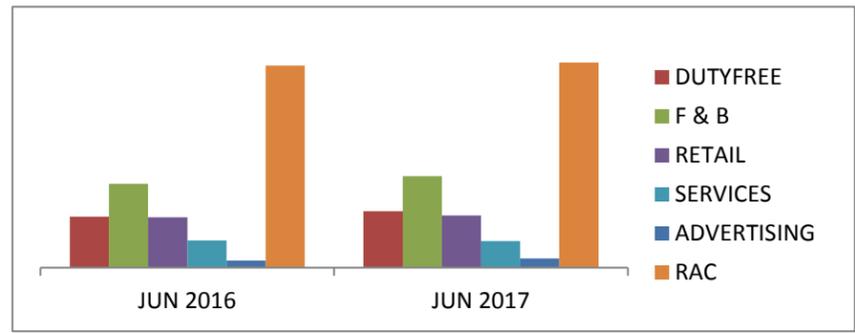


JUN 2017

CONCESSION	JUN 2016	JUN 2017	% CHANGE
DUTYFREE	\$17,461,813	\$19,375,301	11%
F & B	\$28,774,074	\$31,390,910	9%
RETAIL	\$17,329,308	\$17,955,806	4%
SERVICES	\$9,375,666	\$9,135,864	-3%
IN-TERMINAL CONC.	\$72,940,862	\$77,857,881	7%
ADVERTISING	\$2,432,861	\$3,131,444	29%
RAC	\$69,420,076	\$70,472,036	2%
OTHER CONC.	\$71,852,937	\$73,603,480	2%
TOTAL CONC.	\$144,793,799	\$151,461,361	5%



DUTY FREE	JUN 2016	JUN 2017	% CHANGE
T2	\$1,242,999	\$937,840	-25%
T3	\$39,271	\$61,153	56%
T4	\$400,351	\$531,484	33%
T5	\$456,757	\$54,140	-88%
T6	\$102,432	\$259,242	153%
T7	\$470,366	\$391,776	-17%
TBIT	\$14,749,637	\$17,139,666	16%
TOTAL	\$17,461,813	\$19,375,301	11%

ADVERTISING	JUN 2016	JUN 2017	% CHANGE
T1	\$164,530	\$191,015	16%
T2	\$40,303	\$237,173	488%
T3	\$271,551	\$372,654	37%
T4	\$412,045	\$520,966	26%
T5	\$318,044	\$140,603	-56%
T6	\$79,360	\$131,558	66%
T7	\$244,767	\$258,429	6%
T8	\$91,280	\$24,180	-74%
TBIT	\$810,981	\$1,254,865	55%
TOTAL	\$2,432,861	\$3,131,444	29%

F & B	JUN 2016	JUN 2017	% CHANGE
T1	\$2,995,842	\$3,631,561	21%
T2	\$2,097,506	\$3,168,638	51%
T3	\$2,400,025	\$1,958,437	-18%
T6	\$3,113,930	\$3,719,584	19%
TBIT	\$5,064,758	\$6,075,616	20%
TCM TERM.	\$15,672,062	\$18,553,837	18%
T4	\$4,486,179	\$4,507,540	0.5%
T5	\$4,604,606	\$4,439,406	-4%
T7	\$2,629,722	\$2,699,493	3%
T8	\$1,381,506	\$1,190,634	-14%
NON-TCM TERM.	\$13,102,012	\$12,837,073	-2%
TOTAL	\$28,774,074	\$31,390,910	9%

