

CONCESSION GROSS SALES APRIL 2018

CONCESSION	APRIL 2017	APRIL 2018	CHANGE
DUTYFREE	\$15,298,807	\$18,612,714	+22%
F & B	\$28,378,057	\$29,418,749	+4%
RETAIL	\$15,839,541	\$17,001,848	+7%
SERVICES	\$8,032,681	\$9,888,953	+23%
IN-TERMINAL CONC.	\$67,549,085	\$74,922,264	+11%
ADVERTISING	\$2,695,455	\$3,283,280	+22%
RAC	\$71,393,409	\$69,886,361	-2%
OTHER CONC.	\$74,088,864	\$73,169,641	-1%
TOTAL CONC.	\$141,637,949	\$148,091,905	+5%



DUTY FREE	APRIL 2017	APRIL 2018	CHANGE
T2	\$1,179,816	\$892,153	-24%
T3	\$36,122	\$75,954	+110%
T4	\$428,033	\$467,076	+9%
T5 DUTY FREE	\$345,279	\$55,273	-84%
T6	\$113,947	\$266,494	+134%
T7	\$331,514	\$343,171	+4%
TBIT	\$12,864,096	\$16,512,593	+28%
TOTAL	\$15,298,807	\$18,612,714	+22%
IOIAL	\$13,230,00 <i>1</i>	\$10,012,714	TZZ/0

ADVERTISING	APRIL 2017	APRIL 2018	CHANGE
T1	\$128,336	\$246,422	+92%
T2	\$111,746	\$204,585	+83%
T3	\$122,174	\$338,800	+177%
T4	\$471,910	\$401,423	-15%
T5	\$347,610	\$285,200	-18%
T6	\$207,771	\$128,797	-38%
T7	\$191,017	\$262,328	+37%
T8	\$82,898	\$89,733	+8%
TBIT	\$1,031,994	\$1,325,989	+28%
TOTAL	\$2,695,455	\$3,283,280	+22%

F&B	APRIL 2017	APRIL 2018	CHANGE
T1	\$3,781,375	\$3,307,467	-13%
T2	\$2,042,738	\$2,713,259	+33%
T3	\$2,164,946	\$2,837,377	+31%
T6	\$3,537,431	\$3,464,601	-2%
TBIT	\$4,664,662	\$5,228,142	+12%
TCM TERM.	\$16,191,153	\$17,550,846	+8%
T4	\$3,957,955	\$4,045,239	+2%
T5	\$4,570,951	\$3,890,192	-15%
T7	\$2,628,976	\$2,937,420	+12%
T8	\$1,029,022	\$995,051	-3%
NON-TCM TERM.	\$12,186,903	\$11,867,903	-3%
TOTAL	\$28,378,056	\$29,418,749	+4%

RAC	APRIL 2017	APRIL 2018	CHANGE
LAX	\$71,393,409	\$69,886,361	-2%
TOTAL	\$71,393,409	\$69,886,361	-2%

IOIAL	320,370,030	323,410,743	⊤≒ /0
RETAIL	APRIL 2017	APRIL 2018	CHANGE
T1	\$1,197,456	\$1,353,759	+13%
T2	\$1,234,586	\$1,515,560	+23%
T3	\$1,165,743	\$953,776	-18%
T6	\$1,415,418	\$1,449,149	+2%
TBIT	\$5,984,376	\$6,772,939	+13%
TCM TERM.	\$10,997,580	\$12,045,183	+10%
T4	\$1,811,413	\$1,903,652	+5%
T5	\$1,413,063	\$1,312,432	-7%
T7	\$1,226,717	\$1,365,234	+11%
Т8	\$390,768	\$375,347	-4%

\$4,956,665

\$17,001,848

\$9,888,953

\$4,841,961

\$15,839,541

\$8,032,680

NON-TCM TERM.

TOTAL

TOTAL

COMMENTS:

sales/epax).

+2%

+7%

+23%

enplaned passenger (epax) growth during the same period.

Duty Free sales are up 22% (\$3.31m). The major growth driver is from TBIT, which has seen a strong growth in international epax number (27%) as well as the

ability for DFS to capture value and maintain conversion rate (+1% YoY

Overall, Concession sales are up 5% (\$6.45m). In-Terminal Concession sales (i.e. excluding Advertising and RAC) are up 11% (\$7.37m), which is more than the 4%

F & B sales at LAX are up 4% (\$1.04m), and overall epax is also up 4%. Sales in TCM terminals (1, 2, 3, 6, TBIT) are up 8% (\$1.36m), while TCM terminals epax are up 8%. Note that T1 Food Court is still currently closed for remodeling. Sales in Non-TCM terminals (4, 5, 7, 8) are down 3% (\$319k), while epax in Non-TCM terminals are down 2%.

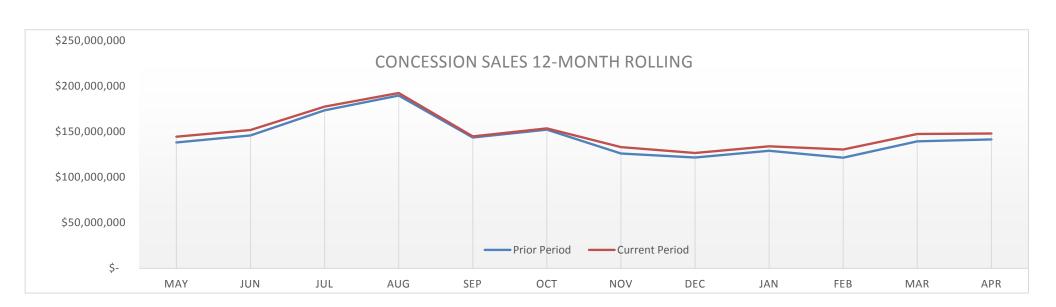
SERVICES APRIL 2017 APRIL 2018 CHANGE T1 \$66,315 \$332,319 +401% T2 \$967,604 +5% \$1,013,018 T3 \$87,425 \$150,870 +73% **T4** \$774,371 \$1,004,381 +30% T5 \$775,341 \$288,494 -63% \$831,098 \$655,368 T7 \$559,390 \$715,574 +28% T8 \$34,428 \$36,120 +5% **TBIT** \$5,692,809 +45% \$3,936,708

