

## CONCESSION GROSS SALES AUGUST 2020



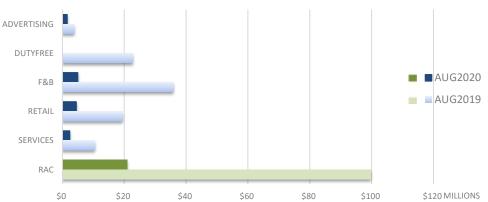
CONCESSION	AUGUST 2020	AUGUST 2019	CHANGE
ADVERTISING	\$1,539,643	\$3,804,084	-59.5%
DUTYFREE	\$0	\$22,701,965	-100.0%
F&B	\$4,955,958	\$35,818,954	-86.2%
RETAIL	\$4,483,117	\$19,428,206	-76.9%
SERVICES	\$2,370,525	\$10,398,020	-77.2%
IN-TERMINAL CON.	\$13,349,243	\$92,151,229	-85.5%
RAC	\$20,987,618	\$99,742,614	-79.0%
OFF-TERMINAL CON.	\$20,987,618	\$99,742,614	-79.0%
TOTAL CONCESSION	\$34,336,861	\$191,893,843	- <b>82.1%</b>

ADVERTISING	AUGUST 2020	AUGUST 2019	CHANGE
T1	\$96,427	\$307,707	-68.7%
Т2	\$211,056	\$299,812	-29.6%
Т3	\$92,776	\$319,610	-71.0%
T4	\$235,488	\$554,670	-57.5%
T5	\$143,793	\$284,988	-49.5%
т6	\$29,605	\$142,492	-79.2%
Т7	\$107,079	\$354,960	-69.8%
Т8	\$7,324	\$97,686	-92.5%
TBIT	\$616,095	\$1,442,158	-57.3%
TOTAL	\$1,539,643	\$3,804,084	-59.5%

DUTY FREE	AUGUST 2020	AUGUST 2019	CHANGE
T2	\$0	\$578,627	-100.0%
Т3	\$0	\$0	-100.0%
T4 DUTY	\$0	\$660,925	-100.0%
T5 FREE	\$0	\$65,510	-100.0%
Т6	\$0	\$374,523	-100.0%
Т7	\$0	\$439,223	-100.0%
TBIT	\$0	\$20,583,157	-100.0%
TOTAL	\$0	\$22,701,965	-100.0%

F & B	AUGUST 2020	AUGUST 2019	CHANGE
T1	\$740,484	\$3,702,647	-80.0%
T2	\$865,157	\$3,270,585	-73.5%
Т3	\$0	\$2,952,259	-100.0%
Т6	\$553,122	\$3,742,155	-85.2%
TBIT	\$529,850	\$8,199,933	-93.5%
TCM TERM.	\$2,688,614	\$21,867,578	-87.7%
T4	\$844,168	\$4,460,687	-81.1%
Т5	\$912,957	\$4,761,557	-80.8%
Т7	\$510,218	\$3,584,112	-85.8%
Т8	\$0	\$1,145,020	-100.0%
NON-TCM TERM.	\$2,267,344	\$13,951,376	-83.7%
TOTAL	\$4,955,958	\$35,818,954	-86.2%

RETAIL	AUGUST 2020	AUGUST 2019	CHANGE
T1	\$637,089	\$1,456,123	-56.2%
T2	\$784,914	\$1,752,019	-55.2%
Т3	\$0	\$781,151	-100.0%
Т6	\$289,437	\$1,741,879	-83.4%
TBIT	\$690,408	\$7,523,948	-90.8%
TCM TE <mark>RM.</mark>	\$2,401,849	\$13,255,120	-81.9%
T4	\$778,964	\$2,310,205	-66.3%
T5	\$681,928	\$1,563,957	-56.4%
Т7	\$617,596	\$1,928,029	-68.0%
Т8	\$0	\$370,895	-100.0%
NON-TCM TERM.	\$2,078,487	\$6,173,086	-66.3%
TOTAL	\$4,480,336	\$19,428,206	- <b>76.9%</b>



RAC	AUGUST 2020	AUGUST 2019	CHANGE
	\$20,987,618	\$99,742,614	-79.0%
TOTAL	\$20,987,618	\$99,742,614	-79.0%

## COMMENTS:

Overall, Concession sales are down 82.1% (\$157.56m). In-Terminal Concession sales are down 85.5% (\$78.8m), compared to the 78.2% enplaned passenger (PAX) decline during the same period.

