

## CONCESSION GROSS SALES MARCH 2019

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CONCESSION	MARCH 2019	MARCH 2018	CHANGE
ADVERTISING	\$3,523,356	\$2,813,777	+25%
DUTYFREE	\$18,816,363	\$20,292,144	-7%
F&B	\$32,887,355	\$30,670,300	+7%
RETAIL	\$17,856,756	\$17,309,044	+3%
SERVICES	\$10,943,960	\$10,337,839	+6%
IN-TERMINAL CON.	\$84,027,792	\$81,423,104	+3%
RAC	\$68,105,168	\$66,116,125	+3%
OFF-TERMINAL CON.	\$68,105,168	\$66,116,125	+3%
TOTAL CONCESSION	\$152,132,959	\$147,539,229	+3%

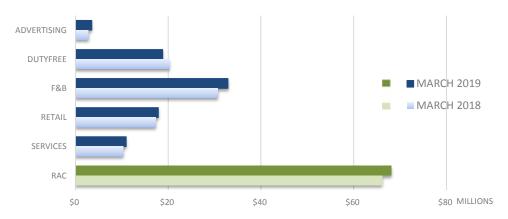
ADVERTISING	MARCH 2019	MARCH 2018	CHANGE
T1	\$173,335	\$175,282	-1%
T2	\$243,221	\$182,621	+33%
T3	\$326,345	\$288,366	+13%
T4	\$422,733	\$424,870	-1%
T5	\$210,279	\$242,355	-13%
T6	\$130,076	\$143,074	-9%
T7	\$488,750	\$211,068	+132%
T8	\$91,805	\$68,442	+34%
TBIT	\$1,436,812	\$1,077,699	+33%
TOTAL	\$3,523,356	\$2,813,777	+25%

DUTY FREE	MARCH 2019	MARCH 2018	CHANGE
T2	\$695,051	\$1,131,483	-39%
T3	\$72,397	\$63,024	+15%
T4 DUTY	\$588,489	\$604,625	-3%
T5 FREE	\$50,196	\$58,823	-15%
T6	\$257,743	\$259,429	-1%
T7	\$404,240	\$415,608	-3%
TBIT	\$16,748,247	\$17,759,153	-6%
TOTAL	\$18,816,363	\$20,292,144	-7%

F & B	<b>MARCH 2019</b>	MARCH 2018	CHANGE
T1	\$4,102,139	\$3,500,373	+17%
T2	\$2,904,010	\$2,881,994	+1%
T3	\$3,092,644	\$2,793,245	+11%
T6	\$3,442,026	\$3,573,534	-4%
TBIT	\$5,901,315	\$5,510,018	+7%
TCM TERM.	\$19,442,134	\$18,259,164	+6%
T4	\$4,606,498	\$4,265,499	+8%
T5	\$4,125,888	\$4,048,352	+2%
T7	\$3,583,043	\$3,278,303	+9%
Т8	\$1,129,793	\$818,982	+38%
NON-TCM TERM.	\$13,445,222	\$12,411,136	+8%
TOTAL	\$32,887,355	\$30,670,300	+7%

RETAIL	MARCH 2019	MARCH 2018	CHANGE
T1	\$1,682,739	\$1,425,187	+18%
T2	\$1,525,167	\$1,568,886	-3%
T3	\$721,494	\$899,328	-20%
T6	\$1,419,448	\$1,507,768	-6%
TBIT	\$6,859,091	\$6,826,402	+0.5%
TCM TERM.	\$12,207,939	\$12,227,571	-0.2%
T4	\$2,145,130	\$1,991,600	+8%
T5	\$1,362,874	\$1,323,677	+3%
T7	\$1,815,889	\$1,507,552	+20%
T8	\$324,924	\$258,644	+26%
NON-TCM TERM.	\$5,648,817	\$5,081,473	+11%
TOTAL	\$17,856,756	\$17,309,044	+3%

