

## CONCESSION GROSS SALES JULY 2019

CONCESSION	JULY 2019	JULY 2018	CHANGE
ADVERTISING	\$4,161,622	\$4,078,841	+2%
DUTYFREE	\$19,114,904	\$20,822,981	-8%
F&B	\$35,613,072	\$33,480,881	+6%
RETAIL	\$19,756,459	\$20,361,346	-3%
SERVICES	\$11,262,885	\$11,346,696	-1%
IN-TERMINAL CON.	\$89,908,941	\$90,090,744	-0.2%
RAC	\$86,347,821	\$88,912,848	-3%
OFF-TERMINAL CON.	\$86,347,821	\$88,912,848	-3%
TOTAL CONCESSION	\$176,256,762	\$179,003,592	-2%

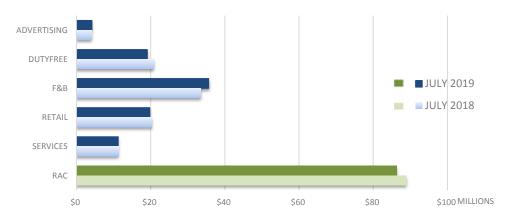
ADVERTISING	JULY 2019	JULY 2018	CHANGE
T1	\$329,765	\$207,083	+59%
T2	\$394,219	\$256,448	+54%
T3	\$378,098	\$459,707	-18%
T4	\$558,307	\$567,444	-2%
T5	\$252,142	\$217,286	+16%
T6	\$164,948	\$279,658	-41%
T7	\$385,610	\$255,800	+51%
T8	\$121,945	\$88,702	+37%
TBIT	\$1,576,588	\$1,746,714	-10%
TOTAL	\$4,161,622	\$4,078,841	+2%

<b>DUTY FREE</b>	JULY 2019	JULY 2018	CHANGE
T2	\$560,289	\$1,087,621	-48%
T3	\$45,657	\$68,140	-33%
T4 DUTY	\$542,395	\$599,357	-10%
T5 FREE	\$56,956	\$60,399	-6%
T6	\$327,190	\$346,252	-6%
T7	\$345,959	\$467,549	-26%
TBIT	\$17,236,457	\$18,193,663	-5%
TOTAL	\$19,114,904	\$20,822,981	-8%

F & B	JULY 2019	JULY 2018	CHANGE
T1	\$3,792,155	\$3,226,735	+18%
T2	\$3,341,858	\$3,116,533	+7%
T3	\$3,010,541	\$2,941,105	+2%
T6	\$3,799,003	\$3,828,410	-1%
TBIT	\$6,955,133	\$6,404,223	+9%
TCM TERM.	\$20,898,690	\$19,517,006	+7%
T4	\$4,716,450	\$4,429,004	+6%
T5	\$4,964,712	\$4,591,726	+8%
T7	\$3,745,756	\$3,635,233	+3%
T8	\$1,287,464	\$1,307,912	-2%
NON-TCM TERM.	\$14,714,382	\$13,963,875	+5%
TOTAL	\$35,613,072	\$33,480,881	+6%

RETAIL	JULY 2019	JULY 2018	CHANGE
T1	\$1,704,530	\$1,785,296	-5%
T2	\$1,876,619	\$1,657,539	+13%
T3	\$790,617	\$1,048,975	-25%
T6	\$1,657,880	\$1,725,934	-4%
TBIT	\$7,355,396	\$7,912,593	-7%
TCM TERM.	\$13,385,041	\$14,130,335	-5%
T4	\$2,325,462	\$2,230,359	+4%
T5	\$1,650,396	\$1,595,054	+3%
T7	\$1,984,877	\$1,950,421	+2%
T8	\$410,682	\$455,177	-10%
NON-TCM TERM.	\$6,371,417	\$6,231,010	+2%
TOTAL	\$19,756,459	\$20,361,346	-3%

SERVICES	JULY 2019	JULY 2018	CHANGE
T1	\$383,280	\$283,625	+35%
T2	\$1,506,687	\$1,486,626	+1%
T3	\$229,813	\$191,443	+20%
T4	\$1,266,390	\$1,163,043	+9%
T5	\$567,569	\$467,178	+21%
T6	\$781,235	\$817,910	-4%
T7	\$798,689	\$848,263	-6%
T8	\$35,786	\$49,626	-28%
TBIT	\$5,693,436	\$6,038,982	-6%
TOTAL	\$11,262,885	\$11,346,696	-1%



