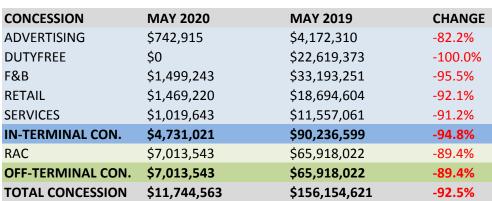


## CONCESSION GROSS SALES MAY 2020

Last Update: 7/15/2020 Finance and Budget Division



ADVERTISING								
DUTYFREE								
F&B	•							■ ■ MAY2020
RETAIL								MAY2019
SERVICES	•							
RAC								
ç	50	\$10	\$20	\$30	\$40	\$50	\$60	\$70 MILLIONS

ADVERTISING	MAY 2020	MAY 2019	CHANGE
T1	\$97,895	\$269,101	-63.6%
T2	\$194,299	\$316,982	-38.7%
T3	\$139,962	\$364,792	-61.6%
T4	\$62,408	\$532,006	-88.3%
T5	\$78,173	\$234,465	-66.7%
T6	\$23,795	\$193,401	-87.7%
T7	\$74,250	\$411,706	-82.0%
T8	\$10,599	\$129,129	-91.8%
TBIT	\$61,536	\$1,720,728	-96.4%
TOTAL	\$742,915	\$4,172,310	-82.2%

RAC	MAY 2020	MAY 2019	CHANGE
LAX	\$7,013,543	\$65,918,022	-89.4%
TOTAL	\$7,013,543	\$65,918,022	-89.4%

DUTY FREE	MAY 2020	MAY 2019	CHANGE
T2	\$0	\$698,091	-100.0%
T3	\$0	\$66,518	-100.0%
T4 DUTY	\$0	\$725,608	-100.0%
T5 FREE	\$0	\$50,641	-100.0%
T6	\$0	\$259,455	-100.0%
T7	\$0	\$501,550	-100.0%
TBIT	\$0	\$20,317,510	-100.0%
TOTAL	\$0	\$22.619.373	-100.0%

## **COMMENTS:**

sales are down 94.8% (\$85.51m), compared to the 92.1% enplaned passenger (PAX) decline during the same period.

Advertising sales are down 82.2% (\$3.43m)

Overall, Concession sales are down 92.5% (\$144.41m). In-Terminal Concession

Advertising sales are down 82.2% (\$3.43m).

Duty Free sales are down 100% (\$22.62m). All the Duty-Free stores are closed as the Int' PAX numbers are down 96.2% YoY due to impact of COVID-19.

F & B sales are down 95.5% (\$31.69m), which is worse than the decrease in PAX of 92.1%. Sales in TCM terminals are down 94.8% (\$18.78m), while TCM terminals PAX are down 92.6%. Sales in Non-TCM terminals are down 96.6% (\$12.91m), while the PAX in Non-TCM terminals are down 91.3%.

Retail sales are down 92.1% (\$17.23m). TCM terminals sales are down 92.9% (\$12.15m) compared to the 92.6% decrease in TCM terminals PAX numbers. Sales in Non-TCM terminals are down 90.4% (\$5.07m), while PAX numbers in Non-TCM terminals are down 91.3%.

Gross sales from Services are down 91.2% (\$10.54m).

RAC sales are down 89.4% (\$58.9m).

F&B	MAY 2020	MAY 2019	CHANGE
T1	\$235,465	\$3,997,851	-94.1%
T2	\$405,578	\$3,110,759	-87.0%
Т3	\$0	\$2,832,979	-100.0%
T6	\$154,814	\$3,366,005	-95.4%
TBIT	\$243,673	\$6,514,039	-96.3%
TCM TERM.	\$1,039,529	\$19,821,631	-94.8%
T4	\$199,619	\$4,709,307	-95.8%
T5	\$172,327	\$4,251,238	-95.9%
T7	\$87,767	\$3,336,954	-97.4%
Т8	\$0	\$1,074,121	-100.0%
NON-TCM TERM.	\$459,713	\$13,371,619	-96.6%
TOTAL	\$1,499,243	\$33,193,251	-95.5%