RAC	JUN 2016	JUN 2017	% CHANGE
LAX	\$69,420,076	\$70,472,036	2%
TOTAL	\$69,420,076	\$70,472,036	2%

RETAIL	JUN 2016	JUN 2017	% CHANGE
T1	\$1,416,079	\$1,155,306	-18%
T2	\$1,288,630	\$1,666,949	29%
T3	\$1,327,209	\$781,966	-41%
T6	\$1,572,760	\$1,614,381	3%
TBIT	\$6,705,985	\$7,351,193	10%
TCM TERM.	\$12,310,663	\$12,569,795	2%
T4	\$1,952,502	\$2,108,345	8%
T5	\$1,320,036	\$1,449,980	10%
T7	\$1,250,195	\$1,359,930	9%
T8	\$495,912	\$467,756	-6%
NON-TCM TERM.	\$5,018,645	\$5,386,011	7%
TOTAL	\$17,329,308	\$17,955,806	4%

Comments:
Overall, **Concession sales** are up 5% (\$6.67MM) YoY. When looking at **In-Terminal Concession sales** only (excluding Advertising and RAC), sales are up 7% (\$4.92MM) YoY, which is more than the 4% pax growth during the same period.

Duty Free sales are up 11% (\$1.91MM). In **T2**, sales drop from European pax due to stabilization of Euro to USD. Drop in Latina Americans from Aero Mexico, Volaris, due to flight movements as now they are bused to TBIT. In **T3, T4 and T6**, great performance across all categories due to increased flights as a result of the airline relocation. In **T5**, a decline in sales since international flights are virtually gone, dropping from 10 a week to 1 a week. Work in progress in product assortment changes. In **T7**, a decline in sales coming from Food, Cosmetics and Fragrance. In **TBIT**, a good growth in sales benefiting from overall airline relocation movement, positive trends on sales, transactions, spend.

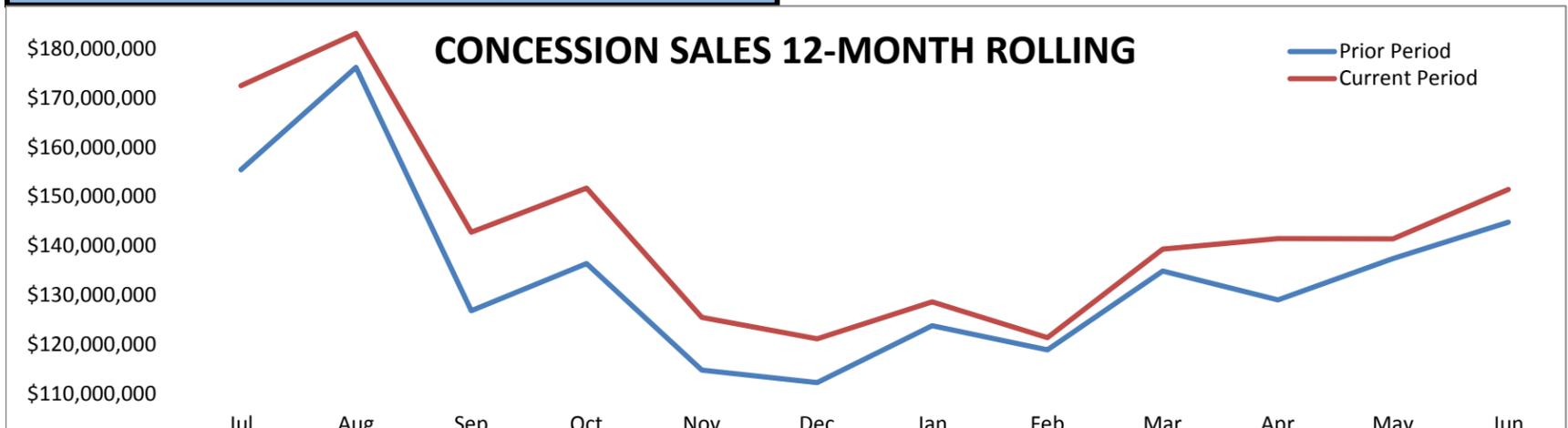
F&B overall sales are up 9% (\$2.62MM). Sales in **TCM terminals (1, 2, 3, 6, TBIT)** are up 18% (\$2.88MM), while enplanement in these terminals are up by 11%. Sales in **Non-TCM terminals (4, 5, 7, 8)** are up down 2% (\$265K), while enplanement in these terminals are down 5%.