RAC	JULY 2019	JULY 2018	CHANGE
LAX	\$86,347,821	\$88,912,848	-3%
TOTAL	\$86,347,821	\$88,912,848	-3%

## **COMMENTS:**

Overall, Concession sales are down 2% (\$2.75m). In-Terminal Concession sales are down 0% (\$0.18m), which is less than the 1% enplaned passenger (PAX) growth during the same period.

Advertising sales are up 2% (\$83k).

Duty Free sales are down 8% (-\$1.71M) while Int'l PAX traffic has declined 3% YoY. Overall, T2, T3, T6 and T7 experienced less passenger activity of key groups that typically drive sales. TBIT continues to see softening in spend habits of key PRC customers, as well as flight cancellations.

F & B sales are up 6% (\$2.13m), which is more than the change in PAX of 0.6%. Sales in TCM terminals are up 7% (\$1.38m), while TCM terminals PAX are up 0.5%. Sales in Non-TCM terminals are up 5% (\$751k), while the PAX in Non-TCM terminals go up 1%.

Retail sales are down 3% (\$605k). TCM terminals sales are down 5% (\$745k) compared to the 2% increase in TCM terminals PAX numbers. The decline in T3 is due to closure of Hudson News. Sales in Non-TCM terminals grew 2% (\$140k), while PAX numbers in Non-TCM terminals are up 1%.

Gross sales from Services are down 1% (\$84k). This is primarily because the increase in Alclear (\$+561k) is unable to offset the decline from the others i.e. Lenlyn (-\$476k), Boingo (-\$82k), New Zoom (-\$48k), and Smarte Carte (-\$46k).

RAC sales are down 3% (\$2.57m). On the per PAX basis, it is down 3%.