SERVICES	MARCH 2019	<b>MARCH 2018</b>	CHANGE
T1	\$459,574	\$295,041	+56%
T2	\$1,265,457	\$1,189,107	+6%
T3	\$161,860	\$135,337	+20%
T4	\$1,171,716	\$1,110,787	+5%
T5	\$362,133	\$318,943	+14%
T6	\$575,030	\$605,874	-5%
T7	\$791,008	\$812,137	-3%
T8	\$32,812	\$35,596	-8%
TBIT	\$6,124,371	\$5,835,015	+5%
TOTAL	\$10,943,960	\$10,337,837	+6%



RAC		MARCH 2019	MARCH 2018	CHANGE
LAX	00	\$68,105,168	\$66,116,125	+3%
TOTAL	L	\$68,105,168	\$66,116,125	+3%

## **COMMENTS:**

Overall, Concession sales are up 3% (\$4.59m). In-Terminal Concession sales are up 3% (\$2.6m), which is beats the 2% enplaned passenger (PAX) growth during the same period.

Advertising sales are up 25% (\$710k).

Duty Free sales are down 7% (-\$1.48m), while the int PAX number is down 3% YoY. • T2 continues to see the largest decline among all the terminals (-39% or -\$436k) due to the loss of Shanghai flight DL89. This flight arrives in various terminals at different times. • T3 sales increase 15% (\$9k) mainly as the result of an increase in Canadian pax due to to the shuffling of flights from other terminals. • T4 sales decline 3% (\$16k). Beauty continue to drive the business across all nationalities, but unable to offset the soft drop in Spirit, Wine, and Tobacco business. We believe less local pax discretionary spending • T5 sales drop \$9k (-15%) due to less local pax going through the terminals. • T6 sales also drop slightly (-\$2k, -0.7%) due to less local pax going through the terminals. • T7 experience a strong PRC Spirit, Wine, and Tobacco business, but offset by drops in local pax, similar to T5 and T6. • TBIT sales drop 6% (\$1.01m) due to the closure of Moncler space as well as 3% drop in int PAX. Chinese New Year celebrated a week earlier this year means part of the big spending were included in the month of Feb this year. Fashion continues to trend down YoY due to renovation.

F & B sales are up 7% (\$2.22m), which is more than the change in PAX of 2%. Sales in TCM terminals are up 6% (\$1.18m), while TCM terminals PAX are down 0.5%. The sizable increase in T1 is due to the opening of Food court. Sales in Non-TCM terminals are up 8% (\$1034k), while the PAX in Non-TCM terminals go up 5%. The sizable increase in T7 is due to the opening of Ashland Hill.

Retail sales are up 3% (\$548k). TCM terminals sales are slightly down 0.2% (\$20k), which is in line with the 0.5% decline in TCM terminals PAX numbers. The significant increase in T1 is due to additional stores (i.e. Kiehl's, LA Original, and Mac Cosmetics). On the contrary, the significant decline in T3 is due to closure of Hudson News. Sales in Non-TCM terminals grew 11% (\$567k), while PAX numbers in Non-TCM terminals are up 5%. The majority of this growth comes from the opening of Pier No. 7 Market in T7.

Gross sales from Services are up 6% (\$606k). This increase in sales is due to Alclear (+\$508k), and Lenlyn (+\$180k).

RAC sales are up 3% (\$1.99m). On the per PAX basis, it is up 1%.