RETAIL	MAY 2020	MAY 2019	CHANGE
T1	\$300,658	\$1,617,697	-81.4%
T2	\$0	\$1,649,792	-100.0%
T3	\$0	\$689,644	-100.0%
T6	\$101,134	\$1,401,421	-92.8%
TBIT	\$529,990	\$7,727,554	-93.1%
TCM TERM.	\$931,782	\$13,086,108	-92.9%
T4	\$218,436	\$2,196,211	-90.1%
T5	\$160,289	\$1,355,797	-88.2%
T7	\$158,679	\$1,725,112	-90.8%
T8	\$34	\$331,376	-100.0%
NON-TCM TERM.	\$537,438	\$5,608,496	-90.4%
TOTAL	\$1,469,220	\$18,694,604	-92.1%

	\$250		COI	NCES:	SION	I SAL	ES R	OLLII	NG 1	2-M	ONTI	-	
MILLIONS													
	\$200												
	\$150									<b>\</b>			
	\$100									_\			
	\$50										\		
	\$-	JUN	JUL	AUG	SEP	ОСТ	NOV	DEC	JAN	FEB	MAR	APR	MAY
					Current	t Period	_	— Prio	r Period	d			

<b>'</b> 1,389	\$370,806	F2 00/
	7370,000	-53.8%
2,814	\$1,432,704	-84.4%
32,630	\$330,717	-59.9%
,878	\$1,123,572	-93.3%
,184	\$337,600	-79.5%
3,675	\$686,545	-85.6%
.,221	\$655,346	-98.3%
88	\$32,763	-99.6%
88,715	\$6,587,009	-96.4%
019,643	\$11,557,061	-91.2%
	22,814 32,630 4,878 9,184 8,675 -,221 88	\$2,814 \$1,432,704 \$2,630 \$330,717 \$,878 \$1,123,572 \$,184 \$337,600 \$,675 \$686,545 \$,221 \$655,346 \$8 \$32,763 \$8,715 \$6,587,009



