

## CONCESSION GROSS SALES MARCH 2020

## Last Update: 5/26/2020 Finance and Budget Division

CONCESSION	MARCH 2020	MARCH 2019	CHANGE
ADVERTISING	\$3,670,850	\$3,526,801	+4.1%
DUTYFREE	\$6,250,591	\$18,816,363	-66.8%
F&B	\$12,753,942	\$32,887,207	-61.2%
RETAIL	\$8,349,631	\$17,856,756	-53.2%
SERVICES	\$4,118,526	\$10,943,960	-62.4%
IN-TERMINAL CON.	\$35,143,540	\$84,031,088	-58.2%
RAC	\$34,493,289	\$68,105,168	-49.4%
OFF-TERMINAL CON.	\$34,493,289	\$68,105,168	-49.4%
TOTAL CONCESSION	\$69,636,829	\$152,136,255	-54.2%

ADVERTISING	MARCH 2020	MARCH 2019	CHANGE
T1	\$248,692	\$173,335	+43.5%
T2	\$273,232	\$246,666	+10.8%
Т3	\$353,820	\$326,345	+8.4%
T4	\$636,851	\$422,733	+50.7%
T5	\$238,813	\$210,279	+13.6%
т6	\$152,289	\$130,076	+17.1%
T7	\$438,666	\$488,750	-10.2%
Т8	\$130,646	\$91,805	+42.3%
TBIT	\$1,197,843	\$1,436,812	-16.6%
TOTAL	\$3,670,850	\$3,526,801	+4.1%

DUTY FREE	MARCH 2020	MARCH 2019	CHANGE
Т2	\$309,980	\$695,051	-55.4%
Т3	\$0	\$72,397	-100.0%
T4 DUTY	\$101,689	\$588 <i>,</i> 489	-82.7%
T5 FREE	\$18,500	\$50,196	-63.1%
Т6	\$128,644	\$257,743	-50.1%
Т7	\$63,080	\$404,240	-84.4%
TBIT	\$5,628,698	\$16,748,247	-66.4%
TOTAL	\$6,250,591	\$18,816,363	-66.8%

F & B	MARCH 2020	<b>MARCH 2019</b>	CHANGE
T1	\$1,453,559	\$4,102,139	-64.6%
Т2	\$1,614,822	\$2,904,010	-44.4%
Т3	\$1,292,010	\$3,092,644	-58.2%
Т6	\$1,796,558	\$3,442,026	-47.8%
ТВІТ	\$2,814,861	\$5,853,983	-51.9%
TCM TERM.	\$8,971,809	\$19,394,802	-53.7%
T4	\$682,716	\$4,653,830	-85.3%
T5	\$1,972,928	\$4,125,739	-52.2%
Т7	\$828,298	\$3,583,043	-76.9%
Т8	\$298,192	\$1,129,793	-73.6%
NON-TCM TERM.	\$3,782,133	\$13,492,405	-72.0%
TOTAL	\$12,753,942	\$32,887,207	- <b>61.2%</b>

RETAIL	MARCH 2020	MARCH 2019	CHANGE
T1	\$637,261	\$1,682,739	-62.1%
Т2	\$780,787	\$1,525,167	-48.8%
Т3	\$327,716	\$721,494	-54.6%
Т6	\$696,471	\$1,419,448	-50.9%
твіт	\$3,201,544	\$6,859,091	-53.3%
TCM TE <mark>RM.</mark>	\$5,643,780	\$12,207,939	-53.8%
T4	\$941,649	\$2,145,130	-56.1%
Т5	\$730,555	\$1,362,874	-46.4%
Т7	\$905,198	\$1,815,889	-50.2%
Т8	\$128,450	\$324,924	-60.5%
NON-TCM TERM.	\$2,705,852	\$5,648,817	- <b>52.1%</b>
TOTAL	\$8,349,631	\$17,856,756	-53.2%
		\$0	
SERVICES	MARCH 2020	MARCH 2019	CHANGE
T1	\$213,504	\$227,267	-6.1%
Т2	\$599 <i>,</i> 480	\$1,327,294	-54.8%
Т3	\$228,643	\$247,473	-7.6%
T4	\$445,421	\$1,143,564	-61.0%
T5	\$199,249	\$306,644	-35.0%
тб	\$333,976	\$629,748	-47.0%
Т7	\$406,368	\$904,789	-55.1%
Т8	\$11,208	\$32,812	-65.8%
TBIT	\$1,680,677	\$6,124,371	-72.6%
TOTAL	\$4,118,526	\$10,943,960	- <b>62.4%</b>



RAC	MARCH 2020	MARCH 2019	CHANGE
LAX	\$34,493,289	\$68,105,168	-49.4%
TOTAL	\$34,493,289	\$68,105,168	-49.4%

## **COMMENTS:**

Overall, Concession sales are down 54.2% (\$82.5m). In-Terminal Concession sales are down 58.2% (\$48.89m), compared to the 55.4% enplaned passenger (PAX) decline during the same period.