## CONCESSION GROSS SALES PER ENPLANEMENT MARCH 2019

Last Update: 05/02/19 Finance and Budget Division

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CONCESSION	<b>MARCH 2019</b>	<b>MARCH 2018</b>	CHANGE	_				
ADVERTISING	\$0.98	\$0.79	+23%	ADVERTISING				
DUTYFREE <sup>1</sup>	\$13.28	\$13.95	-5%	DUTYFREE				
F&B	•							
	\$9.13	\$8.66	+5%	F&B		_		
RETAIL	\$4.96	\$4.89	+1%	RETAIL				■ MARCH 2019
SERVICES	\$3.04	\$2.92	+4%	RETAIL				MARCH 2018
IN-TERMINAL CON.	\$23.33	\$22.99	+1%	SERVICES				
RAC	\$18.91	\$18.67	+1%					
OFF-TERMINAL CON.	\$18.91	\$18.67	+1%	RAC				
				\$0	\$2 \$4	\$6 \$8 \$:	10 \$12 5	\$14 \$16 \$18 \$20
TOTAL CONCESSION	\$42.24	\$41.66	+1%	70	72	yo yo y.	10 712	714 710 710 720
ADVERTISING	MARCH 2019	<b>MARCH 2018</b>	CHANGE					
ADVERTISING	WARCH 2015	WARCH 2010	CHANGE					
2 4 7 7				1.47				■ MARCH 2019
LAX	\$0.98	\$0.79	+23%	LAX				MARCH 2018
	,	•						WIAICH 2016
TOTAL	\$0.98	\$0.79	+23%	¢0.0	ć0.2	¢0.5 ¢0.0	Ċ4.0	64.2
				\$0.0	\$0.3	\$0.5 \$0.8	\$1.0	\$1.3 \$1.5
DUTY FREE <sup>1</sup>	MARCH 2019	MARCH 2018	CHANGE			_		
T2	\$8.42	\$10.32	-18%	T2				
T3	\$1.23	\$2.19	-44%	T3				
T4	\$7.36	\$7.31	+1%	T4				■ MARCH 2019
				T5				MARCH 2018
T5 DUTY FREE	\$0.13 <sup>2</sup>	\$0.15 <sup>2</sup>	-14%	Т6				IVIANCH 2016
T6	\$2.53	\$2.40	+5%	T7				
T7	\$9.98	\$8.53	+17%	_		_		
TBIT	\$25.48	\$26.21	-3%	TBIT				
TOTAL	\$13.28	\$13.95	-5%	\$0	\$5	\$10 \$	15 \$20	) \$25 \$30
	γ=0::=0	γ_0.00						
F&B	MARCH 2019	MARCH 2018	CHANGE					
T1	\$9.43	\$8.38	+13%	T1			_	
T2	\$8.26	\$8.19	+1%	T2				
T3	\$8.37	\$8.05	+4%	_			_	- NAA DOLL 2040
				T3			_	MARCH 2019
T6	\$10.06	\$9.56	+5%	Т6	· ·			MARCH 2018
TBIT	\$8.65	\$7.87	+10%	TBIT				
TCM TERM.	\$8.92	\$8.34	+7%	_				
T4	\$9.80	\$10.01	-2%	T4				
T5	\$10.42	\$10.15	+3%	T5 =				,
	Ψ-0 <del>-</del>	7-00						
T7	¢Ω 77	\$7.80	<b>⊥11%</b>	т7				
T7	\$8.77	\$7.89	+11%	Т7				
Т8	\$7.68	\$7.43	+3%	T7 T8			-	
T8 <b>NON-TCM TERM.</b>	\$7.68 <b>\$9.46</b>	\$7.43 <b>\$9.19</b>	+3% <b>+3%</b>	Т8	\$2	\$4 \$6	\$8 \$1	0 \$12 \$14
Т8	\$7.68	\$7.43	+3%	_	\$2	\$4 \$6	\$8 \$1	10 \$12 \$14
T8 NON-TCM TERM. TOTAL	\$7.68 <b>\$9.46</b> <b>\$9.13</b>	\$7.43 <b>\$9.19</b> <b>\$8.66</b>	+3% + <b>3%</b> + <b>5</b> %	Т8	\$2	\$4 \$6	\$8 \$1	LO \$12 \$14
T8 NON-TCM TERM. TOTAL RETAIL	\$7.68 <b>\$9.46</b> <b>\$9.13</b> MARCH 2019	\$7.43 \$9.19 \$8.66 MARCH 2018	+3% +3% +5% CHANGE	T8 \$0	\$2	\$4 \$6	\$8 \$1	10 \$12 \$14
T8 NON-TCM TERM. TOTAL	\$7.68 \$9.46 \$9.13 MARCH 2019 \$3.87	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41	+3% +3% +5% CHANGE +13%	T8 \$0	\$2	\$4 \$6	\$8 \$1	10 \$12 \$14
T8 NON-TCM TERM. TOTAL RETAIL	\$7.68 <b>\$9.46</b> <b>\$9.13</b> MARCH 2019	\$7.43 \$9.19 \$8.66 MARCH 2018	+3% +3% +5% CHANGE	T8 \$0	\$2	\$4 \$6	\$8 \$1	
T8 NON-TCM TERM. TOTAL  RETAIL T1	\$7.68 \$9.46 \$9.13 MARCH 2019 \$3.87 \$4.34	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46	+3% +3% +5% CHANGE +13%	T8 \$0 T1 T2	\$2	\$4 \$6	\$8 \$1	.0 \$12 \$14 ■ MARCH 2019