Retail overall sales are up 4% (\$626K). **TCM terminals** sales grew by 2% (\$259K), while sales in **Non-TCM terminals** grew by 7% (\$367K). Sales from **Services** are down 3% (\$240K) YoY.

Advertising sales are up 29% (\$699K) due to huge increases in T2, T3, T4, T6, and TBIT.

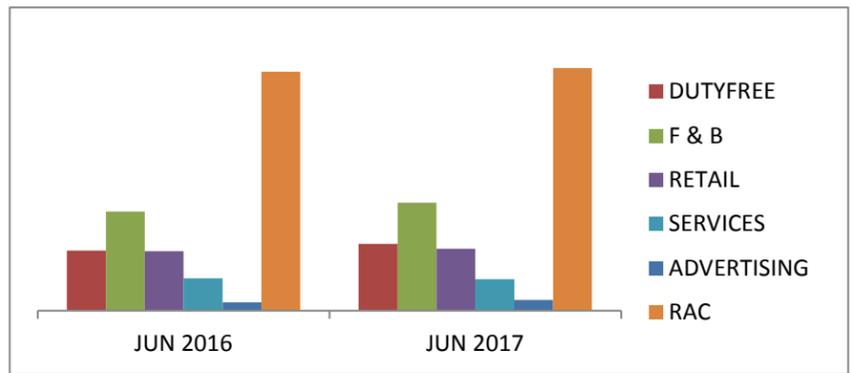
Lastly, sales from **RAC** are up by 2% (\$1.05MM) YoY.

SERVICES	JUN 2016	JUN 2017	% CHANGE
T1	\$67,157	\$81,542	21%
T2	\$1,463,725	\$1,284,857	-12%
T3	\$135,391	\$112,714	-17%
T4	\$682,134	\$965,378	42%
T5	\$876,960	\$391,443	-55%
T6	\$521,800	\$999,339	92%
T7	\$896,002	\$646,548	-28%
T8	\$40,015	\$42,224	6%
TBIT	\$4,692,482	\$4,611,821	-2%
TOTAL	\$9,375,666	\$9,135,864	-3%