Advertising sales are down 59.5% (\$2.26m).

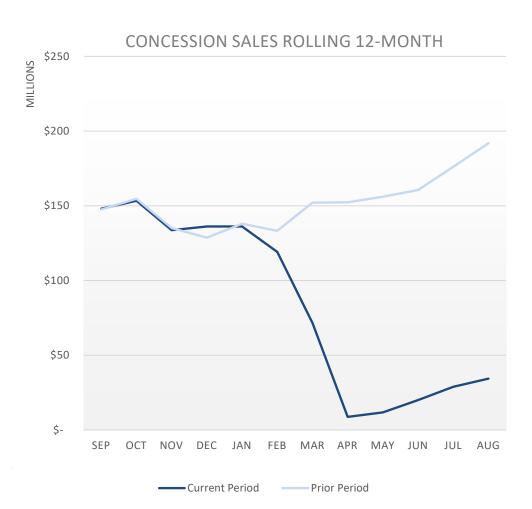
Duty Free sales are down 100% (\$22.7m). All the Duty-Free stores are closed as the Int' PAX numbers are down 90.2% YoY due to impact of COVID-19.

F & B sales are down 86.2% (\$30.86m), which is worse than the decrease in PAX of 78.2%. Sales in TCM terminals are down 87.7% (\$19.18m), while TCM terminals PAX are down 82%. Sales in Non-TCM terminals are down 83.7% (\$11.68m), while the PAX in Non-TCM terminals are down 72.4%.

Retail sales are down 76.9% (\$14.95m). TCM terminals sales are down 81.9% (\$10.85m) compared to the 82% decrease in TCM terminals PAX numbers. Sales in Non-TCM terminals are down 66.3% (\$4.09m), while PAX numbers in Non-TCM terminals are down 72.4%.

Gross sales from Services are down 77.2% (\$8.03m).

RAC sales are down 79% (\$78.75m).



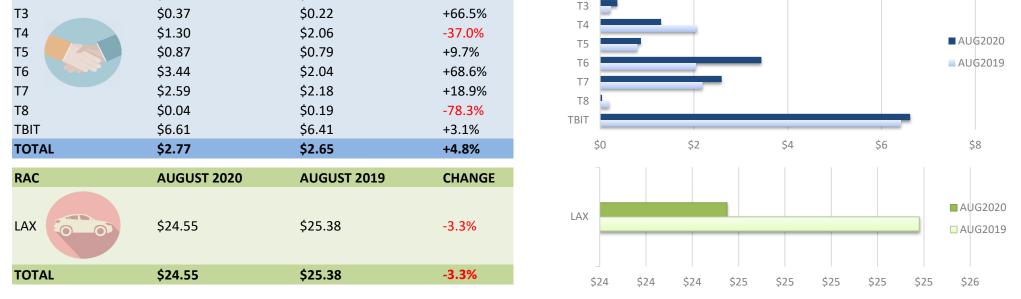
SERVICES	AUGUST 2020	AUGUST 2019	CHANGE
T1	\$283,440	\$382,540	-25.9%
Т2	\$692,648	\$1,813,102	-61.8%
Т3	\$7,818	\$82,819	-90.6%
T4	\$188,765	\$945,790	-80.0%
T5	\$132,623	\$388,676	-65.9%
т6	\$228,217	\$813,831	-72.0%
Т7	\$300,518	\$909,082	-66.9%
Т8	\$371	\$31,352	-98.8%
TBIT	\$536,127	\$5,030,828	-89.3%
TOTAL	\$2,370,525	\$10,398,020	-77.2%