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3	\$7.68 \$9.46 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59	+3% +3% +5% CHANGE +13% -3% -25%	T8 \$0 T1 T2 T3	\$2	\$4 \$6	\$8 \$1	
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6	\$7.68 \$9.46 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95 \$4.15	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03	+3% +3% +5% CHANGE +13% -3% -25% +3%	T8 \$0 T1 T2	\$2	\$4 \$6	\$8 \$1	■ MARCH 2019
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT	\$7.68 \$9.46 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95 \$4.15 \$10.05	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75	+3% +3% +5% CHANGE +13% -3% -25% +3%	T8 \$0 T1 T2 T3	\$2	\$4 \$6	\$8 \$1	■ MARCH 2019
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM.	\$7.68 \$9.46 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95 \$4.15 \$10.05 \$5.60	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58	+3% +3% +5% CHANGE +13% -3% -25% +3% +3% +0.3%	T8 \$0  T1 T2  T3 T6  TBIT	\$2	\$4 \$6	\$8 \$1	■ MARCH 2019
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4	\$7.68 \$9.46 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95 \$4.15 \$10.05 \$5.60 \$4.57	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67	+3% +3% +5% CHANGE +13% -3% -25% +3% +3% +0.3% -2%	T8 \$0  T1 T2 T3 T6 TBIT T4	\$2	\$4 \$6	\$8 \$1	■ MARCH 2019
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM.	\$7.68 \$9.46 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95 \$4.15 \$10.05 \$5.60	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58	+3% +3% +5% CHANGE +13% -3% -25% +3% +3% +0.3%	T8 \$0  T1 T2  T3 T6  TBIT	\$2	\$4 \$6	\$8 \$1	■ MARCH 2019
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4	\$7.68 \$9.46 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95 \$4.15 \$10.05 \$5.60 \$4.57	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67	+3% +3% +5% CHANGE +13% -3% -25% +3% +3% +0.3% -2%	T8 \$0  T1 T2 T3 T6 TBIT T4	\$2	\$4 \$6	\$8 \$1	■ MARCH 2019
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5	\$7.68 \$9.46 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95 \$4.15 \$10.05 \$5.60 \$4.57 \$3.44 \$4.45	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63	+3% +3% +5%  CHANGE +13% -3% -25% +3% +3% +0.3% -2% +4%	T8 \$0  T1 T2 T3 T6 TBIT T4 T5 T7	\$2	\$4 \$6	\$8 \$1	■ MARCH 2019
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8	\$7.68 \$9.46 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95 \$4.15 \$10.05 \$5.60 \$4.57 \$3.44 \$4.45 \$2.21	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35	+3% +3% +5%  CHANGE +13% -3% -25% +3% +0.3% -2% +4% +22% -6%	T8 \$0 \$0  T1 T2 T3 T6 TBIT T4 T5 T7 T8				■ MARCH 2019 ■ MARCH 2018
