

## CONCESSION GROSS SALES MAY 2020

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

CONCESSION	MAY 2020	MAY 2019	CHANGE
ADVERTISING	\$742,915	\$4,172,310	-82.2%
DUTYFREE	\$0	\$22,619,373	-100.0%
F&B	\$1,499,243	\$33,193,251	-95.5%
RETAIL	\$1,469,220	\$18,694,604	-92.1%
SERVICES	\$1,019,643	\$11,557,061	-91.2%
IN-TERMINAL CON.	\$4,731,021	\$90,236,599	-94.8%
RAC	\$7,013,543	\$65,918,022	-89.4%
OFF-TERMINAL CON.	\$7,013,543	\$65,918,022	-89.4%
TOTAL CONCESSION	\$11,744,563	\$156,154,621	- <b>92.5%</b>

ADVERTISING	MAY 2020	MAY 2019	CHANGE
T1	\$97,895	\$269,101	-63.6%
Т2	\$194,299	\$316,982	-38.7%
Т3	\$139,962	\$364,792	-61.6%
T4	\$62,408	\$532,006	-88.3%
Т5	\$78,173	\$234,465	-66.7%
т6	\$23,795	\$193,401	-87.7%
T7	\$74,250	\$411,706	-82.0%
Т8	\$10,599	\$129,129	-91.8%
TBIT	\$61,536	\$1,720,728	-96.4%
TOTAL	\$742,915	\$4,172,310	-82.2%

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%
Т6	\$0	\$259,455	-100.0%
Т7	\$0	\$501,550	-100.0%
TBIT	\$0	\$20,317,510	-100.0%
TOTAL	\$0	\$22,619,373	-100.0%

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%
Т6	\$154,814	\$3,366,005	-95.4%
TBIT	\$243,673	\$6,514,039	-96.3%
TCM TERM.	\$1,039,529	\$19,821,631	<b>-94.8%</b>
T4	\$199,619	\$4,709,307	-95.8%
T5	\$172,327	\$4,251,238	-95.9%
Т7	\$87,767	\$3,336,954	-97.4%
Т8	\$0	\$1,074,121	-100.0%
NON-TCM TERM.	\$459,713	\$13,371,619	<b>-96.6%</b>
TOTAL	\$1,499,243	\$33,193,251	-95.5%

RETAIL	MAY 2020	MAY 2019	CHANGE
T1	\$300,658	\$1,617,697	-81.4%
Т2	\$0	\$1,649,792	-100.0%
Т3	\$0	\$689,644	-100.0%
T6	\$101,134	\$1,401,421	-92.8%
TBIT	\$529,990	\$7,727,554	-93.1%
TCM TE <mark>RM.</mark>	\$931,782	\$13,086,108	-92.9%
T4	\$218,436	\$2,196,211	-90.1%
T5	\$160,289	\$1,355,797	-88.2%
Т7	\$158,679	\$1,725,112	-90.8%
Т8	\$34	\$331,376	-100.0%
NON-TCM TERM.	\$537,438	\$5,608,496	- <b>90.4%</b>
TOTAL	\$1,469,220	\$18,694,604	-92.1%



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

## COMMENTS:

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

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).



SERVICES	MAY 2020	MAY 2019	CHANGE
T1	\$171,389	\$370,806	-53.8%
T2	\$222,814	\$1,432,704	-84.4%
Т3	\$132,630	\$330,717	-59.9%
T4	\$74,878	\$1,123,572	-93.3%
T5	\$69,184	\$337,600	-79.5%
т6	\$98,675	\$686,545	-85.6%
Т7	\$11,221	\$655,346	-98.3%
Т8	\$138	\$32,763	-99.6%
TBIT	\$238,715	\$6,587,009	-96.4%
TOTAL	\$1,019,643	\$11,557,061	- <b>91.2%</b>