Advertising sales are up 4.1% (\$144k).

Duty Free sales are down 66.8% (12.57m), while the int PAX number is down 57.4% YoY. Due to covid-19 impact on dramatic reduction in international passengers travelling, DFS is experiencing a significant drop in sales across all categories and all shop indicators.

F & B sales are down 61.2% (\$20.13m), which is worse than the decrease in PAX of 55.4%. Sales in TCM terminals are down 53.7% (\$10.42m), while TCM terminals PAX are down 56.3%. Sales in Non-TCM terminals are down 72% (\$9710k), while the PAX in Non-TCM terminals are down 53.9%.

Retail sales are down 53.2% (\$9.51m). TCM terminals sales are down 53.8% (\$6.56m) compared to the 56.3% decrease in TCM terminals PAX numbers. Sales in Non-TCM terminals are down 52.1% (\$2.94m), while PAX numbers in Non-TCM terminals are down 53.9%.

Gross sales from Services are down 62.4% (\$6.83m).

RAC sales are down 49.4% (\$33.61m). On the per PAX basis, it is up 13.5%.







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

Last Update: 5/26/2020 Finance and Budget Division

ERTISING	<b>MARCH 2020</b> \$2.28	MARCH 2019	<b>CHANGE</b> +133.2%	ADVERTISING				
	\$2.28		+133.2%	ADVERTISING				
4	φ <b>2</b> .20	\$0.98	10012/0					
FREE <sup>1</sup>	\$9.86	\$13.28	-25.7%	DUTYFREE				
	\$7.94	\$9.13	-13.1%	F&B				
IL	\$5.19	\$4.96	+4.8%					
ICES	\$2.56	\$3.04	-15.7%	RETAIL				
RMINAL CON.	\$21.87	\$23.33	-6.3%	SERVICES				
	\$21.46	\$18.91	+13.5%	RAC				
TERMINAL CON.	\$21.46	\$18.91	+13.5%					
L CONCESSION	\$43.33	\$42.24	+2.6%	\$0	\$5	\$10	\$15	:
ERTISING	MARCH 2020	MARCH 2019	CHANGE					
	\$2.28	\$0.98	+133.2%	LAX				
<b>NL</b>	\$2.28	\$0.98	+133.2%	\$0.0	\$0.5	\$1.0	\$1.5	\$2.0
<b>/ FREE</b> <sup>1</sup>	MARCH 2020	<b>MARCH 2019</b>	CHANGE	çolo	ų o lo	ý 110	ý 1.0	Ŷ=
	\$8.51	\$8.42	+1.1%	Т2				
	\$0.00	\$1.23	-100.0%	Т3				
	\$4.36	\$7.36	-40.8%	T4				
DUTY FREE	\$0.09 <sup>2</sup>	\$0.13 <sup>2</sup>	-26.6%	Т5				
INCE	\$2.25	\$2.53	-10.9%	Тб				
	\$5.53	\$9.98	-44.6%	Т7				
		60F 40						
	\$19.94	\$25.48	-21.7%	TBIT		1		
AL	\$19.94 <b>\$9.86</b>	\$25.48 <b>\$13.28</b>	-21.7% <b>-25.7%</b>	\$0	\$5	\$10	\$15	\$20
лL ;	•				\$5	\$10	\$15	\$20
	\$9.86	\$13.28	-25.7%		\$5	\$10	\$15	\$20
	\$9.86 MARCH 2020	\$13.28 MARCH 2019	- <b>25.7%</b> CHANGE	\$0	\$5	\$10	\$15	\$20
	<b>\$9.86</b> MARCH 2020 \$9.36	<b>\$13.28</b> MARCH 2019 \$9.43	-25.7% CHANGE -0.8%	\$0 T1	\$5	\$10	\$15	\$20
	<b>\$9.86</b> MARCH 2020 \$9.36 \$8.63	<b>\$13.28</b> MARCH 2019 \$9.43 \$8.26	-25.7% CHANGE -0.8% +4.4%	\$0 T1 T2 T3	\$5	\$10	\$15	\$20
	\$9.86 MARCH 2020 \$9.36 \$8.63 \$8.63 \$8.63 \$10.74 \$9.60	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37	-25.7% CHANGE -0.8% +4.4% +3.1%	\$0 T1 T2 T3 T6	\$5	\$10	\$15	\$20
	\$9.86 MARCH 2020 \$9.36 \$8.63 \$8.63 \$10.74 \$9.60 \$9.42	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8%	\$0 T1 T2 T3 T6 TBIT	\$5	\$10	\$15	\$20
	\$9.86 MARCH 2020 \$9.36 \$8.63 \$8.63 \$10.74 \$9.60 \$9.42 \$3.10	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7%	\$0 T1 T2 T3 T6 TBIT T4	\$5	\$10	\$15	\$20