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM.	\$7.68 \$9.46 \$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	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76	+3% +3% +5%  CHANGE +13% -3% -25% +3% +0.3% -2% +4% +22% -6% +6%	T8 \$0  T1 T2 T3 T6 TBIT T4 T5 T7	\$2	\$4 \$6	\$8 \$1	■ MARCH 2019
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8	\$7.68 \$9.46 \$9.13 MARCH 2019 \$3.87 \$4.34 \$1.95 \$4.15 \$10.05 \$5.60 \$4.57 \$3.44 \$4.45 \$2.21	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35	+3% +3% +5%  CHANGE +13% -3% -25% +3% +0.3% -2% +4% +22% -6%	T8 \$0 \$0  T1 T2 T3 T6 TBIT T4 T5 T7 T8				■ MARCH 2019 ■ MARCH 2018
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM.	\$7.68 \$9.46 \$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	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76	+3% +3% +5%  CHANGE +13% -3% -25% +3% +0.3% -2% +4% +22% -6% +6%	T8 \$0  T1 T2 T3 T6  TBIT T4 T5 T7  T8 \$0				■ MARCH 2019 ■ MARCH 2018
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL	\$7.68 \$9.46 \$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	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018	+3% +3% +5%  CHANGE +13% -3% -25% +3% +0.3% -2% +4% +22% -6% +6% +1%	T8 \$0 \$0  T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0				■ MARCH 2019 ■ MARCH 2018
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1	\$7.68 \$9.46 \$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 MARCH 2019 \$1.06	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018 \$0.71	+3% +3% +5%  CHANGE +13% -3% -25% +3% +3% +0.3% -2% +4% +22% -6% +6% +1%  CHANGE +50%	T8 \$0  T1 T2 T3 T6  TBIT T4 T5 T7  T8 \$0				■ MARCH 2019 ■ MARCH 2018
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2	\$7.68 \$9.46 \$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 MARCH 2019 \$1.06 \$3.60	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018 \$0.71 \$3.38	+3% +3% +5%  CHANGE +13% -3% -25% +3% +0.3% -2% +4% +22% -6% +6% +1%  CHANGE +50% +7%	T8 \$0 \$0  T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0				■ MARCH 2019 ■ MARCH 2018
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3	\$7.68 \$9.46 \$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 MARCH 2019 \$1.06 \$3.60 \$0.44	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018 \$0.71 \$3.38 \$0.39	+3% +3% +5%  CHANGE +13% -3% -25% +3% +0.3% -2% +4% +22% -6% +6% +1%  CHANGE +50% +7% +12%	T8 \$0  T1 T2 T3 T6  TBIT T4 T5  T7 T8 \$0  T1 T2				■ MARCH 2019 ■ MARCH 2018
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4	\$7.68 \$9.46 \$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 MARCH 2019 \$1.06 \$3.60 \$0.44 \$2.49	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018 \$0.71 \$3.38 \$0.39 \$2.61	+3% +3% +3% +5%  CHANGE +13% -3% -25% +3% +0.3% -2% +4% +22% -6% +6% +1%  CHANGE +50% +7% +12% -4%	T8 \$0 \$0 T1 T2 T3 T4 T5 T7 T8 \$0				■ MARCH 2019 ■ MARCH 2018