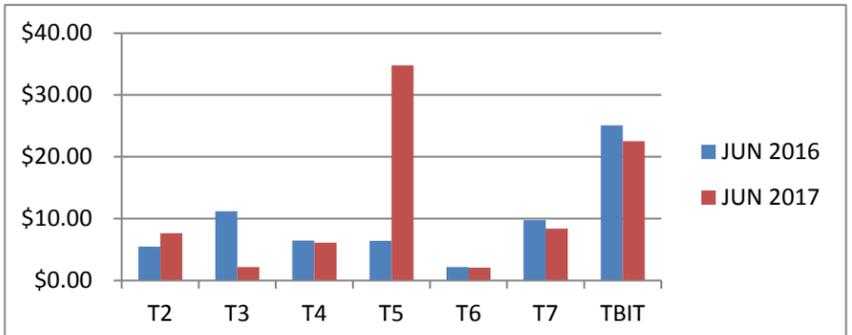


JUN 2017

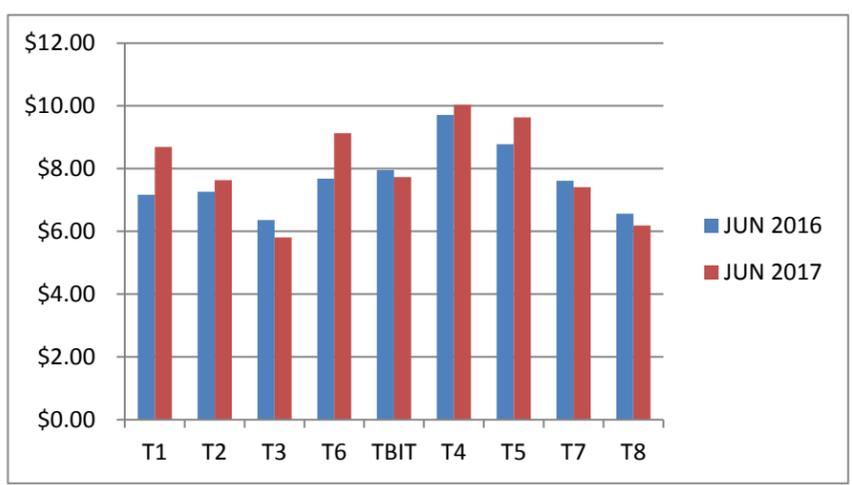
CONCESSION	JUN 2016	JUN 2017	% CHANGE
DUTYFREE*	\$16.40	\$16.35	-0.3%
F & B	\$7.84	\$8.20	4%
RETAIL	\$4.72	\$4.69	-1%
SERVICES	\$2.56	\$2.39	-7%
IN-TERMINAL CONC.	\$19.89	\$20.33	2%
ADVERTISING	\$0.66	\$0.82	23%
RAC	\$18.93	\$18.40	-3%
OTHER CONC.	\$19.59	\$19.22	-2%
TOTAL CONC.	\$39.48	\$39.55	0.2%



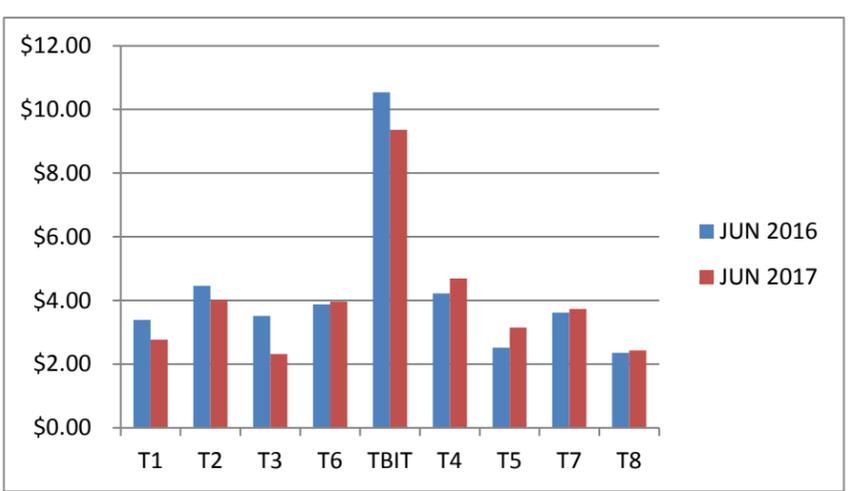
DUTY FREE*	JUN 2016	JUN 2017	% CHANGE
T2	\$5.47	\$7.65	40%
T3	\$11.22	\$2.17	-81%
T4	\$6.47	\$6.13	-5%
T5	\$6.43	\$34.79	441%
T6	\$2.19	\$2.08	-5%
T7	\$9.76	\$8.37	-14%
TBIT	\$25.08	\$22.56	-10%
TOTAL	\$16.40	\$16.35	-0.3%