## CONCESSION GROSS SALES PER ENPLANEMENT JULY 2019

Last Update: 09/19/19
Finance and Budget Division

TM									
CONCESSION	JULY 2019	JULY 2018	CHANGE		_				
ADVERTISING	\$1.02	\$1.01	+1%	ADVERTISING					
DUTYFREE <sup>1</sup>	\$11.15	\$12.07	-8%	DUTYFREE					
				DOTTINEE					
F&B	\$8.73	\$8.25	+6%	F&B		_			
RETAIL	\$4.84	\$5.02	-4%						■ JULY 2019
SERVICES	\$2.76	\$2.80	-1%	RETAIL					JULY 2018
IN-TERMINAL CON.	\$22.04	\$22.21	-1%	SERVICES					
RAC			-3%	02.111020					
	\$21.17	\$21.92		RAC					
OFF-TERMINAL CON.	\$21.17	\$21.92	-3%						
TOTAL CONCESSION	\$43.21	\$44.13	<b>-2</b> %	\$(	0 \$	5	\$10	\$15	\$20 \$25
ADVEDTICING	UUV 2010	UUV 2010	CHANCE		]				
ADVERTISING	JULY 2019	JULY 2018	CHANGE						
2411									■ JULY 2019
LAX	\$1.02	\$1.01	+1%	LAX					
LAX	<b>γ1.02</b>	\$1.01	+1/0						JULY 2018
TOTAL	\$1.02	\$1.01	+1%				1		
IOIAL	71.02	71.01	11/0	\$(	0.0 \$0.3	\$0.5	\$0.8	\$1.0	\$1.3 \$1.5
DUTY FREE <sup>1</sup>	JULY 2019	JULY 2018	CHANGE						
T2	\$5.04	\$8.50	-41%	T2					
			-63%	T3	_				
T3	\$0.88	\$2.35		T4					■ JULY 2019
T4	\$7.40	\$7.43	-0.4%	T5					
T5 DUTY FREE	\$0.11 <sup>2</sup>	\$0.12 <sup>2</sup>	-11%						JULY 2018
T6	\$2.44	\$2.43	+1%	Т6					
T7	\$6.94	\$7.76	-11%	T7					
TBIT	\$22.04	\$22.77	-3%	TBIT					
TOTAL	\$11.15	\$12.07	- <b>8%</b>		\$0	\$5	\$10	\$15	\$20 \$25
IUIAL	\$11.12	\$12.07	<b>-0</b> %	,	<del>,</del> O	70	Ų10	713	720 723
F & B	JULY 2019	JULY 2018	CHANGE						
T1	\$8.99	\$7.63	+18%	T1					
T2	\$7.40	\$7.89	-6%	T2					
T3	\$7.70	\$7.28	+6%	T3					■ JULY 2019
T6	\$9.37	\$9.09	+3%	Т6					JULY 2018
TBIT	\$8.60	\$7.77	+11%						
TCM TERM.	\$8.43	\$7.91	+7%	TBIT					
T4	\$9.98	\$9.84	+1%	T4	<u> </u>				
				T5					
T5	\$9.70	\$9.46	+3%						
T7	\$8.63	\$8.09	+7%	T7				_	
								_	
Т8	\$7.12	\$6.43	+11%	Т8					
T8 NON-TCM TERM.	\$7.12 <b>\$9.20</b>		+11% <b>+5%</b>		40 40	À 4	ác.		
NON-TCM TERM.	\$9.20	\$6.43 <b>\$8.79</b>	+5%		\$0 \$2	\$4	\$6	\$8 \$1	10 \$12 \$14
NON-TCM TERM. TOTAL	\$9.20 \$8.73	\$6.43 <b>\$8.79</b> <b>\$8.25</b>	+5% +6%		\$0 \$2	\$4	\$6	\$8 \$1	10 \$12 \$14
NON-TCM TERM.	\$9.20	\$6.43 <b>\$8.79</b>	+5%		\$0 \$2	\$4	\$6	\$8 \$2	10 \$12 \$14
NON-TCM TERM. TOTAL	\$9.20 \$8.73	\$6.43 <b>\$8.79</b> <b>\$8.25</b>	+5% +6%		\$0 \$2	\$4	\$6	\$8 \$2	10 \$12 \$14
NON-TCM TERM. TOTAL  RETAIL T1	\$9.20 \$8.73 JULY 2019 \$4.04	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22	+5% +6% CHANGE -4%	T1	\$0 \$2	\$4	\$6	\$8 \$2	10 \$12 \$14
NON-TCM TERM. TOTAL  RETAIL T1 T2	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20	+5% +6% CHANGE -4% -1%	T1 T2	\$0 \$2	\$4	\$6	\$8 \$:	10 \$12 \$14
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60	+5% +6% CHANGE -4% -1% -22%	T1	\$0 \$2	\$4	\$6	\$8 \$2	■JULY 2019
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10	+5% +6% CHANGE -4% -1% -22% -0.2%	T1 T2	\$0 \$2	\$4	\$6	\$8 \$:	
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60	+5% +6% CHANGE -4% -1% -22% -0.2% -5%	T1 T2 T3 T6	\$0 \$2	\$4	\$6	\$8 \$2	■JULY 2019
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10	+5% +6% CHANGE -4% -1% -22% -0.2%	T1 T2 T3 T6 TBIT	\$0 \$2	\$4	\$6	\$8 \$3	■JULY 2019
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60	+5% +6% CHANGE -4% -1% -22% -0.2% -5%	T1 T2 T3 T6	\$0 \$2	\$4	\$6	\$8 \$2	■JULY 2019
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95	+5% +6% CHANGE -4% -1% -22% -0.2% -5% -6% -1%	T1 T2 T3 T6 TBIT	\$0 \$2	\$4	\$6	\$8 \$3	■JULY 2019
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28	+5% +6% CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2%	T1 T2 T3 T6 TBIT T4 T5	\$0 \$2	\$4	\$6	\$8 \$2	■JULY 2019