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3	\$7.68 \$9.46 \$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 MARCH 2019 \$1.06 \$3.60 \$0.44	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018 \$0.71 \$3.38 \$0.39	+3% +3% +5%  CHANGE +13% -3% -25% +3% +0.3% -2% +4% +22% -6% +6% +1%  CHANGE +50% +7% +12%	T8 \$0  T1 T2 T3 T6  TBIT T4 T5  T7 T8 \$0  T1 T2 T3 T4  T5 T7 T8				■ MARCH 2019 ■ MARCH 2018  \$10 \$12
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4	\$7.68 \$9.46 \$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 MARCH 2019 \$1.06 \$3.60 \$0.44 \$2.49	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018 \$0.71 \$3.38 \$0.39 \$2.61	+3% +3% +3% +5%  CHANGE +13% -3% -25% +3% +0.3% -2% +4% +22% -6% +6% +1%  CHANGE +50% +7% +12% -4%	T8 \$0  T1 T2 T3 T6  TBIT T4 T5 T7  T8 \$0  T1 T2 T3 T4  T5 T7  T8 T6				MARCH 2019 MARCH 2018  \$10 \$12
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T6	\$7.68 \$9.46 \$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 MARCH 2019 \$1.06 \$3.60 \$0.44 \$2.49 \$0.91 \$1.68	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018 \$0.71 \$3.38 \$0.39 \$2.61 \$0.80 \$1.62	+3% +3% +5%  CHANGE +13% -3% -25% +3% +3% +0.3% -2% +4% +22% -6% +6% +1%  CHANGE +50% +7% +12% -4% +14% +4%	T8 \$0 \$0 T1 T2 T3 T4 T5 T6 T7 T8 T6 T7 T8 T6 T7 T7 T8				■ MARCH 2019 ■ MARCH 2018  \$10 \$12
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T6 T7	\$7.68 \$9.46 \$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 MARCH 2019 \$1.06 \$3.60 \$0.44 \$2.49 \$0.91 \$1.68 \$1.94	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018 \$0.71 \$3.38 \$0.39 \$2.61 \$0.80 \$1.62 \$1.96	+3% +3% +5%  CHANGE +13% -3% -25% +3% +0.3% -2% +4% +22% -6% +6% +1%  CHANGE +50% +7% +12% -4% +14% +4% -1%	T8 \$0  T1 T2 T3 T6  TBIT T4 T5 T7 T8  \$0  T1 T2 T3 T4 T5 T6  T7 T8				■ MARCH 2019 ■ MARCH 2018  \$10 \$12
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T6 T7 T8	\$7.68 \$9.46 \$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 MARCH 2019 \$1.06 \$3.60 \$0.44 \$2.49 \$0.91 \$1.68 \$1.94 \$0.22	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018 \$0.71 \$3.38 \$0.39 \$2.61 \$0.80 \$1.62 \$1.96 \$0.32	+3% +3% +5%  CHANGE +13% -3% -25% +3% +0.3% -2% +4% +22% -6% +6% +1%  CHANGE +50% +7% +12% -4% +14% -4% -1% -31%	T8 \$0 \$0 T1 T2 T3 T4 T5 T6 T7 T8 T6 T7 T8 T6 T7 T7 T8				■ MARCH 2019 ■ MARCH 2018  \$10 \$12
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T6 T7 T8 T8 T1 T1 T2 T3 T4 T5 T6 T7 T8 T8 T8 T8 T8 T8 T8 T8 T8	\$7.68 \$9.46 \$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 MARCH 2019 \$1.06 \$3.60 \$0.44 \$2.49 \$0.91 \$1.68 \$1.94 \$0.22 \$8.97	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018 \$0.71 \$3.38 \$0.39 \$2.61 \$0.80 \$1.62 \$1.96 \$0.32 \$8.33	+3% +3% +5%  CHANGE +13% -3% -25% +3% +3% +0.3% -2% +4% +22% -6% +6% +1%  CHANGE +50% +7% +12% -4% +14% +4% -1% -31% +8%	\$0 \$0 \$1 \$0 \$0 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1	\$2	\$4 \$6	\$8	MARCH 2019 MARCH 2018  \$10 \$12