Retail sales at LAX are up 7% (1.16m). TCM terminals sales grew 10% (\$1.05m), while TCM terminals epax numbers are up 8%. Sales in Non-TCM terminals grew 2% (\$115k), while epax numbers in Non-TCM terminals are down 2%. Note that T5 sales is down by only 7%, when T5 epax numbers are down by 17%. This is because the current per epax spending in T5 is much higher post-airlines relocation.

Gross sales from Services at LAX are up 23% (\$1.86m). This increase in sales are as a result of Lenlyn (currency exchange) and the introduction of Alclear.

Advertising sales are up 22% (\$588k)

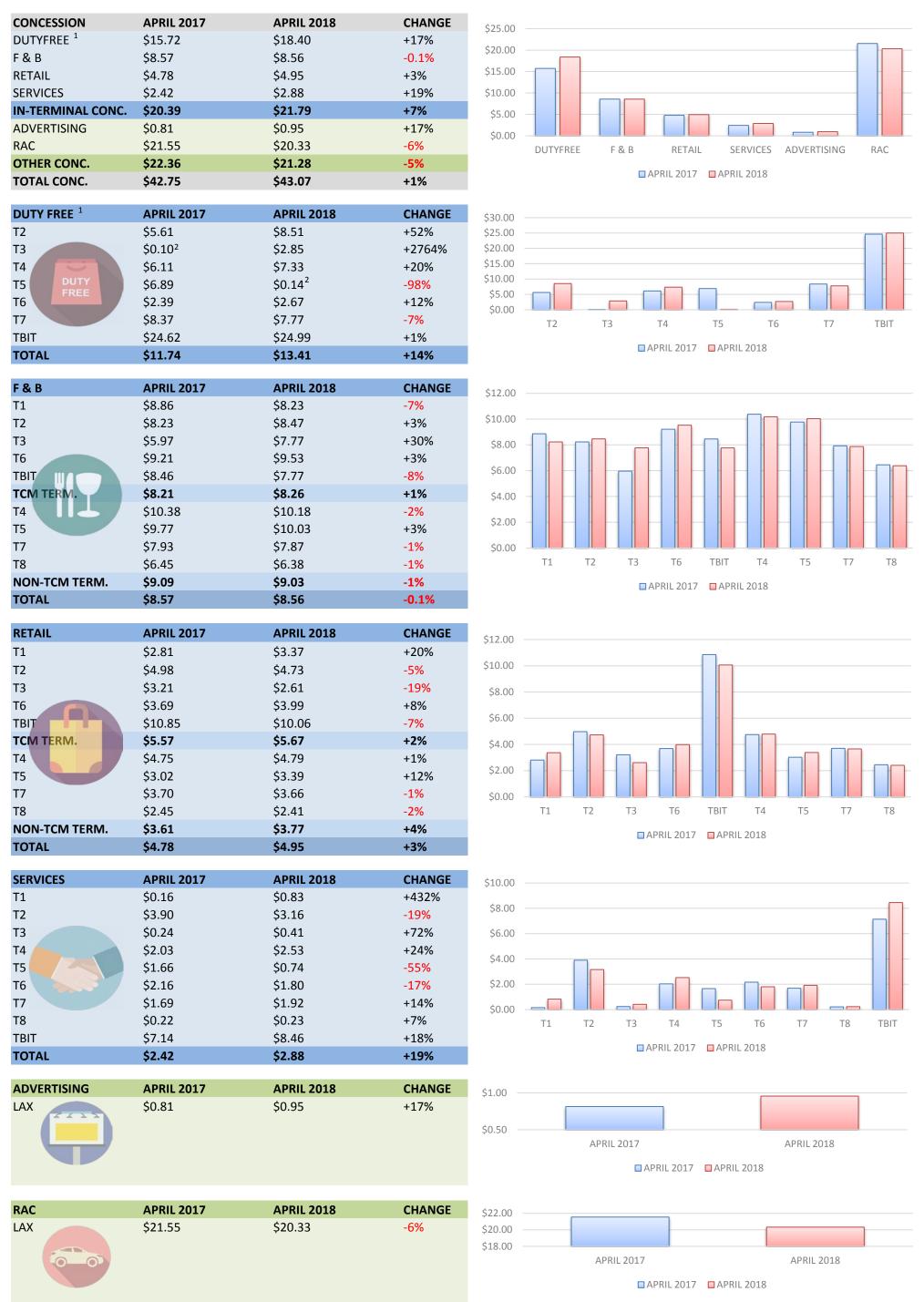
RAC sales are down 2% (\$1.51m) YoY. The RAC sales per epax is down 6%.







CONCESSION GROSS SALES PER ENPLANEMENT APRIL 2018



¹ Duty Free Sales per Enplanement (SPE) is based on international enplanement, while all the others are based on all enplanement.

The prior year's Duty Free sales in T3 and current year's Duty Free sales in T5 are, in practice, made up mostly of Duty Paid sales as opposed to Duty Free sales.

Therefore, the all enplanement numbers are being used as the denominator instead of international enplanement numbers.