	\$9.86 MARCH 2020 \$9.36 \$8.63 \$8.63 \$8.63 \$10.74 \$9.60 \$9.60 \$9.42 \$3.10 \$9.93	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.58 \$8.90 \$9.91 \$10.42	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -4.7%	\$0 T1 T2 T3 T6 TBIT T4 T5	\$5	\$10	\$15	\$20
	\$9.86 MARCH 2020 \$9.36 \$8.63 \$8.63 \$10.74 \$9.60 \$9.42 \$3.10 \$9.93 \$4.71	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -4.7% -4.7% -46.3%	\$0 T1 T2 T3 T6 TBIT T4	\$5	\$10	\$15	\$20
TERM.	\$9.86 MARCH 2020 \$9.36 \$8.63 \$8.63 \$8.63 \$10.74 \$9.60 \$9.42 \$3.10 \$9.93 \$4.71 \$4.98	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77 \$7.68	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -68.7% -4.7% -46.3% -35.1%	\$0 T1 T2 T3 T6 TBIT T4 T5	\$5	\$10	\$15	\$20
TERM. T	<ul> <li>\$9.86</li> <li>MARCH 2020</li> <li>\$9.36</li> <li>\$8.63</li> <li>\$8.63</li> <li>\$10.74</li> <li>\$9.60</li> <li>\$9.42</li> <li>\$3.10</li> <li>\$9.93</li> <li>\$4.71</li> <li>\$4.98</li> <li>\$5.78</li> </ul>	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77 \$7.68 \$9.49	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -4.7% -4.7% -46.3% -35.1% -35.1%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8				\$20
TERM.	\$9.86 MARCH 2020 \$9.36 \$8.63 \$8.63 \$8.63 \$10.74 \$9.60 \$9.42 \$3.10 \$9.93 \$4.71 \$4.98	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77 \$7.68	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -68.7% -4.7% -46.3% -35.1%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7		\$10	\$15	
TERM. T	\$9.86 MARCH 2020 \$9.36 \$8.63 \$8.63 \$10.74 \$9.60 \$9.42 \$3.10 \$9.93 \$4.71 \$4.98 \$5.78 \$5.78 \$7.94 MARCH 2020	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77 \$7.68 \$9.49 \$7.68 \$9.49 \$9.13 MARCH 2019	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -68.7% -46.3% -35.1% -39.1% -39.1% -13.1%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0				
TERM. 2	\$9.86         MARCH 2020         \$9.36         \$8.63         \$8.63         \$10.74         \$9.60         \$9.42         \$3.10         \$9.93         \$4.71         \$4.98         \$5.78         \$7.94         MARCH 2020         \$4.11	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77 \$7.68 \$9.49 \$7.68 \$9.49 \$9.49 \$9.13 MARCH 2019 \$3.87	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -4.7% -46.3% -35.1% -39.1% -39.1% -13.1% CHANGE +6.1%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1				
TERM. 2	\$9.86         MARCH 2020         \$9.36         \$8.63         \$8.63         \$10.74         \$9.60         \$9.42         \$3.10         \$9.93         \$4.71         \$4.98         \$5.78         \$7.94         MARCH 2020         \$4.11         \$4.17	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77 \$7.68 \$9.49 \$9.49 \$9.49 \$9.13 MARCH 2019 \$3.87 \$4.34	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -68.7% -4.7% -46.3% -35.1% -39.1% CHANGE +6.1% -3.9%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0				
TERM. 2	\$9.86         MARCH 2020         \$9.36         \$8.63         \$8.63         \$10.74         \$9.60         \$9.42         \$3.10         \$9.93         \$4.71         \$4.98         \$5.78         \$7.94         MARCH 2020         \$4.11         \$4.17         \$2.19	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77 \$7.68 \$9.49 \$7.68 \$9.49 \$9.13 MARCH 2019 \$3.87 \$4.34 \$4.34 \$1.95	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -68.7% -4.7% -46.3% -35.1% -39.1% -13.1% CHANGE +6.1% -3.9% +12.1%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1				