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T6 T7 T8	\$7.68 \$9.46 \$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 MARCH 2019 \$1.06 \$3.60 \$0.44 \$2.49 \$0.91 \$1.68 \$1.94 \$0.22	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018 \$0.71 \$3.38 \$0.39 \$2.61 \$0.80 \$1.62 \$1.96 \$0.32	+3% +3% +5%  CHANGE +13% -3% -25% +3% +0.3% -2% +4% +22% -6% +6% +1%  CHANGE +50% +7% +12% -4% +14% -4% -1% -31%	T8 \$0  T1 T2 T3 T6  TBIT T4 T5 T7 T8  \$0  T1 T2 T3 T4 T5 T6  T7 T8				■ MARCH 2019 ■ MARCH 2018  \$10 \$12
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT TCTAL  TTA TTA TTA TTA TTA TTA TTA TTA TTA	\$7.68 \$9.46 \$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 MARCH 2019 \$1.06 \$3.60 \$0.44 \$2.49 \$0.91 \$1.68 \$1.94 \$0.22 \$8.97 \$3.04	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018 \$0.71 \$3.38 \$0.39 \$2.61 \$0.80 \$1.62 \$1.96 \$0.32 \$8.33 \$2.92	+3% +3% +5%  CHANGE +13% -3% -25% +3% +3% +0.3% -2% +4% +22% -6% +6% +1%  CHANGE +50% +7% +12% -4% +14% -4% -1% -31% +8% +8%	\$0 \$0 \$1 \$0 \$0 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1	\$2	\$4 \$6	\$8	MARCH 2019 MARCH 2018  \$10 \$12
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T6 T7 T8 T8 T1 T1 T2 T3 T4 T5 T6 T7 T8 T8 T8 T8 T8 T8 T8 T8 T8	\$7.68 \$9.46 \$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 MARCH 2019 \$1.06 \$3.60 \$0.44 \$2.49 \$0.91 \$1.68 \$1.94 \$0.22 \$8.97	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018 \$0.71 \$3.38 \$0.39 \$2.61 \$0.80 \$1.62 \$1.96 \$0.32 \$8.33	+3% +3% +5%  CHANGE +13% -3% -25% +3% +3% +0.3% -2% +4% +22% -6% +6% +1%  CHANGE +50% +7% +12% -4% +14% +4% -1% -31% +8%	\$0 \$0 \$1 \$0 \$0 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1	\$2	\$4 \$6	\$8	MARCH 2019 MARCH 2018  \$10 \$12
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT TOTAL  RAC	\$7.68 \$9.46 \$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 MARCH 2019 \$1.06 \$3.60 \$0.44 \$2.49 \$0.91 \$1.68 \$1.94 \$0.22 \$8.97 \$3.04	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018 \$0.71 \$3.38 \$0.39 \$2.61 \$0.80 \$1.62 \$1.96 \$0.32 \$8.33 \$2.92	+3% +3% +5%  CHANGE +13% -3% -25% +3% +3% +0.3% -2% +4% +22% -6% +6% +1%  CHANGE +50% +7% +12% -4% +14% -4% -1% -31% +8% +8%	\$0  T1  T2  T3  T6  TBIT  T4  T5  T7  T8  \$0  T1  T2  T3  T4  T5  T6  T7  T8  T8  T9  T1  T2  T3  T4  T5  T6  T7  T8  T8  T9  T8  T9  T8  T8  T8  T8  T8	\$2	\$4 \$6	\$8	MARCH 2019 MARCH 2018  \$10 \$12