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34	+5% +6% CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5%	T1 T2 T3 T6 TBIT T4 T5	\$0 \$2	\$4	\$6	\$8 \$2	■JULY 2019
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24	+5% +6% CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1%	T1 T2 T3 T6 TBIT T4 T5	\$0 \$2	\$4	\$6	\$8 \$2	■JULY 2019
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM.	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92	+5% +6% CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2%	T1 T2 T3 T6 TBIT T4 T5 T7			-		■ JULY 2019 ■ JULY 2018
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24	+5% +6% CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1%	T1 T2 T3 T6 TBIT T4 T5 T7	\$0 \$2	\$4	\$6	\$8 \$2	■JULY 2019
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02	+5% +6% CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2%	T1 T2 T3 T6 TBIT T4 T5 T7			-		■ JULY 2019 ■ JULY 2018
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE	T1 T2 T3 T6 TBIT T4 T5 T7			-		■ JULY 2019 ■ JULY 2018
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02 JULY 2018 \$0.67	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE +36%	T1 T2 T3 T6 TBIT T4 T5 T7 T8			-		■ JULY 2019 ■ JULY 2018
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91 \$3.34	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02 JULY 2018 \$0.67 \$3.76	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE +36% -11%	T1 T2 T3 T6 TBIT T4 T5 T7 T8			-		■ JULY 2019 ■ JULY 2018
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02 JULY 2018 \$0.67	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE +36%	T1 T2 T3 T6 TBIT T4 T5 T7 T8  T1 T2 T3			-		■ JULY 2019 ■ JULY 2018
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91 \$3.34 \$0.59	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02 JULY 2018 \$0.67 \$3.76 \$0.47	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE +36% -11% +24%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T1 T2 T3 T4			-		JULY 2019 JULY 2018  \$10 \$12
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91 \$3.34 \$0.59 \$2.68	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02 JULY 2018 \$0.67 \$3.76 \$0.47 \$2.58	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE +36% -11% +24% +4%	T1 T2 T3 T6 TBIT T4 T5 T7 T8  T1 T2 T3			-		■ JULY 2019 ■ JULY 2018
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91 \$3.34 \$0.59 \$2.68 \$1.11	\$6.43 \$8.79 \$8.25  JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02  JULY 2018 \$0.67 \$3.76 \$0.47 \$2.58 \$0.96	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE +36% -11% +24% +4% +15%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T1 T2 T3 T4			-		JULY 2019 JULY 2018  \$10 \$12
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T7 T8 T1 T2 T3 T4 T5 T6	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91 \$3.34 \$0.59 \$2.68 \$1.11 \$1.93	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02 JULY 2018 \$0.67 \$3.76 \$0.47 \$2.58 \$0.96 \$1.94	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% +2% +1% +2% -4%  CHANGE +36% -11% +24% +4% +15% -1%	T1 T2 T3 T6 TBIT T4 T5 T7 T8  T1 T2 T3 T4 T5 T7			-		JULY 2019 JULY 2018 \$10 \$12
NON-TCM TERM.  TOTAL  RETAIL  T1  T2  T3  T6  TBIT  TCM TERM.  T4  T5  T7  T8  NON-TCM TERM.  TOTAL  SERVICES  T1  T2  T3  T4  T5  T6  T7	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91 \$3.34 \$0.59 \$2.68 \$1.11 \$1.93 \$1.84	\$6.43 \$8.79 \$8.25  JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02  JULY 2018 \$0.67 \$3.76 \$0.47 \$2.58 \$0.96 \$1.94 \$1.89	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE +36% -11% +24% +4% +15% -1% -2%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T6 T5 T7			-		JULY 2019 JULY 2018 \$10 \$12