## **CONCESSION GROSS SALES PER ENPLANEMENT AUGUST 2020**



CONCESSION	AUGUST 2020	AUGUST 2019	CHANGE			I		
DVERTISING	\$1.80	\$0.97	+86.1%	ADVERTISING				
JTYFREE <sup>1</sup>	\$0.00	\$13.77	-100.0%	DUTYFREE				
kВ	\$5.80	\$9.11	-36.4%	F&B		_	_	
ETAIL	\$5.24	\$4.94	+6.1%		_	_		
ERVICES	\$2.77	\$2.65	+4.8%	RETAIL				
N-TERMINAL CON.	\$15.62	\$23.45	-33.4%	SERVICES				
AC	\$24.55	\$25.38	-3.3%	RAC				
OFF-TERMINAL CON.	\$24.55	\$25.38	-3.3%					
DTAL CONCESSION	\$40.17	\$48.83	-17.7%	\$0	\$5	\$10	\$15	
VERTISING	AUGUST 2020	AUGUST 2019	CHANGE					
	\$1.80	\$0.97	+86.1%	LAX			_	
OTAL	\$1.80	\$0.97	+86.1%	\$0.0	\$0.5		\$1.0	
ITY FREE <sup>1</sup>	AUGUST 2020	AUGUST 2019	CHANGE	ţ.	ý ö tö		÷ 210	
2	\$0.00	\$6.27	-100.0%	Т2				
	\$0.00	\$0.00	-100.0%	Т3				
	\$0.00	\$8.48	-100.0%	T4		-		
DUTY FREE	\$0.00 <sup>2</sup>	\$0.13 <sup>2</sup>	-100.0%	T5				
	\$0.00	\$2.80	-100.0%	T6	-			
	\$0.00	\$10.36	-100.0%	T7				
IT	\$0.00	\$27.18	-100.0%	ТВІТ				_
TAL	\$0.00	\$13.77	-100.0%	\$0	\$5	\$10	\$15	
В	AUGUST 2020	AUGUST 2019	CHANGE	I				
	\$5.94	\$9.11	-34.8%	T1				
	\$6.25	\$7.52	-16.9%	T2				
	\$0.00	\$7.88	-100.0%	Т3				
	\$8.33	\$9.37	-11.1%	Т6				_
Т	\$6.53	\$10.45	-37.5%	твіт				
M TERM.	\$6.22	\$9.11	-31.7%	Т4				
	\$5.80	\$9.72	-40.3%	т5				
7	\$5.98	\$9.71	-38.3%					
	\$4.40	\$8.60	-48.8%	Τ7				
DN-TCM TERM.	\$0.00 <b>\$5.36</b>	\$7.01 <b>\$9.12</b>	-100.0%	Т8				
ON-TOWITERIM.	\$5.80	\$9.12 \$9.11	-41.2% -36.4%	\$0	\$2	\$4	\$6	ç
TAIL	AUGUST 2020	AUGUST 2019	CHANGE					
TAIL	\$5.11	\$3.58	+42.6%	T1		_		
	\$5.67	\$4.03	+40.8%	Т2		-		
<u>2</u> }	\$0.00	\$2.08	-100.0%	Т3				
	\$4.36	\$4.36	-0.1%		_			
п	\$8.51	\$9.59	-11.2%	Т6				
M TERM.	\$5.56	\$5.52	+0.7%	TBIT				
	\$5.35	\$5.03	+6.4%	Τ4			•	
	\$4.47	\$3.19	+40.2%	Т5				
	\$5.33	\$4.62	+15.3%	Т7				
	\$0.00	\$2.27	-100.0%	Т8				
N-TCM TERM.	\$4.92	\$4.04	+21.8%		40			
TAL	\$5.24	\$4.94	+6.0%	\$0	\$2	\$4	\$6	
RVICES	AUGUST 2020	AUGUST 2019	CHANGE	L				
	\$2.27	\$0.94	+141.5%	T1	_			
	\$5.00	\$4.17	+20.0%	T2			_	_
2	40.07	40.00		Т3				



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

2 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.