TERM. 2	\$9.86         MARCH 2020         \$9.36         \$8.63         \$8.63         \$10.74         \$9.60         \$9.42         \$3.10         \$9.93         \$4.71         \$4.98         \$5.78         \$7.94         MARCH 2020         \$4.11         \$4.12         \$4.13         \$4.16	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77 \$7.68 \$9.49 \$9.49 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95 \$4.15	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -4.7% -46.3% -35.1% -39.1% -39.1% -13.1% CHANGE +6.1% -3.9% +12.1% +0.4%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2				
TERM.2	\$9.86         MARCH 2020         \$9.36         \$8.63         \$8.63         \$10.74         \$9.60         \$9.42         \$3.10         \$9.93         \$4.71         \$4.98         \$5.78         \$7.94         MARCH 2020         \$4.11         \$4.12         \$4.13         \$4.16         \$10.92	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77 \$7.68 \$9.49 \$9.49 \$9.49 \$9.49 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95 \$4.15 \$4.15 \$10.05	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -4.7% -46.3% -35.1% -39.1% -13.1% CHANGE +6.1% -3.9% +12.1% +0.4% +8.7%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 T1 T2 T3 T6				
TERM. 2	\$9.86 MARCH 2020 \$9.36 \$8.63 \$8.63 \$10.74 \$9.60 \$9.42 \$3.10 \$9.93 \$4.71 \$4.98 \$5.78 \$7.94 MARCH 2020 \$4.11 \$4.17 \$2.19 \$4.16 \$10.92 \$5.93	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77 \$7.68 \$9.91 \$10.42 \$8.77 \$7.68 \$9.49 \$3.87 \$4.34 \$1.95 \$4.34 \$1.95 \$4.15 \$10.05 \$5.60	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -4.7% -46.3% -35.1% -35.1% -39.1% -13.1% CHANGE +6.1% -3.9% +12.1% +0.4% +8.7% +5.8%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 T3 T6 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T8 T7 T8 T7 T8 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T8 T7 T8 T8 T7 T8 T8 T8 T8 T8 T7 T8 T8 T8 T8 T8 T7 T8 T8 T8 T8 T8 T8 T7 T8 T8 T8 T8 T8 T8 T8 T8 T8 T8				
TERM.2	\$9.86 MARCH 2020 \$9.36 \$8.63 \$8.63 \$10.74 \$9.60 \$9.42 \$3.10 \$9.93 \$4.71 \$4.98 \$5.78 \$7.94 MARCH 2020 \$4.11 \$4.17 \$2.19 \$4.16 \$10.92 \$5.93 \$4.27	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77 \$7.68 \$9.91 \$10.42 \$8.77 \$7.68 \$9.49 \$9.49 \$9.49 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95 \$4.34 \$1.95 \$4.15 \$10.05 \$5.60 \$4.57	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -4.7% -46.3% -35.1% -39.1% -39.1% -13.1% CHANGE +6.1% -3.9% +12.1% +0.4% +8.7% +5.8% -6.5%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 T6 T3 T6 TBIT T2 T3 T6 T1 T2 T3 T6 T0 T1 T2 T3 T5 T7 T8 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T8 T7 T8 T7 T8 T7 T8 T8 T8 T7 T8 T8 T7 T8 T8 T8 T8 T8 T8 T8 T7 T8 T8 T8 T8 T8 T8 T8 T8 T8 T8				