NON-TCM TERM. TOTAL  RETAIL  T1  T2  T3  T6  TBIT  TCM TERM.  T4  T5  T7  T8  NON-TCM TERM.  TOTAL  SERVICES  T1  T2  T3  T4  T5  T6  T7  T8	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91 \$3.34 \$0.59 \$2.68 \$1.11 \$1.93 \$1.84 \$0.20	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02 JULY 2018 \$0.67 \$3.76 \$0.47 \$2.58 \$0.96 \$1.94 \$1.89 \$0.24	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE +36% -11% +24% +4% +15% -1% -2% -19%	T1 T2 T3 T6 TBIT T4 T5 T7 T8  T1 T2 T3 T4 T5 T6 T7 T8			-		JULY 2019 JULY 2018 \$10 \$12
NON-TCM TERM.  TOTAL  RETAIL  T1  T2  T3  T6  TBIT  TCM TERM.  T4  T5  T7  T8  NON-TCM TERM.  TOTAL  SERVICES  T1  T2  T3  T4  T5  T6  T7	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91 \$3.34 \$0.59 \$2.68 \$1.11 \$1.93 \$1.84	\$6.43 \$8.79 \$8.25  JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02  JULY 2018 \$0.67 \$3.76 \$0.47 \$2.58 \$0.96 \$1.94 \$1.89	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE +36% -11% +24% +4% +15% -1% -2%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT	\$0 \$2	\$4	\$6		JULY 2019 JULY 2018  \$10 \$12
NON-TCM TERM. TOTAL  RETAIL  T1  T2  T3  T6  TBIT  TCM TERM.  T4  T5  T7  T8  NON-TCM TERM.  TOTAL  SERVICES  T1  T2  T3  T4  T5  T6  T7  T8	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91 \$3.34 \$0.59 \$2.68 \$1.11 \$1.93 \$1.84 \$0.20	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02 JULY 2018 \$0.67 \$3.76 \$0.47 \$2.58 \$0.96 \$1.94 \$1.89 \$0.24	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE +36% -11% +24% +4% +15% -1% -2% -19%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT			-		JULY 2019 JULY 2018 \$10 \$12
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T6 T7 T8 TBIT TTCM TTCM TERM. TOTAL  TOTAL	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91 \$3.34 \$0.59 \$2.68 \$1.11 \$1.93 \$1.84 \$0.20 \$7.04 \$2.76	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02 JULY 2018 \$0.67 \$3.76 \$0.47 \$2.58 \$0.96 \$1.94 \$1.89 \$0.24 \$7.33 \$2.80	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE +36% -11% +24% +4% +15% -1% -2% -19% -4% -4% -1%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT	\$0 \$2	\$4	\$6		JULY 2019 JULY 2018  \$10 \$12
NON-TCM TERM.  TOTAL  RETAIL  T1  T2  T3  T6  TBIT  TCM TERM.  T4  T5  T7  T8  NON-TCM TERM.  TOTAL  SERVICES  T1  T2  T3  T4  T5  T6  T7  T8  T1  T2  T3  T4  T5  T6  T7  T8  T8  TBIT	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91 \$3.34 \$0.59 \$2.68 \$1.11 \$1.93 \$1.84 \$0.20 \$7.04	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02 JULY 2018 \$0.67 \$3.76 \$0.47 \$2.58 \$0.96 \$1.94 \$1.89 \$0.24 \$7.33	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE +36% -11% +24% +4% +15% -1% -2% -19% -4%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT	\$0 \$2	\$4	\$6		JULY 2019 JULY 2018  \$10 \$12
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T6 T7 T8 T8 T1 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT TOTAL	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91 \$3.34 \$0.59 \$2.68 \$1.11 \$1.93 \$1.84 \$0.20 \$7.04 \$2.76	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02 JULY 2018 \$0.67 \$3.76 \$0.47 \$2.58 \$0.96 \$1.94 \$1.89 \$0.24 \$7.33 \$2.80	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE +36% -11% +24% +4% +15% -1% -2% -19% -4% -4% -1%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT	\$0 \$2	\$4	\$6		JULY 2019 JULY 2018  \$10 \$12  JULY 2019 JULY 2018  \$6 \$8