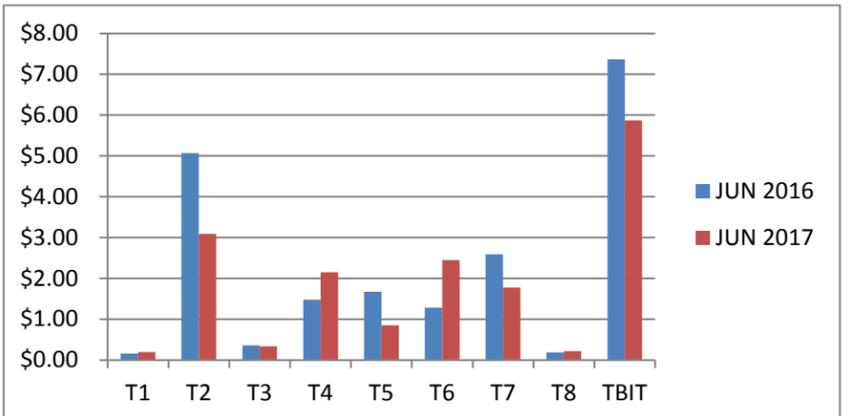
F & B	JUN 2016	JUN 2017	% CHANGE
T1	\$7.16	\$8.69	21%
T2	\$7.27	\$7.63	5%
T3	\$6.36	\$5.81	-9%
T6	\$7.68	\$9.13	19%
TBIT	\$7.96	\$7.74	-3%
TCM TERM.	\$7.37	\$7.85	7%
T4	\$9.71	\$10.03	3%
T5	\$8.78	\$9.64	10%
T7	\$7.61	\$7.41	-3%
T8	\$6.57	\$6.19	-6%
NON-TCM TERM.	\$8.50	\$8.75	3%
TOTAL	\$7.84	\$8.20	4%



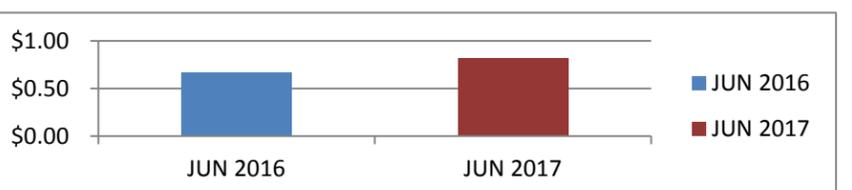
RETAIL	JUN 2016	JUN 2017	% CHANGE
T1	\$3.39	\$2.77	-18%
T2	\$4.46	\$4.02	-10%
T3	\$3.52	\$2.32	-34%
T6	\$3.88	\$3.96	2%
TBIT	\$10.54	\$9.36	-11%
TCM TERM.	\$5.79	\$5.32	-8%
T4	\$4.23	\$4.69	11%
T5	\$2.52	\$3.15	25%
T7	\$3.62	\$3.73	3%
T8	\$2.36	\$2.43	3%
NON-TCM TERM.	\$11.24	\$12.24	9%
TOTAL	\$4.72	\$4.69	-1%



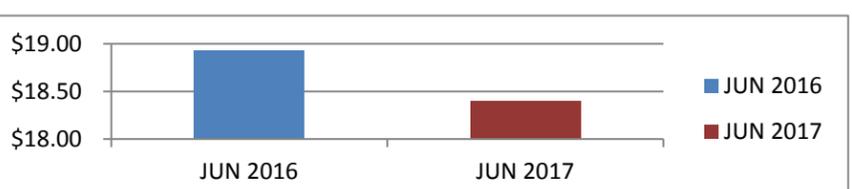
SERVICES	JUN 2016	JUN 2017	% CHANGE
T1	\$0.16	\$0.20	22%
T2	\$5.07	\$3.10	-39%
T3	\$0.36	\$0.33	-7%
T4	\$1.48	\$2.15	45%
T5	\$1.67	\$0.85	-49%
T6	\$1.29	\$2.45	91%
T7	\$2.59	\$1.78	-32%
T8	\$0.19	\$0.22	15%
TBIT	\$7.37	\$5.87	-20%
TOTAL	\$2.56	\$2.39	-7%



ADVERTISING	JUN 2016	JUN 2017	% CHANGE
ADVERTISING	\$0.66	\$0.82	23%



RAC	JUN 2016	JUN 2017	% CHANGE
RAC	\$18.93	\$18.40	-3%



* Duty Free Sales per Enplanement (SPE) is based on international enplaned pax only. Everything else uses all enplaned pax.