

FEBRUARY 2017 CONCESSION SALES

CONCESSION SALES

CONCESSION	FEB 2016 SALES	FEB 2017 SALES	% CHANGE
ADVERTISING	\$2,161,369	\$3,287,348	52%
DUTYFREE	\$16,929,888	\$17,609,906	4%
F & B	\$21,202,104	\$23,480,399	11%
RETAIL	\$12,913,934	\$13,451,189	4%
SERVICES	\$5,471,791	\$5,652,858	3%
RAC	\$60,261,415	\$57,924,189	-4%
TOTAL	\$118,940,500	\$121,405,888	2%

CONCESSION SALES / ENPLANEMENT

CONCESSION	FEB 2016 SALES/ENP	FEB 2017 SALES/ENP	% CHANGE
ADVERTISING	\$0.81	\$1.21	49%
DUTYFREE	\$6.38	\$6.49	2%
F & B	\$7.99	\$8.65	8%
RETAIL	\$4.87	\$4.95	2%
SERVICES	\$2.06	\$2.08	1%
RAC	\$22.72	\$21.33	-6%
TOTAL	\$44.83	\$44.72	-0%

CONCESSION SALES BY TERMINALS

ADVERTISING	FEB 2016 SALES	FEB 2017 SALES	% CHANGE
T1	\$117,388	\$122,769	5%
T2	\$44,396	\$125,904	184%
T3	\$270,814	\$139,836	-48%
T4	\$302,764	\$570,611	88%
T5	\$284,573	\$370,622	30%
T6	\$80,014	\$170,449	113%
T7	\$332,135	\$245,324	-26%
T8	\$51,204	\$71,091	39%
TBIT	\$678,081	\$1,470,741	117%
TOTAL	\$2,161,369	\$3,287,348	52%

DUTY FREE	FEB 2016 SALES	FEB 2017 SALES	% CHANGE
T2	\$986,071	\$1,044,683	6%
T3	\$30,986	\$38,088	23%
T4	\$222,459	\$453,190	104%
T5	\$588,039	\$393,397	-33%
T6	\$117,190	\$129,098	10%
T7	\$501,879	\$451,401	-10%
TBIT	\$14,483,264	\$15,100,047	4%
TOTAL	\$16,929,888	\$17,609,906	4%

F & B	FEB 2016 SALES	FEB 2017 SALES	% CHANGE
T1	\$2,494,147	\$3,188,667	28%
T2	\$1,480,182	\$1,823,604	23%
T3	\$1,972,896	\$2,059,571	4%
T4	\$3,257,115	\$1,538,042	-53%
T5	\$3,555,264	\$3,934,591	11%
T6	\$1,946,939	\$3,346,127	72%
T7	\$2,088,462	\$2,103,024	1%
T8	\$1,012,450	\$896,299	-11%
TBIT	\$3,363,331	\$4,590,475	36%
Theme Structure	\$31,318	\$0	-100%
TOTAL	\$21,202,104	\$23,480,399	11%

RETAIL	FEB 2016 SALES	FEB 2017 SALES	% CHANGE
T1	\$1,097,751	\$1,070,471	-2%
T2	\$818,025	\$964,741	18%
T3	\$955,246	\$978,323	2%
T4	\$1,450,123	\$1,492,786	3%
T5	\$1,014,304	\$1,150,570	13%
T6	\$1,201,091	\$1,304,034	9%
T7	\$973,035	\$928,624	-5%
T8	\$345,312	\$336,950	-2%
TBIT	\$5,059,047	\$5,224,689	3%
TOTAL	\$12,913,934	\$13,451,189	4%

SERVICES	FEB 2016 SALES	FEB 2017 SALES	% CHANGE
T1	\$40,352	\$48,082	19%
T2	\$572,425	\$734,348	28%
T3	\$98,665	\$69,032	-30%
T4	\$416,129	\$559,438	34%
T5	\$643,287	\$551,893	-14%
T6	\$426,059	\$641,479	51%
T7	\$511,981	\$424,292	-17%
T8	\$7,771	\$29,644	281%
TBIT	\$2,755,122	\$2,594,650	-6%
TOTAL	\$5,471,791	\$5,652,858	3%

RAC	FEB 2016 SALES	FEB 2017 SALES	% CHANGE
LAX	\$60,261,415	\$57,924,189	-4%
TOTAL	\$60,261,415	\$57,924,189	-4%

Comments:

Overall, **Concession sales** are up 2% (\$2.47M) YoY. When looking at In-Terminal Concession sales only (excluding RAC), sales are up 8% (\$4.80M). This growth in sales is inline with the 2% enplanement growth.

Advertising sales are up 52% (\$1.13M) due to iVisions, Bridge Media Brands, and additional inventory post construction.

Duty Free sales are up 4% (\$680K) compared to last year. **T2** sales are up due to increase in pax activities from Air Canada. **T3** sales are up due to an increase in assortment of Duty-Paid beauty items 100ml and under. **T4** sales are up due to new Hong Kong flights. **T5&T7** sales are down due to competition in Shanghai and value proposition by PRC customers. **T6** sales are up due to an increase in duty paid assortment. **TBIT** sales are up due to Chinese New Year traffic timing in Feb along with Las Vegas Magic Show convention.

F&B overall sales are up by 13% (\$3.22M). Sales in **Non-TCM terminals (4, 5, 7, 8)** increased 4% (\$536K). Sales in **TCM terminals (1, 2, 3, 6, TBIT)** are up 20% (\$2.68M).

Retail overall sales are up 4% (\$552K). In **Non-TCM terminals**, retail sales are up 4% (\$141K). **TCM terminals** sales are up 5% (411K).

Sales from **Services** are up 2% (\$186K).

RAC overall sales are down 2% (\$1.08M).

