

## CONCESSION GROSS SALES AUGUST 2018

Last Update: 10/09/18  
Finance and Budget Division

CONCESSION	AUGUST 2017	AUGUST 2018	CHANGE
DUTYFREE	\$23,757,895	\$24,042,059	+1%
F & B	\$31,861,313	\$33,216,293	+4%
RETAIL	\$19,067,501	\$20,875,867	+9%
SERVICES	\$9,819,985	\$10,704,342	+9%
<b>IN-TERMINAL CONC.</b>	<b>\$84,506,695</b>	<b>\$88,838,562</b>	<b>+5%</b>
ADVERTISING	\$3,188,946	\$3,509,909	+10%
RAC	\$104,854,330	\$102,993,255	-2%
<b>OTHER CONC.</b>	<b>\$108,043,277</b>	<b>\$106,503,165</b>	<b>-1%</b>
<b>TOTAL CONC.</b>	<b>\$192,549,971</b>	<b>\$195,341,727</b>	<b>+1%</b>



DUTY FREE	AUGUST 2017	AUGUST 2018	CHANGE
T2	\$1,180,294	\$1,223,117	+4%
T3	\$75,433	\$67,148	-11%
T4	\$560,317	\$757,397	+35%
T5	\$60,618	\$63,294	+4%
T6	\$401,968	\$390,440	-3%
T7	\$453,166	\$446,663	-1%
TBIT	\$21,026,098	\$21,094,001	+0.3%
<b>TOTAL</b>	<b>\$23,757,895</b>	<b>\$24,042,059</b>	<b>+1%</b>

ADVERTISING	AUGUST 2017	AUGUST 2018	CHANGE
T1	\$166,179	\$173,138	+4%
T2	\$239,127	\$235,859	-1%
T3	\$399,793	\$322,510	-19%
T4	\$417,652	\$506,014	+21%
T5	\$149,851	\$229,235	+53%
T6	\$180,052	\$208,470	+16%
T7	\$231,539	\$229,395	-1%
T8	\$52,481	\$91,618	+75%
TBIT	\$1,352,272	\$1,513,671	+12%
<b>TOTAL</b>	<b>\$3,188,946</b>	<b>\$3,509,909</b>	<b>+10%</b>

F & B	AUGUST 2017	AUGUST 2018	CHANGE
T1	\$3,684,171	\$3,485,963	-5%
T2	\$3,166,818	\$3,135,926	-1%
T3	\$2,322,444	\$2,886,370	+24%
T6	\$3,802,839	\$3,828,518	+1%
TBIT	\$6,252,916	\$6,397,256	+2%
<b>TCM TERM.</b>	<b>\$19,229,189</b>	<b>\$19,734,033</b>	<b>+3%</b>
T4	\$4,346,745	\$4,307,695	-1%
T5	\$4,367,396	\$4,504,136	+3%
T7	\$2,818,991	\$3,460,318	+23%
T8	\$1,098,993	\$1,210,112	+10%
<b>NON-TCM TERM.</b>	<b>\$12,632,124</b>	<b>\$13,482,260</b>	<b>+7%</b>
<b>TOTAL</b>	<b>\$31,861,313</b>	<b>\$33,216,293</b>	<b>+4%</b>

RAC	AUGUST 2017	AUGUST 2018	CHANGE
LAX	\$104,854,330	\$102,993,255	-2%
<b>TOTAL</b>	<b>\$104,854,330</b>	<b>\$102,993,255</b>	<b>-2%</b>

RETAIL	AUGUST 2017	AUGUST 2018	CHANGE
T1	\$1,134,109	\$1,642,850	+45%
T2	\$1,750,865	\$1,699,077	-3%
T3	\$533,174	\$995,925	+87%
T6	\$1,769,721	\$1,747,040	-1%
TBIT	\$8,347,912	\$8,699,421	+4%
<b>TCM TERM.</b>	<b>\$13,535,781</b>	<b>\$14,784,313</b>	<b>+9%</b>
T4	\$2,098,323	\$2,221,183	+6%
T5	\$1,522,194	\$1,574,395	+3%
T7	\$1,472,527	\$1,875,903	+27%
T8	\$438,676	\$420,072	-4%
<b>NON-TCM TERM.</b>	<b>\$5,531,720</b>	<b>\$6,091,554</b>	<b>+10%</b>
<b>TOTAL</b>	<b>\$19,067,501</b>	<b>\$20,875,867</b>	<b>+9%</b>

### COMMENTS:

Overall, Concession sales are up 1% (\$2.79m). In-Terminal Concession sales are up 5% (\$4.33m), which is more than the 3% enplaned passenger (epax) growth during the same period.

