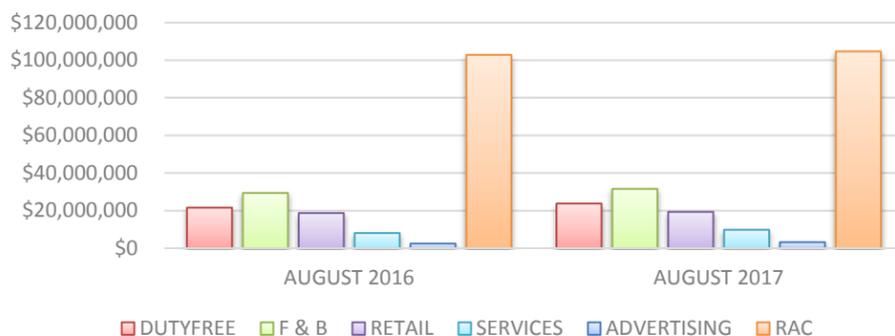


CONCESSION GROSS SALES AUGUST 2017

Last Update: 10/24/2017
Chayot Ing-aram

CONCESSION	AUGUST 2016	AUGUST 2017	% CHANGE
DUTYFREE	\$21,573,791	\$23,757,894	10%
F & B	\$29,405,164	\$31,572,684	7%
RETAIL	\$18,710,847	\$19,356,131	3%
SERVICES	\$8,092,779	\$9,819,985	21%
IN-TERMINAL CONC.	\$77,782,581	\$84,506,694	9%
ADVERTISING	\$2,460,003	\$3,195,833	30%
RAC	\$102,843,410	\$104,672,096	2%
OTHER CONC.	\$105,303,414	\$107,867,929	2%
TOTAL CONC.	\$183,085,995	\$192,374,624	5%



DUTY FREE	AUGUST 2016	AUGUST 2017	% CHANGE
T2	\$1,468,983	\$1,180,294	-20%
T3	\$44,500	\$75,433	70%
T4	\$460,045	\$560,317	22%
T5	\$542,071	\$60,618	-89%
T6	\$115,224	\$401,968	249%
T7	\$519,545	\$453,166	-13%
TBIT	\$18,423,423	\$21,026,098	14%
TOTAL	\$21,573,791	\$23,757,894	10%

ADVERTISING	AUGUST 2016	AUGUST 2017	% CHANGE
T1	\$175,265	\$166,179	-5%
T2	\$34,676	\$239,127	590%
T3	\$186,967	\$399,793	114%
T4	\$447,746	\$417,652	-7%
T5	\$281,260	\$149,851	-47%
T6	\$117,582	\$180,052	53%
T7	\$271,821	\$238,426	-12%
T8	\$63,623	\$52,481	-18%
TBIT	\$881,063	\$1,352,272	53%
TOTAL	\$2,460,003	\$3,195,833	30%

F & B	AUGUST 2016	AUGUST 2017	% CHANGE
T1	\$3,246,286	\$3,684,171	13%
T2	\$2,223,777	\$3,166,818	42%
T3	\$2,529,908	\$2,136,864	-16%
T6	\$3,704,513	\$3,802,839	3%
TBIT	\$5,099,303	\$6,149,867	21%
TCM TERM.	\$16,803,786	\$18,940,559	13%
T4	\$4,306,366	\$4,346,745	1%
T5	\$4,411,793	\$4,367,396	-1%
T7	\$2,606,265	\$2,818,991	8%
T8	\$1,276,954	\$1,098,993	-14%
NON-TCM TERM.	\$12,601,378	\$12,632,124	0.2%
TOTAL	\$29,405,164	\$31,572,684	7%

RAC	AUGUST 2016	AUGUST 2017	% CHANGE
LAX	\$102,843,410	\$104,672,096	2%
TOTAL	\$102,843,410	\$104,672,096	2%

COMMENTS:

Overall, **Concession sales** are up 5% (\$9.29MM) YoY. When looking at **In-Terminal Concession sales** only (excluding Advertising and RAC), sales are up 9% (\$6.72MM) YoY, which is more than the 5% pax growth during the same period.