## CONCESSION GROSS SALES PER ENPLANEMENT MAY 2020

Last Update: 7/15/2020 Finance and Budget Division

\$25

\$2.5

\$25

■ MAY2020 ■ MAY2019

\$30

■ MAY2020 ■ MAY2019

\$3.0

■ MAY2020 ■ MAY2019

\$30

■ MAY2020 ■ MAY2019

\$12

MAY2020MAY2019

\$16

■ MAY2020 ■ MAY2019

\$10

■ MAY2020 ■ MAY2019

\$30

\$10

\$14

\$8

\$25

LOS ANGELES WORLD	AIRPORTS			VIA 1 2020				
CONCESSION	MAY 2020	MAY 2019	CHANGE					
ADVERTISING	\$2.53	\$1.12	+126.5%	ADVERTISING	'			
DUTYFREE <sup>1</sup>	\$0.00	\$14.73	-100.0%	DUTYFREE				
F&B	\$5.11	\$8.89	-42.5%	F&B				
RETAIL	\$5.01	\$5.01	-0.0%	DETAIL				
SERVICES	\$3.48	\$3.10	+12.2%	RETAIL				
N-TERMINAL CON.	\$16.12	\$24.18	-33.3%	SERVICES	-			
RAC	\$23.90	\$17.66	+35.3%	RAC				
OFF-TERMINAL CON.	\$23.90	\$17.66	+35.3%					
TOTAL CONCESSION	\$40.03	\$41.84	-4.3%	\$0	\$5	\$10	\$15	\$20
ADVERTISING	MAY 2020	MAY 2019	CHANGE					
222								
LAX	\$2.53	\$1.12	+126.5%	LAX		_		
TOTAL	\$2.53	\$1.12	+126.5%	\$0.0	\$0.5	\$1.0	\$1.5	\$2.0
DUTY FREE <sup>1</sup>	MAY 2020	MAY 2019	CHANGE	i .				
Γ2	\$0.00	\$7.70	-100.0%	T2				
ГЗ	\$0.00	\$1.26	-100.0%	T3				
Г4	\$0.00	\$9.24	-100.0%	T4				
TS DUTY	\$0.00 <sup>2</sup>	\$0.12 <sup>2</sup>	-100.0%	T5				
FREE	\$0.00	\$2.66	-100.0%	Т6				
17	\$0.00	\$12.53	-100.0%	T7				
гвіт	\$0.00	\$26.68	-100.0%	ТВІТ				
TOTAL	\$0.00	\$14.73	-100.0%	\$0	\$5	\$10	\$15	\$2
- O D	MAY 2020	NAAV 2010	CHANCE					
F & B	MAY 2020	MAY 2019	CHANGE	T1				
[1	\$4.39	\$9.47	-53.6%					
-2 	\$7.00	\$7.63	-8.3%	T2				
-3 -c	\$0.00	\$8.06	-100.0%	T3				
6	\$7.26	\$9.63	-24.7%	Т6				
BIT	\$6.51	\$8.33	-21.9%	TBIT				
TCM TERM.	\$6.10	\$8.57	-28.8%	T4		_		
4	\$3.49	\$10.17	-65.7%	T5				
r5	\$4.56	\$10.26	-55.6%					
[7	\$3.13	\$8.52	-63.3%	T7				
T8	\$0.00	\$7.16	-100.0%	Т8				
NON-TCM TERM. FOTAL	\$3.74 \$5.11	\$9.42 \$8.89	-60.4% -42.5%	\$0	\$2	\$4	\$6	\$8
RETAIL	MAY 2020	MAY 2019	CHANGE					
Γ1	\$5.61	\$3.83	+46.3%	T1				
<u>-</u> 2	\$0.00	\$4.05	-100.0%	T2				
·3	\$0.00	\$4.05 \$1.96	-100.0%					
6	\$4.74	\$4.01	+18.2%	T3		_		
BIT	\$14.15	\$9.88	+43.2%	Т6	_	-		
CM TERM.	\$5.47	\$5.66	-3.3%	ТВІТ				
4	\$3.82	\$4.74	-19.5%	T4				
5	\$4.24	\$4.74 \$3.27	+29.6%	T5				
Γ <b>7</b>	\$5.66	\$3.27 \$4.41	+29.0%	T7				
Γ8	\$0.00	\$2.21	-100.0%					
NON-TCM TERM.	\$4.37	\$3.95	+10.5%	Т8				
TOTAL	\$5.01	\$5.01	-0.0%	\$0	\$2 \$4	\$6	\$8	\$10
SERVICES	MAY 2020	MAY 2019	CHANGE					
1	\$3.20	\$0.88	+263.9%	T1				
2	\$3.85	\$3.52	+9.4%	T2				
.3	\$0.00	\$0.94	-100.0%	T3				
4	\$1.31	\$2.43	-46.1%	T4				
5	\$1.83	\$0.81	+124.6%	T5			_	
6	\$4.62	\$1.96	+135.4%	T6			_	
7	\$0.40	\$1.67	-76.1%	T7				
8	\$0.00	\$0.22	-100.0%	T8				
BIT	\$6.37	\$8.42	-24.3%	ТВІТ				
OTAL	\$3.48	\$3.10	+12.2%	\$0	\$2	\$4		\$6
AC	MAY 2020	MAY 2019	CHANGE					
				LAX				
AX	\$23.90	\$17.66	+35.3%	LAX				
AX O	\$23.90	\$17.66	+35.3%	LAX				
A \/	\$23.90 <b>\$23.90</b>	\$17.66 <b>\$17.66</b>	+35.3%	\$0	\$5	\$10	\$15	\$20

<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.