

CONCESSION GROSS SALES **OCTOBER 2019**

Last Update: 12/13/19 Finance and Budget Division



ADVERTISING					
DUTYFREE					
F&B				■ ■ОСТОВЕ	ER 2019
RETAIL				■ ОСТОВЕ	ER 2018
SERVICES					
RAC					
\$	0 \$2	20 \$	40 \$6	50 \$8	0 MILLIONS

ADVERTISING	OCTOBER 2019	OCTOBER 2018	CHANGE
T1	\$272,956	\$282,516	-3.4%
T2	\$393,298	\$255,563	+53.9%
T3	\$526,349	\$363,649	+44.7%
T4	\$517,297	\$779,112	-33.6%
T5	\$294,982	\$327,894	-10.0%
T6	\$199,233	\$226,774	-12.1%
T7	\$456,243	\$531,639	-14.2%
T8	\$113,950	\$104,706	+8.8%
TBIT	\$1,944,998	\$1,384,517	+40.5%
TOTAL	\$4,719,306	\$4,256,372	+10.9%

RAC	OCTOBER 2019	OCTOBER 2018	CHANGE
LAX	\$69,247,473	\$68,680,109	+0.8%
TOTAL	\$69,247,473	\$68,680,109	+0.8%

Overall, Concession sales are down 0.9% (\$1.35m). In-Terminal Concession sales are down 2.2% (\$1.92m), which is less than the 0.02% enplaned passenger (PAX)

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HANGE	Αc
44.9%	А
100.0%	
2.2%	Dı

COMMENTS:

decline during the same period. dvertising sales are up 10.9% (\$463k).

DUTY FREE	OCTOBER 2019	OCTOBER 2018	CHANGE
T2	\$604,191	\$1,097,360	-44.9%
T3	\$0	\$51,203	-100.0%
T4 DUTY	\$694,313	\$709,799	-2.2%
T5 FREE	\$56,805	\$56,214	+1.1%
T6	\$289,037	\$340,130	-15.0%
T7	\$355,544	\$405,695	-12.4%
TBIT	\$18,747,391	\$19,270,406	-2.7%
TOTAL	\$20,747,281	\$21,930,807	-5.4%

uty Free sales are down 5.4% (\$1.18M) while Int'l PAX traffic has declined 1.9% YoY. A combination of 40% drop in local customers and continuing loss of PRC passenger activity, store renovations at T2/T3/TBIT, and softening in spend habits of key PRC customers continue to put downward pressure on sales.

F&B	OCTOBER 2019	OCTOBER 2018	CHANGE
T1	\$3,858,382	\$3,970,016	-2.8%
T2	\$2,917,086	\$2,787,834	+4.6%
Т3	\$2,671,966	\$2,525,446	+5.8%
T6	\$3,265,785	\$3,423,125	-4.6%
TBIT	\$6,267,954	\$5,929,515	+5.7%
TCM TERM.	\$18,981,173	\$18,635,936	+1.9%
T4	\$4,122,080	\$4,259,231	-3.2%
T5	\$4,402,048	\$4,173,384	+5.5%
T7	\$3,284,495	\$3,104,804	+5.8%
T8	\$1,045,316	\$1,016,447	+2.8%
NON-TCM TERM.	\$12,853,938	\$12,553,865	+2.4%
TOTAL	\$31,835,111	\$31,189,801	+2.1%

F & B sales are up 2.1% (\$645k), which is more than the change in PAX of -0.02%. Sales in TCM terminals are up 1.9% (\$345k), while TCM terminals PAX are down 1%. Sales in Non-TCM terminals are up 2.4% (\$300k), while the PAX in Non-TCM terminals are up 1.5%.

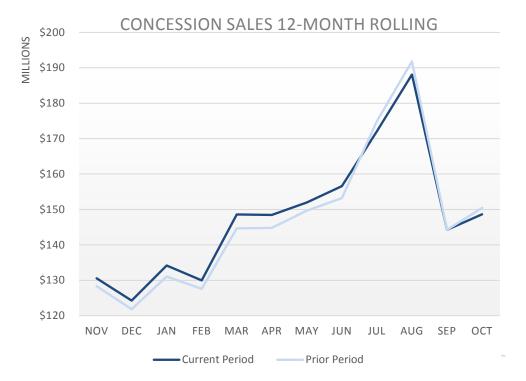
Retail sales are down 5.8% (\$1.05m). TCM terminals sales are down 6.7% (\$834k) compared to the 1% decrease in TCM terminals PAX numbers. Sales in Non-TCM terminals are down 4% (\$219k), while PAX numbers in Non-TCM terminals are up 1.5%.