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T6 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8 TBIT TCM TERM. TOTAL  RAC	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91 \$3.34 \$0.59 \$2.68 \$1.11 \$1.93 \$1.84 \$0.20 \$7.04 \$2.76	\$6.43 \$8.79 \$8.25  JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02  JULY 2018 \$0.67 \$3.76 \$0.47 \$2.58 \$0.96 \$1.94 \$1.89 \$0.24 \$7.33 \$2.80  JULY 2018	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE +36% -11% +24% +4% -15% -1% -2% -19% -4% -1%  CHANGE	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT	\$0 \$2	\$4	\$6		JULY 2019 JULY 2019 JULY 2019 JULY 2018  \$6 \$8
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T6 T7 T8 TBIT TCM TERM. TOTAL  RAC	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91 \$3.34 \$0.59 \$2.68 \$1.11 \$1.93 \$1.84 \$0.20 \$7.04 \$2.76	\$6.43 \$8.79 \$8.25 JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02 JULY 2018 \$0.67 \$3.76 \$0.47 \$2.58 \$0.96 \$1.94 \$1.89 \$0.24 \$7.33 \$2.80	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE +36% -11% +24% +4% +15% -1% -2% -19% -4% -4% -1%	T1 T2 T3 T6 TBIT T4 T5 T7 T8  T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT T4 T5 T6 T7 T8	\$0 \$2	\$4	\$6		JULY 2019 JULY 2018  \$10 \$12  JULY 2019 JULY 2018  \$6 \$8
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T6 T7 T8 TBIT TCM TERM. TOTAL  RAC	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91 \$3.34 \$0.59 \$2.68 \$1.11 \$1.93 \$1.84 \$0.20 \$7.04 \$2.76	\$6.43 \$8.79 \$8.25  JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02  JULY 2018 \$0.67 \$3.76 \$0.47 \$2.58 \$0.96 \$1.94 \$1.89 \$0.24 \$7.33 \$2.80  JULY 2018	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE +36% -11% +24% +4% -15% -1% -2% -19% -4% -1%  CHANGE	T1 T2 T3 T6 TBIT T4 T5 T7 T8  T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT T4 T5 T6 T7 T8	\$0 \$2	\$4	\$6		JULY 2019 JULY 2019 JULY 2019 JULY 2018  \$6 \$8
NON-TCM TERM. TOTAL  RETAIL  T1  T2  T3  T6  TBIT TCM TERM.  T4  T5  T7  T8  NON-TCM TERM.  TOTAL  SERVICES  T1  T2  T3  T4  T5  T6  T7  T8  TBIT  TOTAL  RAC  LAX	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91 \$3.34 \$0.59 \$2.68 \$1.11 \$1.93 \$1.84 \$0.20 \$7.04 \$2.76 JULY 2019	\$6.43 \$8.79 \$8.25  JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02  JULY 2018  \$0.67 \$3.76 \$0.47 \$2.58 \$0.96 \$1.94 \$1.89 \$0.24 \$7.33 \$2.80  JULY 2018	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE +36% -11% +24% +4% -15% -1% -2% -19% -4% -1%  CHANGE -3%	T1 T2 T3 T6 TBIT T4 T5 T7 T8  T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT T4 T5 T6 T7 T8	\$0 \$2	\$4	\$6		JULY 2019 JULY 2019 JULY 2019 JULY 2018  \$6 \$8
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T6 T7 T8 TBIT TCM TERM. TOTAL  RAC	\$9.20 \$8.73 JULY 2019 \$4.04 \$4.16 \$2.02 \$4.09 \$9.09 \$5.40 \$4.92 \$3.22 \$4.57 \$2.27 \$3.98 \$4.84 JULY 2019 \$0.91 \$3.34 \$0.59 \$2.68 \$1.11 \$1.93 \$1.84 \$0.20 \$7.04 \$2.76	\$6.43 \$8.79 \$8.25  JULY 2018 \$4.22 \$4.20 \$2.60 \$4.10 \$9.60 \$5.73 \$4.95 \$3.28 \$4.34 \$2.24 \$3.92 \$5.02  JULY 2018 \$0.67 \$3.76 \$0.47 \$2.58 \$0.96 \$1.94 \$1.89 \$0.24 \$7.33 \$2.80  JULY 2018	+5% +6%  CHANGE -4% -1% -22% -0.2% -5% -6% -1% -2% +5% +1% +2% -4%  CHANGE +36% -11% +24% +4% -15% -1% -2% -19% -4% -1%  CHANGE	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8 TBIT T4 T5 T6 T7 T8 TBIT	\$0 \$2	\$4	\$6		JULY 2019 JULY 2019 JULY 2019 JULY 2018  \$6 \$8

<sup>1</sup> Duty Free sales per enplanement (SPE) is based on international enplaned passengers (PAX), while all the others are based on all enplaned PAX.

<sup>2</sup> With the one exception being Duty Free SPE in T5 in which the all enplaned PAX numbers are used as the denominator instead of the international enplaned PAX numbers.