TERM.2	\$9.86   MARCH 2020   \$9.36   \$8.63   \$8.63   \$10.74   \$9.60   \$9.42   \$3.10   \$9.93   \$4.71   \$4.98   \$5.78   \$7.94   MARCH 2020   \$4.11   \$4.17   \$2.19   \$4.16   \$10.92   \$5.93   \$4.27   \$3.68	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77 \$7.68 \$9.49 \$7.68 \$9.49 \$7.68 \$9.49 \$3.87 \$7.68 \$9.49 \$3.87 \$4.34 \$1.95 \$4.34 \$1.95 \$4.15 \$10.05 \$4.15 \$10.05 \$4.57 \$3.44	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -68.7% -4.7% -46.3% -35.1% -39.1% -39.1% -13.1% CHANGE +6.1% -3.9% +12.1% +0.4% +8.7% +5.8% -6.5% +6.8%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 \$0 T1 T2 T3 T6 T7 T8 T8 T7 T8 T8 T7 T8 T8 T7 T8 T8 T7 T8 T8 T7 T8 T8 T7 T8 T8 T7 T8 T8 T7 T8 T8 T7 T8 T8 T8 T8 T8 T8 T8 T8 T8 T8				
TERM.2	\$9.86   MARCH 2020   \$9.36   \$8.63   \$8.63   \$10.74   \$9.60   \$9.42   \$3.10   \$9.93   \$4.71   \$4.98   \$5.78   \$7.94   MARCH 2020   \$4.11   \$4.12   \$4.13   \$4.14   \$4.15   \$5.93   \$4.27   \$3.68   \$5.15	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77 \$7.68 \$9.91 \$10.42 \$8.77 \$7.68 \$9.49 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95 \$4.34 \$1.95 \$4.15 \$10.05 \$5.60 \$4.57 \$3.44 \$3.44 \$4.45	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -4.7% -46.3% -35.1% -39.1% -39.1% -39.1% -13.1% CHANGE +6.1% -3.9% +12.1% +0.4% +8.7% +5.8% -6.5% +6.8% +15.8%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 T6 T3 T6 TBIT T2 T3 T6 T1 T2 T3 T6 T0 T1 T2 T3 T5 T7 T8 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T7 T8 T8 T7 T8 T7 T8 T7 T8 T8 T8 T7 T8 T8 T7 T8 T8 T8 T8 T8 T8 T8 T7 T8 T8 T8 T8 T8 T8 T8 T8 T8 T8				
TERM. 2	\$9.86         MARCH 2020         \$9.36         \$8.63         \$8.63         \$10.74         \$9.60         \$9.42         \$3.10         \$9.93         \$4.71         \$4.98         \$5.78         \$7.94         MARCH 2020         \$4.11         \$4.17         \$2.19         \$4.16         \$10.92         \$4.27         \$3.68         \$5.15         \$2.15	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77 \$7.68 \$9.91 \$10.42 \$8.77 \$7.68 \$9.49 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95 \$4.15 \$10.05 \$5.60 \$4.57 \$3.44 \$4.45 \$2.21	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -4.7% -46.3% -35.1% -39.1% -39.1% -13.1% CHANGE +6.1% -3.9% +12.1% +0.4% +8.7% +15.8% -6.5% +6.8% +15.8% -2.8%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 \$0 T1 T2 T3 T6 T7 T8 T8 T7 T8 T8 T7 T8 T8 T7 T8 T8 T7 T8 T8 T7 T8 T8 T7 T8 T8 T7 T8 T8 T7 T8 T8 T7 T8 T8 T8 T8 T8 T8 T8 T8 T8 T8				
TERM.2	\$9.86 MARCH 2020 \$9.36 \$8.63 \$8.63 \$10.74 \$9.60 \$9.42 \$3.10 \$9.93 \$4.71 \$4.98 \$5.78 \$7.94 MARCH 2020 \$4.11 \$4.17 \$2.19 \$4.16 \$10.92 \$5.93 \$4.27 \$3.68 \$5.15 \$2.15 \$4.13	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77 \$7.68 \$9.49 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95 \$4.15 \$10.05 \$5.60 \$4.57 \$3.44 \$4.45 \$2.21 \$3.97	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -68.7% -4.7% -46.3% -35.1% -35.1% -39.1% -13.1% CHANGE +6.1% -3.9% +12.1% +0.4% +8.7% +5.8% -6.5% +6.8% +15.8% -2.8% -2.8%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 \$0 T1 T2 T3 T6 TBIT T2 T3 T6 TBIT T2 T3 T6 TBIT T2 T3 T6 T8 T7 T8 T8 T7 T8 T7 T8 T7 T8 T7 T8 T1 T2 T3 T6 T8 T8 T6 T8 T7 T8 T1 T2 T3 T6 T8 T8 T8 T8 T8 T8 T8 T8 T8 T8	\$2 \$		\$8	\$10