RETAIL	OCTOBER 2019	OCTOBER 2018	CHANGE
T1	\$1,549,662	\$1,610,616	-3.8%
T2	\$1,516,776	\$1,641,579	-7.6%
T3	\$687,973	\$615,309	+11.8%
T6	\$1,385,570	\$1,486,309	-6.8%
TBIT	\$6,531,609	\$7,151,697	-8.7%
TCM TERM.	\$11,671,590	\$12,505,510	-6.7%
T4	\$2,135,775	\$2,112,318	+1.1%
T5	\$1,111,258	\$1,392,562	-20.2%
T7	\$1,714,290	\$1,660,583	+3.2%
T8	\$307,301	\$321,673	-4.5%
NON-TCM TERM.	\$5,268,624	\$5,487,136	-4.0%
TOTAL	\$16,940,215	\$17,992,645	-5.8%

Gross sales from Services are down 7.4% (\$790k). This is primarily because the increase in Alclear (\$+128k) is unable to offset the decline from the others i.e. Lenlyn (-\$801k), Boingo (-\$106k), and Smarte Carte (-\$31k).

RAC sales are up 0.8% (\$567k). On the per PAX basis, it is up 0.8%.







CONCESSION GROSS SALES PER ENPLANEMENT OCTOBER 2019

Last Update: 12/13/19 Finance and Budget Division

LOS ANGELES WORLI	DAIRPORTS			I OBER ZU				
CONCESSION	OCTOBER 2019	OCTOBER 2018	CHANGE	ADVEDTICING				
ADVERTISING	\$1.35	\$1.21	+10.9%	ADVERTISING				
DUTYFREE ¹	\$14.07	\$15.02	-6.3%	DUTYFREE				
F&B	\$9.09	\$8.90	+2.1%	F&B				
RETAIL	\$4.83	\$5.13	-5.8%					■ OCTOBER 2019
SERVICES	\$2.81	\$3.04	-7.4%	RETAIL				OCTOBER 2018
IN-TERMINAL CON.	\$24.00	\$24.54	-2.2%	SERVICES				
RAC	\$19.76	\$19.60	+0.8%	RAC				
OFF-TERMINAL CON.	\$19.76	\$19.60	+0.8%	40	4-	410	4.=	400
TOTAL CONCESSION	\$43.76	\$44.14	-0.9%	\$0	\$5	\$10	\$15	\$20 \$25
ADVERTISING	OCTOBER 2019	OCTOBER 2018	CHANGE					
LAX	\$1.35	\$1.21	+10.9%	LAX				OCTOBER 2019 OCTOBER 2018
TOTAL	\$1.35	\$1.21	+10.9%	\$0.	.0 \$0.3 \$0	0.5 \$0.8 \$1	1.0 \$1.3 \$1.	5 \$1.8 \$2.0
DUTY FREE ¹	OCTOBER 2019	OCTOBER 2018	CHANGE		70.0	7-10	, , , , , , , , , , , , , , , , , , , ,	7-10 7-10
T2	\$7.16	\$9.97	-28.2%	T2				
T3	\$0.00	\$2.28	-100.0%	Т3				
T4	\$8.96	\$9.29	-3.5%	T4				■ OCTOBER 2019
T5 DUTY	\$0.13 ²	\$0.14 ²	-7.4%	T5				OCTOBER 2018
T6 FREE	\$2.90	\$3.16	-8.1%	Т6				
Т7	\$9.85	\$9.33	+5.6%	T7				
TBIT	\$26.33	\$27.09	-2.8%	TBIT				
TOTAL	\$14.07	\$15.02	-6.3%	\$(0 \$5	\$10	\$15 \$20	\$25 \$30
F & B	OCTORER 2010	OCTORER 2019	CHANGE					
T1	OCTOBER 2019 \$9.69	OCTOBER 2018	+2.4%	T1				
T2	\$8.07	\$9.46 \$8.12	+2.4% -0.7%	T2				
T3								- 0.070050 0040
T6	\$8.35 \$9.83	\$7.90 \$9.69	+5.7% +1.5%	Т3				OCTOBER 2019
TBIT	\$8.52	\$8.09	+5.3%	Т6				OCTOBER 2018
TCM TERM.	\$8.84	\$8.59	+2.8%	TBIT				
T4	\$9.90	\$10.08	-1.7%	Т4				
T5	\$10.38	\$10.74	-3.4%	T5				
T7	\$8.81	\$8.34	+5.6%	Т7				_
T8	S7.31	\$6.66	+9.7%	TΩ				
T8 NON-TCM TERM.	\$7.31 \$9.48	\$6.66 \$9.40	+9.7% +0.9%	Т8				
NON-TCM TERM.	\$9.48	\$9.40	+0.9%	T8 \$0	0 \$2	\$4 \$6	\$8 \$10	\$12 \$14
NON-TCM TERM. TOTAL	\$9.48 \$9.09	\$9.40 \$8.90	+0.9% +2.1%	,	0 \$2	\$4 \$6	\$8 \$10	\$12 \$14
NON-TCM TERM. TOTAL RETAIL	\$9.48 \$9.09 OCTOBER 2019	\$9.40 \$8.90 OCTOBER 2018	+0.9% +2.1% CHANGE	\$(0 \$2	\$4 \$6	\$8 \$10	\$12 \$14
NON-TCM TERM. TOTAL RETAIL T1	\$9.48 \$9.09 OCTOBER 2019 \$3.89	\$9.40 \$8.90 OCTOBER 2018 \$3.84	+0.9% +2.1% CHANGE +1.3%	\$(T1	0 \$2	\$4 \$6	\$8 \$10	\$12 \$14
NON-TCM TERM. TOTAL RETAIL T1 T2	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78	+0.9% +2.1% CHANGE +1.3% -12.3%	\$(T1 T2	0 \$2	\$4 \$6	\$8 \$10	
NON-TCM TERM. TOTAL RETAIL T1 T2 T3	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7%	\$(T1	0 \$2	\$4 \$6	\$8 \$10	■ OCTOBER 2019
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8%	\$(T1 T2	0 \$2	\$4 \$6	\$8 \$10	
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0%	\$0 T1 T2 T3	0 \$2	\$4 \$6	\$8 \$10	■ OCTOBER 2019
