

CONCESSION GROSS SALES APRIL 2020

Last Update: 6/18/2020 Finance and Budget Division

CONCESSION	APRIL 2020	APRIL 2019	CHANGE
ADVERTISING	\$743,915	\$3,869,544	-80.8%
DUTYFREE	\$39,658	\$17,645,956	-99.8%
F&B	\$942,573	\$31,522,462	-97.0%
RETAIL	\$1,209,567	\$17,532,095	-93.1%
SERVICES	\$1,003,182	\$10,708,012	-90.6%
IN-TERMINAL CON.	\$3,938,895	\$81,278,069	-95.2%
RAC	\$4,528,530	\$71,043,904	-93.6%
OFF-TERMINAL CON.	\$4,528,530	\$71,043,904	- 93.6%
TOTAL CONCESSION	\$8,467,425	\$152,321,973	-94.4%

ADVERTISING	APRIL 2020	APRIL 2019	CHANGE
T1	\$51,042	\$267,567	-80.9%
Т2	\$192,028	\$279,459	-31.3%
Т3	\$93,496	\$340,835	-72.6%
T4	\$298,908	\$356,717	-16.2%
T5	\$6,430	\$271,141	-97.6%
т6	(\$25,258)	\$182,953	-113.8%
T7	\$75,318	\$342,775	-78.0%
Т8	(\$16,568)	\$116,483	-114.2%
TBIT	\$68,518	\$1,711,615	-96.0%
TOTAL	\$743,915	\$3,869,544	-80.8%

DUTY FREE	APRIL 2020	APRIL 2019	CHANGE
Т2	\$0	\$628,349	-100.0%
Т3	\$0	\$66,983	-100.0%
T4 DUTY	\$150	\$618 <i>,</i> 831	-100.0%
T5 FREE	\$335	\$47,964	-99.3%
Т6	\$524	\$257,424	-99.8%
Т7	\$226	\$392,000	-99.9%
TBIT	\$38,424	\$15,634,405	-99.8%
TOTAL	\$39,658	\$17,645,956	-99.8%

F & B	APRIL 2020	APRIL 2019	CHANGE
T1	\$112,104	\$3,908,081	-97.1%
T2	\$278,923	\$2,876,689	-90.3%
Т3	\$3,447	\$2,818,420	-99.9%
Т6	\$168,681	\$3,532,128	-95.2%
TBIT	\$238,689	\$5,846,269	-95.9%
TCM TERM.	\$801,844	\$18,981,586	-95.8%
T4	\$0	\$4,336,467	-100.0%
T5	\$114,388	\$3,868,469	-97.0%
Т7	\$25,419	\$3,223,832	-99.2%
Т8	\$921	\$1,112,108	-99.9%
NON-TCM TERM.	\$140,729	\$12,540,876	-98.9%
TOTAL	\$942.573	\$31.522.462	-97.0%

RETAIL	APRIL 2020	APRIL 2019	CHANGE
T1	\$117,896	\$1,603,987	-92.6%
Т2	\$139,571	\$1,595,963	-91.3%
Т3	\$731	\$685,448	-99.9%
T6	\$67,854	\$1,403,923	-95.2%
ТВІТ	\$482,446	\$6,747,251	-92.8%
TCM TE <mark>RM.</mark>	\$808,497	\$12,036,573	-93.3%
T4	\$143,059	\$2,113,985	-93.2%
T5	\$160,404	\$1,316,001	-87.8%
Т7	\$96,942	\$1,733,467	-94.4%
Т8	\$666	\$332,069	-99.8%
NON-TCM TERM.	\$401,070	\$5,495,521	-92.7%
TOTAL	\$1,209,567	\$17,532,095	-93.1%



RAC	APRIL 2020	APRIL 2019	CHANGE
LAX	\$4,528,530	\$71,043,904	-93.6%
TOTAL	\$4,528,530	\$71,043,904	-93.6%

COMMENTS:

Overall, Concession sales are down 94.4% (\$143.85m). In-Terminal Concession sales are down 95.2% (\$77.34m), compared to the 95.5% enplaned passenger (PAX) decline during the same period.

Advertising sales are down 80.8% (\$3.13m).

Duty Free sales are down 99.8% (17.61m), while the int PAX number is down 96.1% 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 97% (\$30.58m), which is worse than the decrease in PAX of 95.5%. Sales in TCM terminals are down 95.8% (\$18.18m), while TCM terminals PAX are down 95.9%. Sales in Non-TCM terminals are down 98.9% (\$12.4m), while the PAX in Non-TCM terminals are down 95%.

Retail sales are down 93.1% (\$16.32m). TCM terminals sales are down 93.3% (\$11.23m) compared to the 95.9% decrease in TCM terminals PAX numbers. Sales in Non-TCM terminals are down 92.7% (\$5.09m), while PAX numbers in Non-TCM terminals are down 95%.