TERM. 2	\$9.86         MARCH 2020         \$9.36         \$8.63         \$8.63         \$10.74         \$9.60         \$9.42         \$3.10         \$9.93         \$4.71         \$4.98         \$5.78         \$7.94         MARCH 2020         \$4.11         \$4.17         \$2.19         \$4.16         \$10.92         \$4.27         \$3.68         \$5.15         \$2.15	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77 \$7.68 \$9.91 \$10.42 \$8.77 \$7.68 \$9.49 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95 \$4.15 \$10.05 \$5.60 \$4.57 \$3.44 \$4.45 \$2.21	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -68.7% -4.7% -46.3% -35.1% -39.1% -39.1% -13.1% CHANGE +6.1% -3.9% +12.1% +0.4% +8.7% +15.8% -6.5% +6.8% +15.8% -2.8%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 \$0 T1 T2 T3 T6 T8 T1 T2 T3 T6 T8 T7 T8 T1 T2 T3 T6 T8 T8 T8 T7 T8 T1 T2 T3 T6 T8 T8 T8 T7 T8 T7 T8 T8 T8 T8 T8 T8 T8 T8 T8 T8				\$10
TERM.2	\$9.86         MARCH 2020         \$9.36         \$8.63         \$8.63         \$10.74         \$9.60         \$9.42         \$3.10         \$9.93         \$4.71         \$4.98         \$5.78         \$7.94         MARCH 2020         \$4.11         \$4.17         \$2.19         \$4.16         \$10.92         \$5.93         \$4.27         \$3.68         \$5.15         \$2.15         \$4.13         \$5.19	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77 \$7.68 \$9.49 \$9.49 \$9.49 \$9.49 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95 \$4.34 \$1.95 \$4.15 \$10.05 \$5.60 \$4.57 \$3.44 \$4.57 \$3.44 \$4.45 \$2.21 \$3.97 \$4.96	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -4.7% -46.3% -35.1% -39.1% -39.1% -39.1% -13.1% CHANGE +6.1% -3.9% +12.1% +0.4% +8.7% +12.1% +0.4% +8.7% +15.8% -6.5% +6.8% +15.8% -2.8% +4.0% +4.8%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 T6 T8 T1 T2 T3 T6 T7 T8 T6 T6 T8 T6 T8 T6 T8 T6 T8 T8 T6 T8 T8 T6 T8 T8 T7 T8 T8 T6 T8 T8 T8 T8 T8 T8 T8 T8 T8 T8	\$2 \$		\$8	\$10
TERM.2	\$9.86         MARCH 2020         \$9.36         \$8.63         \$8.63         \$10.74         \$9.60         \$9.42         \$3.10         \$9.93         \$4.71         \$4.98         \$5.78         \$7.94         MARCH 2020         \$4.11         \$4.12         \$4.13         \$5.93         \$4.27         \$3.68         \$5.15         \$2.15         \$4.13         \$5.19	\$13.28 MARCH 2019 \$9.43 \$8.26 \$8.37 \$10.06 \$8.58 \$8.90 \$9.91 \$10.42 \$8.77 \$7.68 \$9.49 \$9.49 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95 \$4.15 \$10.05 \$5.60 \$4.57 \$3.44 \$4.45 \$2.21 \$3.97 \$4.96	-25.7% CHANGE -0.8% +4.4% +3.1% +6.8% +11.9% +5.9% -68.7% -4.7% -46.3% -35.1% -35.1% -39.1% -13.1% CHANGE +6.1% -3.9% +12.1% +0.4% +8.7% +12.1% +0.4% +8.7% +5.8% -6.5% +6.8% +15.8% -2.8% +4.0% +4.8%	\$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 T1 T2 T3 \$0 T1 T2 T3 T6 TBIT T2 T3 T6 TBIT T2 T3 T6 TBIT T2 T3 T6 T8 T7 T8 T8 T7 T8 T7 T8 T7 T8 T7 T8 T1 T2 T3 T6 T8 T8 T6 T8 T7 T8 T1 T2 T3 T6 T8 T8 T8 T8 T8 T8 T8 T8 T8 T8	\$2 \$		\$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.