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM.	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8%	\$0 T1 T2 T3 T6	0 \$2	\$4 \$6	\$8 \$10	■ OCTOBER 2019
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6%	\$0 T1 T2 T3 T6 TBIT T4	0 \$2	\$4 \$6	\$8 \$10	■ OCTOBER 2019
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9%	\$0 T1 T2 T3 T6 TBIT T4 T5	0 \$2	\$4 \$6	\$8 \$10	■ OCTOBER 2019
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1%	\$(T1 T2 T3 T6 TBIT T4 T5	0 \$2	\$4 \$6	\$8 \$10	■ OCTOBER 2019
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9%	\$0 T1 T2 T3 T6 TBIT T4 T5				OCTOBER 2019 OCTOBER 2018
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM.	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4%	\$(T1 T2 T3 T6 TBIT T4 T5			\$8 \$10	■ OCTOBER 2019
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89 \$4.83	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11 \$5.13	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4% -5.4%	\$(T1 T2 T3 T6 TBIT T4 T5 T7				OCTOBER 2019 OCTOBER 2018
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89 \$4.83	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11 \$5.13	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4% -5.8% CHANGE	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8				OCTOBER 2019 OCTOBER 2018
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89 \$4.83 OCTOBER 2019 \$0.66	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11 \$5.13 OCTOBER 2018 \$0.62	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4% -5.8% CHANGE +7.8%	\$(T1 T2 T3 T6 TBIT T4 T5 T7				OCTOBER 2019 OCTOBER 2018
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89 \$4.83 OCTOBER 2019 \$0.66 \$3.20	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11 \$5.13 OCTOBER 2018 \$0.62 \$3.82	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4% -5.8% CHANGE +7.8% -16.3%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0				OCTOBER 2019 OCTOBER 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	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89 \$4.83 OCTOBER 2019 \$0.66 \$3.20 \$0.91	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11 \$5.13 OCTOBER 2018 \$0.62 \$3.82 \$0.89	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4% -5.8% CHANGE +7.8% -16.3% +1.8%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2				OCTOBER 2019 OCTOBER 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	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89 \$4.83 OCTOBER 2019 \$0.66 \$3.20 \$0.91 \$2.63	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11 \$5.13 OCTOBER 2018 \$0.62 \$3.82 \$0.89 \$2.68	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4% -5.4% -5.8% CHANGE +7.8% -16.3% +1.8% -1.7%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3				OCTOBER 2019 OCTOBER 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 T7	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89 \$4.83 OCTOBER 2019 \$0.66 \$3.20 \$0.91 \$2.63 \$0.92	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11 \$5.13 OCTOBER 2018 \$0.62 \$3.82 \$0.89 \$2.68 \$0.91	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4% -5.4% -16.3% +1.8% -1.7% +0.8%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 T4				© OCTOBER 2019 © OCTOBER 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 T5 T6	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89 \$4.83 OCTOBER 2019 \$0.66 \$3.20 \$0.91 \$2.63 \$0.92 \$1.78	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11 \$5.13 OCTOBER 2018 \$0.62 \$3.82 \$0.89 \$2.68 \$0.91 \$2.00	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4% -5.8% CHANGE +7.8% -16.3% +1.8% -1.7% +0.8% -10.8%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 T4 T5				■ OCTOBER 2019 ■ OCTOBER 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	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89 \$4.83 OCTOBER 2019 \$0.66 \$3.20 \$0.91 \$2.63 \$0.92 \$1.78 \$2.01	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11 \$5.13 OCTOBER 2018 \$0.62 \$3.82 \$0.89 \$2.68 \$0.91 \$2.00 \$2.08	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4% -5.8% CHANGE +7.8% -16.3% +1.8% -1.7% +0.8% -10.8% -3.6%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 T4 T5 T3 T4 T5 T6	\$2			■ OCTOBER 2019 ■ OCTOBER 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	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89 \$4.83 OCTOBER 2019 \$0.66 \$3.20 \$0.91 \$2.63 \$0.92 \$1.78 \$2.01 \$0.20	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11 \$5.13 OCTOBER 2018 \$0.62 \$3.82 \$0.89 \$2.68 \$0.91 \$2.00 \$2.08 \$0.34	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4% -5.8% CHANGE +7.8% -16.3% +1.8% -1.7% +0.8% -3.6% -39.1%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 T4 T5 T6 T7	\$2			■ OCTOBER 2019 ■ OCTOBER 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 T2 T3 T4 T5 T6 T7 T8 T8 TBIT	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89 \$4.83 OCTOBER 2019 \$0.66 \$3.20 \$0.91 \$2.63 \$0.92 \$1.78 \$2.01 \$0.20 \$7.18	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11 \$5.13 OCTOBER 2018 \$0.62 \$3.82 \$0.89 \$2.68 \$0.91 \$2.00 \$2.08 \$0.34 \$7.87	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4% -5.8% CHANGE +7.8% -16.3% +1.8% -1.7% +0.8% -3.6% -39.1% -8.7%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 T4 T5 T6 T7 T8	\$2			■ OCTOBER 2019 ■ OCTOBER 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 TBIT TOTAL	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89 \$4.83 OCTOBER 2019 \$0.66 \$3.20 \$0.91 \$2.63 \$0.92 \$1.78 \$2.01 \$0.20 \$7.18 \$2.81	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11 \$5.13 OCTOBER 2018 \$0.62 \$3.82 \$0.89 \$2.68 \$0.91 \$2.00 \$2.08 \$0.34 \$7.87 \$3.04	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4% -5.8% CHANGE +7.8% -16.3% +1.8% -1.7% +0.8% -10.8% -3.6% -39.1% -8.7% -7.4%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 T4 T5 T6 T7 T8 T5 T6 T7 T8 T5 T6 T7 T8 T8 TBIT) \$2	\$4 \$	66 \$8	■ OCTOBER 2019 ■ OCTOBER 2018 \$10 \$12 ■ OCTOBER 2019 ■ OCTOBER 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 T6 T7 T8 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89 \$4.83 OCTOBER 2019 \$0.66 \$3.20 \$0.91 \$2.63 \$0.92 \$1.78 \$2.01 \$0.20 \$7.18	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11 \$5.13 OCTOBER 2018 \$0.62 \$3.82 \$0.89 \$2.68 \$0.91 \$2.00 \$2.08 \$0.34 \$7.87	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4% -5.8% CHANGE +7.8% -16.3% +1.8% -1.7% +0.8% -3.6% -39.1% -8.7%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 T4 T5 T6 T7 T8 T5 T6 T7 T8 T5 T6 T7 T8 T8 TBIT) \$2	\$4 \$	66 \$8	■ OCTOBER 2019 ■ OCTOBER 2018 \$10 \$12 ■ OCTOBER 2019 ■ OCTOBER 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 T6 T7 T8 TBIT TCM TERM. TOTAL RAC	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89 \$4.83 OCTOBER 2019 \$0.66 \$3.20 \$0.91 \$2.63 \$0.92 \$1.78 \$2.01 \$0.20 \$7.18 \$2.81	