Duty Free sales are up 1% (\$0.28m), which indicates sales are stagnant as international epax are up 3%.

F & B sales at LAX are up 4% (\$1.35m), which is more than the change in epax of 3%. Sales in TCM terminals (1, 2, 3, 6, TBIT) are up 3% (\$505k), while TCM terminals epax are up 2%. Sales in Non-TCM terminals (4, 5, 7, 8) are up 7% (\$850k), while epax in Non-TCM terminals are up 4%. The significant increases in T3 and T7 are due to the opening of additional stores (i.e. Ashland Hill, Deli & Co, Earth Bar, Nekter Juice Bar, Panda Express, and The Parlor in T3. Ashland Hill and Dunkin Donuts in T7.)

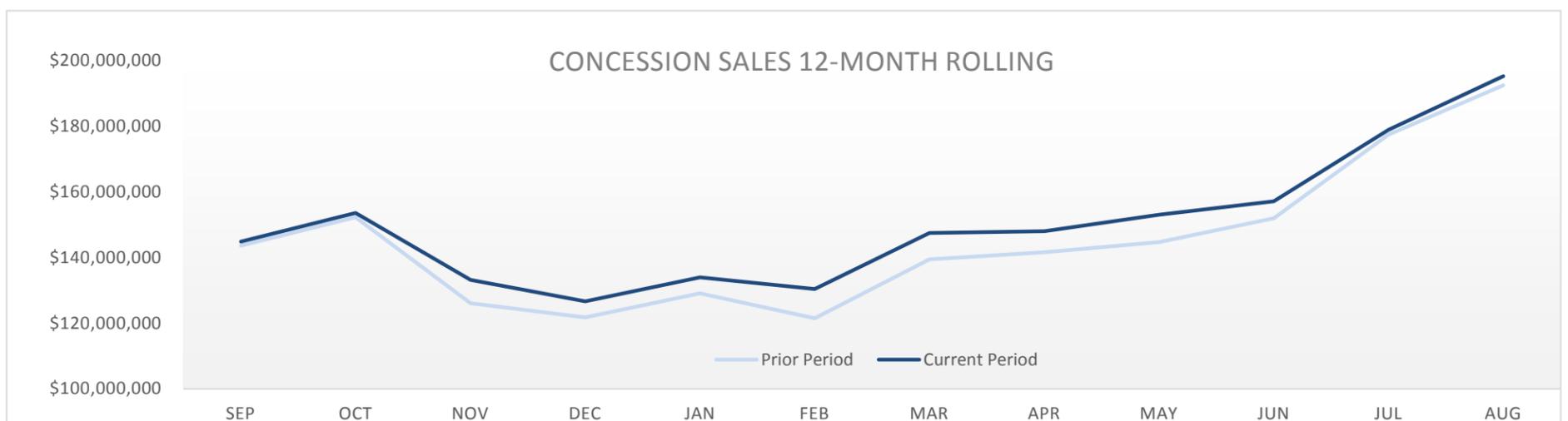
Retail sales at LAX are up 9% (\$1.81m). TCM terminals sales grew 9% (\$1.25m), while TCM terminals epax numbers are up 2%. Sales in Non-TCM terminals grew 10% (\$560k), while epax numbers in Non-TCM terminals are up 4%.

Gross sales from Services at LAX are up 9% (\$884k). This increase in sales is due to AlcLEAR (+\$566k), Lenlyn (+\$231k), and Boingo Wireless (+\$93k).

Advertising sales are up 10% (\$321k).

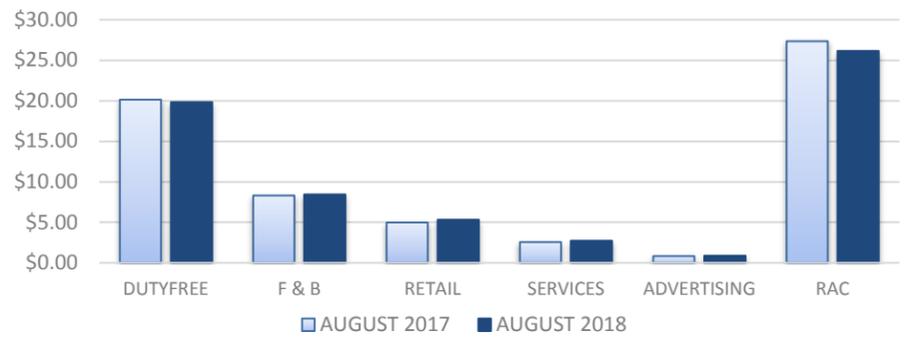
RAC sales are down 2% (\$1.86m) YoY. Approximately 1% of the drop is due to Midway dropping out in January 2018. This impact is expected to level out in February 2019. The RAC sales per epax is down 4%.