## CONCESSION GROSS SALES PER ENPLANEMENT MAY 2020



\$25

\$2.5

\$25

\$10

\$14

MAY2020MAY2019

\$30

MAY2020MAY2019

\$3.0

MAY2020MAY2019

\$30

MAY2020MAY2019

\$12

MAY2020MAY2019

\$16

EOS ANGELES MORE	JARFORTS							
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%					
SERVICES	\$3.48	\$3.10	+12.2%	RETAIL				
IN-TERMINAL CON.	\$16.12	\$24.18	-33.3%	SERVICES				
RAC	\$23.90	\$17.66	+35.3%	RAC	-			
OFF-TERMINAL CON.		\$17.66	+35.3%	KAC				_
TOTAL CONCESSION	\$40.03	\$41.84	-4.3%	\$O	\$5	\$10	\$15	\$20
ADVERTISING	MAY 2020	MAY 2019	CHANGE					
	\$2.53	\$1.12	+126.5%	LAX		_		
TOTAL	\$2.53	\$1.12	+126.5%	\$0.0	\$0.5	\$1.0	\$1.5	\$2.0
<b>DUTY FREE</b> <sup>1</sup>	MAY 2020	MAY 2019	CHANGE			7	, -···	T
T2	\$0.00	\$7.70	-100.0%	Т2		_		
T3	\$0.00	\$1.26	-100.0%	Т3				
T4	\$0.00	\$9.24	-100.0%	Т4				
T5 DUTY	\$0.00 <sup>2</sup>	\$0.12 <sup>2</sup>	-100.0%	Т5				
FREE	\$0.00	\$2.66	-100.0%	Т6				
T7	\$0.00	\$12.53	-100.0%	Т7				
ТВІТ	\$0.00	\$26.68	-100.0%	ТВІТ			_	
TOTAL	\$0.00	\$14.73	-100.0%	\$0	\$5	\$10	\$15	\$20
	•							
F & B T1	<b>MAY 2020</b> \$4.39	<b>MAY 2019</b> \$9.47	<b>CHANGE</b> -53.6%	T1	I			
T2	\$4.39 \$7.00	\$9.47 \$7.63	-8.3%	T2				
T3	\$0.00 \$0.00	\$8.06						_
			-100.0%	Т3				_
T6	\$7.26	\$9.63	-24.7%	Т6				
TBIT	\$6.51	\$8.33	-21.9%	ТВІТ				
TCM TERM.	\$6.10	\$8.57	-28.8%	Т4				
T4	\$3.49	\$10.17	-65.7%	т5				
T5	\$4.56	\$10.26	-55.6%					
T7	\$3.13	\$8.52	-63.3%	Т7		-		
Τ8	\$0.00	\$7.16	-100.0%	Т8				
NON-TCM TERM.	\$3.74	\$9.42	-60.4%	\$0	\$2	\$4	\$6	\$8
TOTAL	\$5.11	\$8.89	-42.5%					
RETAIL	MAY 2020	MAY 2019	CHANGE			I	1	1 1
1	\$5.61	\$3.83	+46.3%	T1	_			
Т2	\$0.00	\$4.05	-100.0%	T2				
Т3	\$0.00	\$1.96	-100.0%	Т3				
Т6	\$4.74	\$4.01	+18.2%	Т6				
твіт	\$14.15	\$9.88	+43.2%					
TCM TERM.	\$5.47	\$5.66	-3.3%	TBIT				-
T4	\$3.82	\$4.74	-19.5%	T4				
Т5	\$4.24	\$3.27	+29.6%	Т5				
T7	\$5.66	\$4.41	+28.4%	т7				
T8	\$0.00	\$2.21	-100.0%	T8		-		
NON-TCM TERM.	\$4.37	\$3.95	+10.5%					
TOTAL	\$5.01	\$5.01	-0.0%	\$0	\$2 \$	4 \$6	\$8	\$10 \$12
SERVICES T1	<b>MAY 2020</b> \$3.20	<b>MAY 2019</b> \$0.88	<b>CHANGE</b> +263.9%	T1	_			
T2	\$3.85	\$3.52	+203.9%	Т2				
12	-0.CJ	J2.72	TJ.470					



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.