacity available for transportation multiplied by the kilometers flown;
6. “ATK(s) - Cargo and Mail” refers to the number of tonnes of capacity available for the carriage of cargo and mail multiplied by the kilometers flown;
7. “Passenger Load Factor” refers to RPK expressed as a percentage of ASK;
8. “Cargo and Mail Load Factor” refers to RTK- Cargo and Mail expressed as a percentage of ATK - Cargo and Mail;
9. “Overall Load Factor” refers to RTK expressed as a percentage of ATK.

The key operating data above was calculated based on the internal statistics of the Group, which may differ from the data disclosed in the relative periodic reports. Investors are hereby reminded of the risks which may result from inappropriate reliance upon or utilization of the information given above.

By order of the Board  
**China Southern Airlines Company Limited**  
**Xie Bing**  
*Company Secretary*

Guangzhou, the People’s Republic of China  
14 September 2016

*As at the date of this announcement, the Directors include Wang Chang Shun, Yuan Xin An and Yang Li Hua as non-executive Directors, Tan Wan Geng, Zhang Zi Fang and Li Shao Bin as executive Directors; and Ning Xiang Dong, Liu Chang Le, Tan Jin Song, Guo Wei and Jiao Shu Ge as independent non-executive Directors.*