Duty Free sales are up 10% (\$2.18MM). In **T2**, we are seeing a similar trend as last month with drop coming from Europeans and Latin Americans. Seeing a bigger drop to the spirit, wine & tobacco business comparing with beauty. Work in progress to expand Food & Gifts assortment for customers, and shrinking beauty shop to give back space to LAWA. In **T3, T4 and T6**, great performance due to increased international flights as a result of the airline relocation. In **T5**, a decline in sales as terminal is completely domestic. Work in progress to remove all spirit and wine, increase offering in food and beauty. Looking to add beauty and gifting brands that resonate well with domestic customers. In **T7**, sales pattern has been fluctuating; needed to work closely with DFS headquarters on more even stock flow replenishment. In **TBIT**, a good growth in sales benefiting from overall airline relocation movement.

F&B overall sales are up 7% (\$2.17MM). Sales in **TCM terminals (1, 2, 3, 6, TBIT)** are up 13% (\$2.14MM), while enplanement in these terminals are up 10%. Sales in **Non-TCM terminals (4, 5, 7, 8)** stay flat (0.2% or \$31K), while enplanement in these terminals are down 5%.

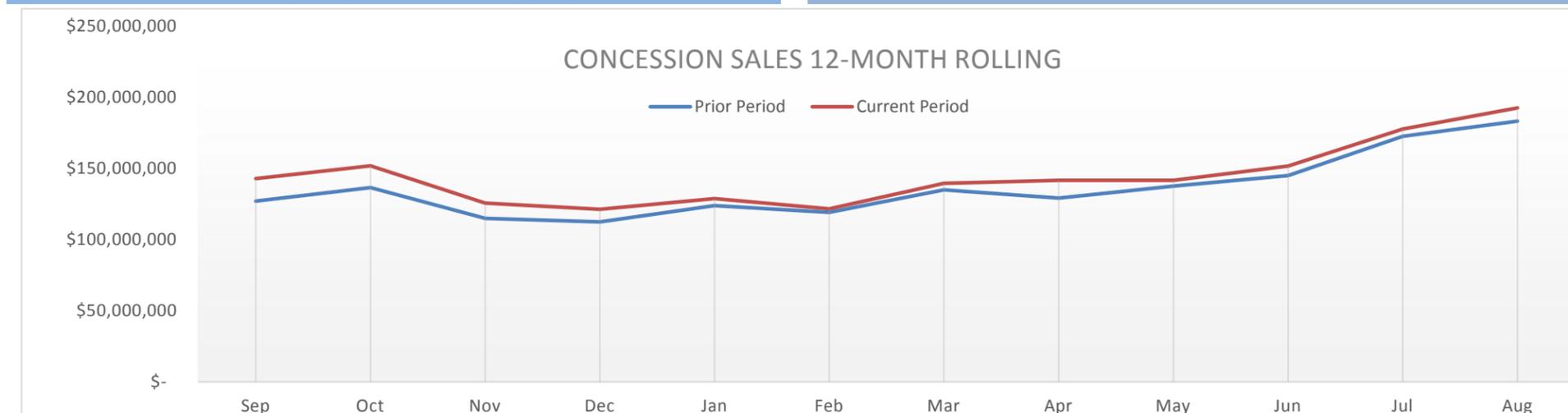
Retail overall sales are up 3% (\$645K). **TCM terminals** sales grew by 3% (\$408K), while sales in **Non-TCM terminals** grew by 4% (\$237K).

Services overall sales are up 21% (\$1.73MM). Half of that growth comes from Lenlyn (currency exchange) and New Zoom (vending machines). The other half is due to the introduction of new revenue source (Alclear).

Advertising sales are up 30% (\$736K) due to huge increases in T2, T3 and TBIT. Lastly, sales from **RAC** are up 2% (\$1.83MM) YoY.

RETAIL	AUGUST 2016	AUGUST 2017	% CHANGE
T1	\$1,262,473	\$1,134,109	-10%
T2	\$1,434,671	\$1,750,865	22%
T3	\$1,357,437	\$718,754	-47%
T6	\$1,561,614	\$1,769,721	13%
TBIT	\$7,800,427	\$8,450,962	8%
TCM TERM.	\$13,416,623	\$13,824,411	3%
T4	\$1,967,371	\$2,098,323	7%
T5	\$1,456,733	\$1,522,194	4%
T7	\$1,356,368	\$1,472,527	9%
T8	\$513,752	\$438,676	-15%
NON-TCM TERM.	\$5,294,224	\$5,531,720	4%
TOTAL	\$18,710,847	\$19,356,131	3%