SERVICES	AUGUST 2017	AUGUST 2018	CHANGE
T1	\$203,804	\$315,845	+55%
T2	\$1,263,892	\$1,330,372	+5%
T3	\$212,191	\$317,639	+50%
T4	\$957,095	\$993,400	+4%
T5	\$459,323	\$474,603	+3%
T6	\$1,052,162	\$876,236	-17%
T7	\$699,578	\$840,499	+20%
T8	\$43,921	\$53,061	+21%
TBIT	\$4,928,021	\$5,502,689	+12%
<b>TOTAL</b>	<b>\$9,819,985</b>	<b>\$10,704,342</b>	<b>+9%</b>

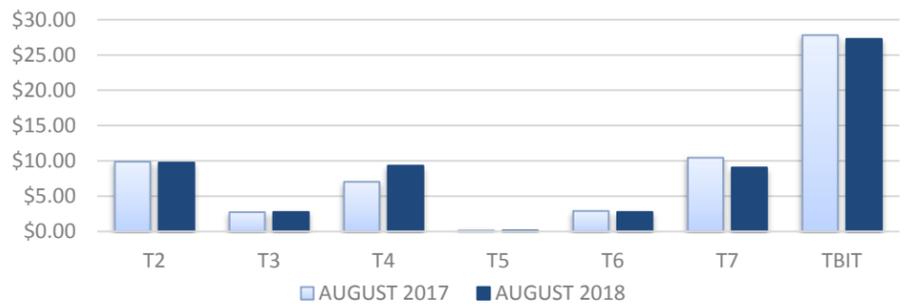


## CONCESSION GROSS SALES PER ENPLANEMENT AUGUST 2018

CONCESSION	AUGUST 2017	AUGUST 2018	CHANGE
DUTYFREE <sup>1</sup>	\$20.14	\$19.83	-2%
F & B	\$8.31	\$8.44	+2%
RETAIL	\$4.97	\$5.30	+7%
SERVICES	\$2.56	\$2.72	+6%
<b>IN-TERMINAL CONC.</b>	<b>\$22.05</b>	<b>\$22.57</b>	<b>+2%</b>
ADVERTISING	\$0.83	\$0.89	+7%
RAC	\$27.36	\$26.16	-4%
<b>OTHER CONC.</b>	<b>\$28.19</b>	<b>\$27.06</b>	<b>-4%</b>
<b>TOTAL CONC.</b>	<b>\$50.24</b>	<b>\$49.62</b>	<b>-1%</b>



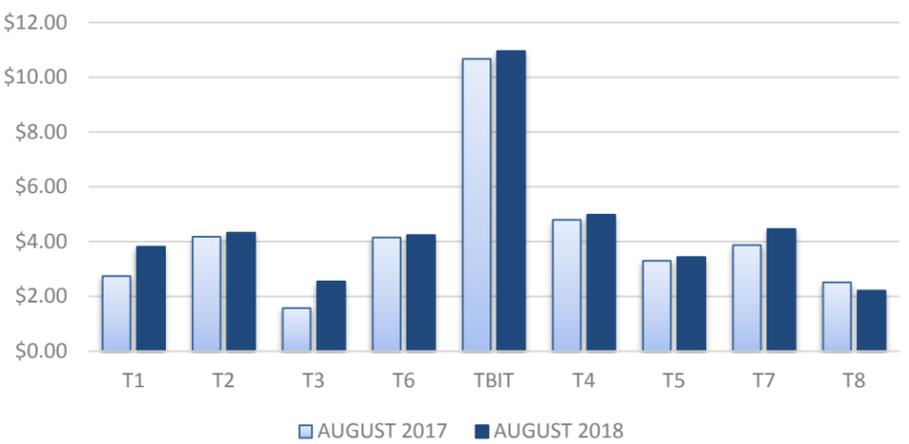
DUTY FREE <sup>1</sup>	AUGUST 2017	AUGUST 2018	CHANGE
T2	\$9.89	\$9.74	-1%
T3	\$2.73	\$2.73	0%
T4	\$7.03	\$9.31	+33%
T5	\$0.13 <sup>2</sup>	\$0.14 <sup>2</sup>	+5%
T6	\$2.90	\$2.75	-5%
T7	\$10.45	\$9.06	-13%
TBIT	\$27.80	\$27.25	-2%
<b>TOTAL</b>	<b>\$14.61</b>	<b>\$14.53</b>	<b>-1%</b>