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T6 T7 T8 TBIT TCM TERM. TOTAL  RAC	\$7.68 \$9.46 \$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 MARCH 2019 \$1.06 \$3.60 \$0.44 \$2.49 \$0.91 \$1.68 \$1.94 \$0.22 \$8.97 \$3.04 MARCH 2019	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018 \$0.71 \$3.38 \$0.39 \$2.61 \$0.80 \$1.62 \$1.96 \$0.32 \$8.33 \$2.92 MARCH 2018	+3% +3% +5%  CHANGE +13% -3% -25% +3% +3% +0.3% -2% +4% +22% -6% +6% +1%  CHANGE +50% +7% +12% -4% +14% -4% -1% -31% +8% +8%	\$0 \$0 \$1 \$0 \$0 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1	\$2	\$4 \$6	\$8	MARCH 2019 MARCH 2018  \$10 \$12  MARCH 2019 MARCH 2018  \$8 \$10
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT TOTAL  RAC	\$7.68 \$9.46 \$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 MARCH 2019 \$1.06 \$3.60 \$0.44 \$2.49 \$0.91 \$1.68 \$1.94 \$0.22 \$8.97 \$3.04	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018 \$0.71 \$3.38 \$0.39 \$2.61 \$0.80 \$1.62 \$1.96 \$0.32 \$8.33 \$2.92	+3% +3% +3% +5%  CHANGE +13% -3% -25% +3% +0.3% -2% +4% +22% -6% +6% +1%  CHANGE +50% +7% +12% -4% +14% -4% -1% -31% +8% +8% +4%  CHANGE	\$0  T1  T2  T3  T6  TBIT  T4  T5  T7  T8  \$0  T1  T2  T3  T4  T5  T6  T7  T8  T8  T9  T1  T2  T3  T4  T5  T6  T7  T8  T8  T9  T8  T9  T8  T8  T8  T8  T8	\$2	\$4 \$6	\$8	MARCH 2019 MARCH 2018  \$10 \$12  MARCH 2019 MARCH 2018
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T6 T7 T8 TBIT TCM TERM. TOTAL  RAC	\$7.68 \$9.46 \$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 MARCH 2019 \$1.06 \$3.60 \$0.44 \$2.49 \$0.91 \$1.68 \$1.94 \$0.22 \$8.97 \$3.04 MARCH 2019	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018 \$0.71 \$3.38 \$0.39 \$2.61 \$0.80 \$1.62 \$1.96 \$0.32 \$8.33 \$2.92 MARCH 2018	+3% +3% +3% +5%  CHANGE +13% -3% -25% +3% +0.3% -2% +4% +22% -6% +6% +1%  CHANGE +50% +7% +12% -4% +14% -4% -1% -31% +8% +8% +4%  CHANGE	\$0  T1  T2  T3  T6  TBIT  T4  T5  T7  T8  \$0  T1  T2  T3  T4  T5  T6  T7  T8  T8  T9  T1  T2  T3  T4  T5  T6  T7  T8  T8  T9  T8  T9  T8  T8  T8  T8  T8	\$2	\$4 \$6	\$8	MARCH 2019 MARCH 2018  \$10 \$12  MARCH 2019 MARCH 2018  \$8 \$10
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3 T4 T5 T6 T7 T8 TBIT TCM TERM. TOTAL  RAC	\$7.68 \$9.46 \$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 MARCH 2019 \$1.06 \$3.60 \$0.44 \$2.49 \$0.91 \$1.68 \$1.94 \$0.22 \$8.97 \$3.04 MARCH 2019	\$7.43 \$9.19 \$8.66 MARCH 2018 \$3.41 \$4.46 \$2.59 \$4.03 \$9.75 \$5.58 \$4.67 \$3.32 \$3.63 \$2.35 \$3.76 \$4.89 MARCH 2018 \$0.71 \$3.38 \$0.39 \$2.61 \$0.80 \$1.62 \$1.96 \$0.32 \$8.33 \$2.92 MARCH 2018	+3% +3% +3% +5%  CHANGE +13% -3% -25% +3% +0.3% -2% +4% +22% -6% +6% +1%  CHANGE +50% +7% +12% -4% +14% -4% -1% -31% +8% +8% +4%  CHANGE	\$0  T1  T2  T3  T6  TBIT  T4  T5  T7  T8  \$0  T1  T2  T3  T4  T5  T6  T7  T8  T8  T9  T1  T2  T3  T4  T5  T6  T7  T8  T8  T9  T8  T9  T8  T8  T8  T8  T8	\$2	\$4 \$6	\$8	MARCH 2019 MARCH 2018  \$10 \$12  MARCH 2019 MARCH 2018  \$8 \$10

<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.