Gross sales from Services are down 90.6% (\$9.7m).

RAC sales are down 93.6% (\$66.52m).



SERVICES	APRIL 2020	APRIL 2019	CHANGE
T1	\$135,552	\$286,961	-52.8%
T2	\$238,375	\$1,228,063	-80.6%
Т3	\$10,385	\$88,115	-88.2%
T4	\$105,370	\$1,088,909	-90.3%
T5	\$80,216	\$325,675	-75.4%
T6	\$81,760	\$662,519	-87.7%
Т7	\$136,884	\$754,032	-81.8%
Т8	\$2,060	\$25,775	-92.0%
TBIT	\$212,580	\$6,247,963	-96.6%
TOTAL	\$1,003,182	\$10,708,012	-90.6%

----- Current Period ----- Prior Period



CONCESSION GROSS SALES PER ENPLANEMENT APRIL 2020

Last Update: 6/18/2020 Finance and Budget Division

LOS ANGELES WORLD	DAIRFORTS								
CONCESSION	APRIL 2020	APRIL 2019	CHANGE						
VERTISING	\$4.80	\$1.11	+331.7%	ADVERTISING					
JTYFREE ¹	\$0.59	\$12.79	-95.4%	DUTYFREE					
§В	\$6.08	\$9.05	-32.9%	F&B		_			
RETAIL	\$7.80	\$5.03	+54.9%			-			
SERVICES	\$6.47	\$3.07	+110.4%	RETAIL					
N-TERMINAL CON.	\$25.39	\$23.33	+8.8%	SERVICES					
RAC	\$29.19	\$20.39	+43.2%		-				
OFF-TERMINAL CON.	\$29.19	\$20.39	+43.2%	RAC					
OTAL CONCESSION	\$54.58	\$43.73	+24.8%	\$0	\$5	\$10	\$15		\$20
OVERTISING	APRIL 2020	APRIL 2019	CHANGE						
	\$4.80	\$1.11	+331.7%	LAX	_				
TOTAL	\$4.80	\$1.11	+331.7%	\$0.0	\$1.0	\$2.0	\$3.0)) \$4.0
OUTY FREE ¹	APRIL 2020	APRIL 2019	CHANGE						
2	\$0.00	\$7.70	-100.0%	Т2					
-3		\$1.22		Т3					
4	\$0.23	\$8.87	-97.4%	т4					
T DUTY	\$0.01 ²	\$0.13 ²	-90.6%	Т5					
6 FREE	\$0.15	\$2.58	-94.3%	тө)				
7	\$56.53	\$10.82	+422.3%	Т7		_			
BIT	\$1.22	\$23.54	-94.8%	твіт			_		
OTAL	\$0.59	\$12.79	-95.4%	\$0	\$10	\$20	ç	530	\$30 \$
& B	APRIL 2020	APRIL 2019	CHANGE						
1	\$6.74	\$9.34	-27.8%	T1		_			
2	\$8.07	\$7.75	+4.1%	Т2					
3	\$10.44	\$8.12	+28.6%	тз					
6	\$29.74	\$10.30	+188.7%						
BIT	\$7.56	\$8.56	-11.7%	T6		_			
CM TERM.	\$9.03	\$8.78	+2.9%	TBIT					
4	\$0.00	\$10.24	-100.0%	Т4					
5	\$4.15	\$10.37	-60.0%	Т5		_			
7	\$1.78	\$8.73	-79.6%	т7					
8	\$2.74	\$7.17	-61.8%	Т8		-			
ON-TCM TERM.	\$2.12	\$9.49	-77.7%			4			
OTAL	\$6.08	\$9.05	-32.9%	\$0	\$5	\$10	\$15		\$20
RETAIL	APRIL 2020	APRIL 2019	CHANGE						
1	\$7.09	\$3.83	+84.9%	T1					
2	\$4.04	\$4.30	-6.1%	Т2					
3	\$2.21	\$1.97	+12.1%	Т3		1			
6	\$11.96	\$4.09	+192.2%	T6					
віт	\$15.28	\$9.88	+54.7%						
CM TERM.	\$9.11	\$5.57	+63.6%	TBIT				_	_
4	\$5.93	\$4.99	+18.8%	Т4					
.5	\$5.81	\$3.53	+64.8%	Т5					
7	\$6.78	\$4.69	+44.5%	т7					
-8	\$1.98	\$2.14	-7.5%	т8		-			
ON-TCM TERM.	\$6.05	\$4.16	+45.3%						
OTAL	\$7.80	\$5.03	+54.9%	\$0	\$2 \$4	\$6	\$8	\$1	\$10 \$12
ERVICES	APRIL 2020 \$	APRIL 2019	CHANGE	T1					
	\$8.15	\$0.69	+1088.2%	т2					
2	\$6.89	\$3.31	+108.4%	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.