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11 \$5.13 OCTOBER 2018 \$0.62 \$3.82 \$0.89 \$2.68 \$0.91 \$2.00 \$2.08 \$0.34 \$7.87 \$3.04	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4% -5.8% CHANGE +7.8% -16.3% +1.8% -1.7% +0.8% -10.8% -3.6% -39.1% -8.7% -7.4%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 T4 T5 T6 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8) \$2	\$4 \$	66 \$8	■ OCTOBER 2019 ■ OCTOBER 2018 \$10 \$12 ■ OCTOBER 2019 ■ OCTOBER 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 T6 T7 T8 TBIT TCM TERM. TOTAL	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89 \$4.83 OCTOBER 2019 \$0.66 \$3.20 \$0.91 \$2.63 \$0.92 \$1.78 \$2.01 \$0.20 \$7.18 \$2.81	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11 \$5.13 OCTOBER 2018 \$0.62 \$3.82 \$0.89 \$2.68 \$0.91 \$2.00 \$2.08 \$0.34 \$7.87 \$3.04	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4% -5.8% CHANGE +7.8% -16.3% +1.8% -1.7% +0.8% -10.8% -3.6% -39.1% -8.7% -7.4%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 T4 T5 T6 T7 T8 T5 T6 T7 T8 T5 T6 T7 T8 T8 TBIT) \$2	\$4 \$	66 \$8	*10 \$12 OCTOBER 2019 OCTOBER 2019 OCTOBER 2019 OCTOBER 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 T6 T7 T8 TBIT TCM TERM. TOTAL RAC	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89 \$4.83 OCTOBER 2019 \$0.66 \$3.20 \$0.91 \$2.63 \$0.92 \$1.78 \$2.01 \$0.20 \$7.18 \$2.81	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11 \$5.13 OCTOBER 2018 \$0.62 \$3.82 \$0.89 \$2.68 \$0.91 \$2.00 \$2.08 \$0.34 \$7.87 \$3.04 OCTOBER 2018	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4% -5.8% CHANGE +7.8% -16.3% +1.8% -1.7% +0.8% -3.6% -39.1% -8.7% -7.4% CHANGE	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 T4 T5 T6 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8) \$2	\$4 \$	66 \$8	OCTOBER 2019 OCTOBER 2018 \$10 \$12 OCTOBER 2019 OCTOBER 2018 \$8 \$10
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 TCTAL RAC LAX	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89 \$4.83 OCTOBER 2019 \$0.66 \$3.20 \$0.91 \$2.63 \$0.92 \$1.78 \$2.01 \$0.20 \$7.18 \$2.81 OCTOBER 2019	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11 \$5.13 OCTOBER 2018 \$0.62 \$3.82 \$0.89 \$2.68 \$0.91 \$2.00 \$2.08 \$0.34 \$7.87 \$3.04 OCTOBER 2018	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4% -5.8% CHANGE +7.8% -16.3% +1.8% -1.7% +0.8% -3.6% -39.1% -8.7% -7.4% CHANGE +0.8%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 T4 T5 T6 T7 T8 TBIT \$0 LAX) \$2	\$4 \$	\$6	OCTOBER 2019 OCTOBER 2018 \$10 \$12 OCTOBER 2019 OCTOBER 2018 \$8 \$10 OCTOBER 2019 OCTOBER 2019
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	\$9.48 \$9.09 OCTOBER 2019 \$3.89 \$4.19 \$2.15 \$4.17 \$8.88 \$5.43 \$5.13 \$2.62 \$4.60 \$2.15 \$3.89 \$4.83 OCTOBER 2019 \$0.66 \$3.20 \$0.91 \$2.63 \$0.92 \$1.78 \$2.01 \$0.20 \$7.18 \$2.81	\$9.40 \$8.90 OCTOBER 2018 \$3.84 \$4.78 \$1.92 \$4.21 \$9.75 \$5.77 \$5.00 \$3.58 \$4.46 \$2.11 \$4.11 \$5.13 OCTOBER 2018 \$0.62 \$3.82 \$0.89 \$2.68 \$0.91 \$2.00 \$2.08 \$0.34 \$7.87 \$3.04 OCTOBER 2018	+0.9% +2.1% CHANGE +1.3% -12.3% +11.7% -0.8% -9.0% -5.8% +2.6% -26.9% +3.1% +1.9% -5.4% -5.8% CHANGE +7.8% -16.3% +1.8% -1.7% +0.8% -3.6% -39.1% -8.7% -7.4% CHANGE	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 T4 T5 T6 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8	\$2	\$4 \$	66 \$8	OCTOBER 2019 OCTOBER 2018 \$10 \$12 OCTOBER 2019 OCTOBER 2018 \$8 \$10

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.