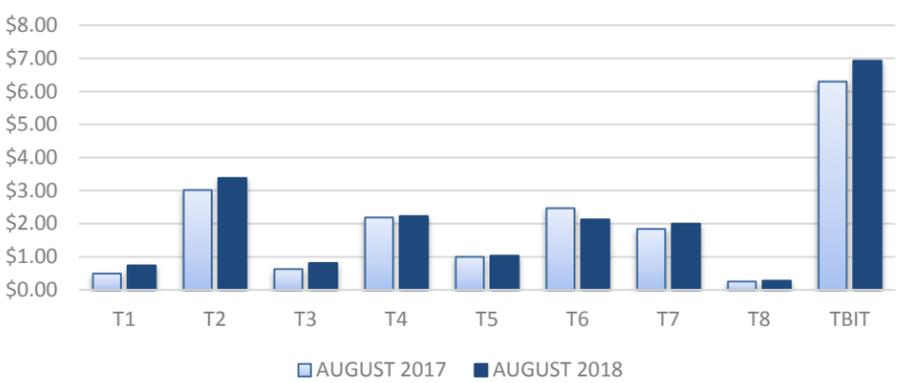
F & B	AUGUST 2017	AUGUST 2018	CHANGE
T1	\$8.91	\$8.10	-9%
T2	\$7.56	\$7.97	+6%
T3	\$6.87	\$7.38	+7%
T6	\$8.92	\$9.29	+4%
TBIT	\$7.99	\$8.05	+1%
<b>TCM TERM.</b>	<b>\$8.08</b>	<b>\$8.15</b>	<b>+1%</b>
T4	\$9.93	\$9.66	-3%
T5	\$9.47	\$9.83	+4%
T7	\$7.42	\$8.23	+11%
T8	\$6.30	\$6.37	+1%
<b>NON-TCM TERM.</b>	<b>\$8.69</b>	<b>\$8.90</b>	<b>+2%</b>
<b>TOTAL</b>	<b>\$8.31</b>	<b>\$8.44</b>	<b>+2%</b>



RETAIL	AUGUST 2017	AUGUST 2018	CHANGE
T1	\$2.74	\$3.82	+39%
T2	\$4.18	\$4.32	+3%
T3	\$1.58	\$2.55	+62%
T6	\$4.15	\$4.24	+2%
TBIT	\$10.67	\$10.95	+3%
<b>TCM TERM.</b>	<b>\$5.69</b>	<b>\$6.11</b>	<b>+7%</b>
T4	\$4.79	\$4.98	+4%
T5	\$3.30	\$3.44	+4%
T7	\$3.87	\$4.46	+15%
T8	\$2.52	\$2.21	-12%
<b>NON-TCM TERM.</b>	<b>\$3.81</b>	<b>\$4.02</b>	<b>+6%</b>
<b>TOTAL</b>	<b>\$4.97</b>	<b>\$5.30</b>	<b>+7%</b>



SERVICES	AUGUST 2017	AUGUST 2018	CHANGE
T1	\$0.49	\$0.73	+49%
T2	\$3.02	\$3.38	+12%
T3	\$0.63	\$0.81	+29%
T4	\$2.19	\$2.23	+2%
T5	\$1.00	\$1.04	+4%
T6	\$2.47	\$2.13	-14%
T7	\$1.84	\$2.00	+9%
T8	\$0.25	\$0.28	+11%
TBIT	\$6.30	\$6.93	+10%
<b>TOTAL</b>	<b>\$2.56</b>	<b>\$2.72</b>	<b>+6%</b>



ADVERTISING	AUGUST 2017	AUGUST 2018	CHANGE
LAX	\$0.83	\$0.89	+7%



RAC	AUGUST 2017	AUGUST 2018	CHANGE
LAX	\$27.36	\$26.16	-4%



<sup>1</sup> Duty Free Sales per Enplanement (SPE) is based on international enplanement, while all the others are based on all enplanement.

<sup>2</sup> With one exception - the Duty Free sales number in T5 are, in practice, made up mostly of Duty Paid sales as opposed to Duty Free sales. Therefore, it is more accurate to use the all enplanement numbers as the denominator instead of the international enplanement numbers when it comes to "Duty Free" in T5.