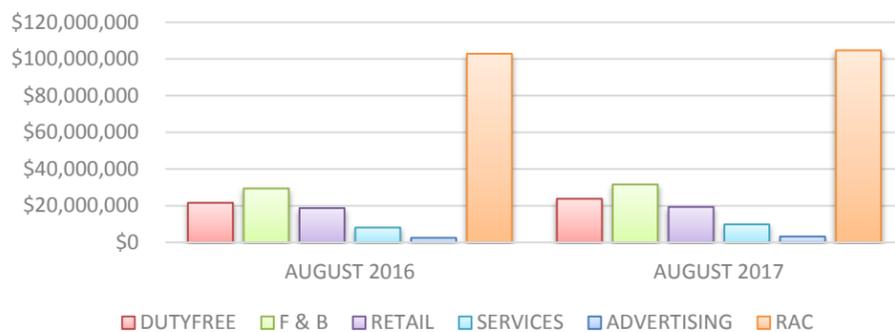
SERVICES	AUGUST 2016	AUGUST 2017	% CHANGE
T1	\$54,258	\$54,261	0.01%
T2	\$1,257,721	\$1,966,922	56%
T3	\$88,705	\$82,675	-7%
T4	\$604,223	\$852,133	41%
T5	\$822,971	\$339,669	-59%
T6	\$511,761	\$963,503	88%
T7	\$650,232	\$588,881	-9%
T8	\$25,372	\$43,921	73%
TBIT	\$4,077,535	\$4,928,021	21%
TOTAL	\$8,092,779	\$9,819,985	21%



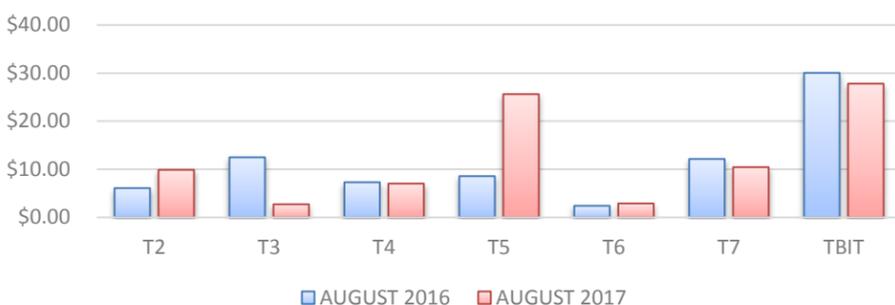
CONCESSION GROSS SALES PER ENPLANEMENT AUGUST 2017

Last Update: 10/24/2017
Chayot Ing-aram

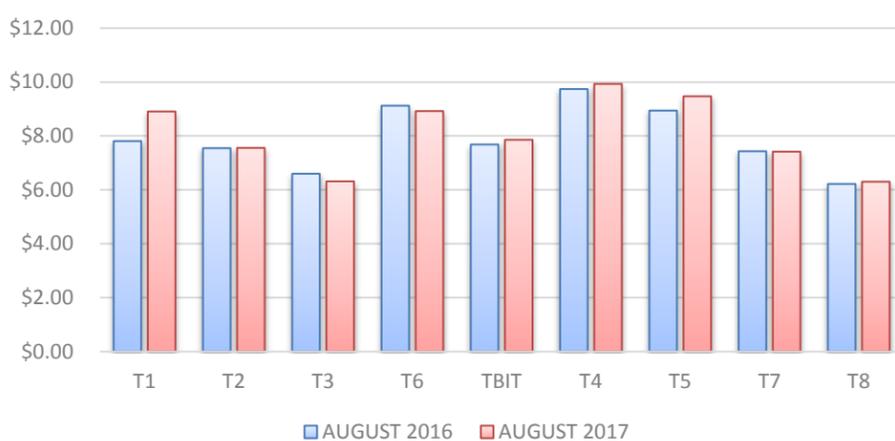
CONCESSION	AUGUST 2016	AUGUST 2017	% CHANGE
DUTYFREE*	\$19.80	\$20.14	2%
F & B	\$8.05	\$8.24	2%
RETAIL	\$5.12	\$5.05	-1%
SERVICES	\$2.21	\$2.56	16%
IN-TERMINAL CONC.	\$21.28	\$22.05	4%
ADVERTISING	\$0.67	\$0.83	24%
RAC	\$28.14	\$27.31	-3%
OTHER CONC.	\$28.81	\$28.14	-2%
TOTAL CONC.	\$50.09	\$50.19	0.2%



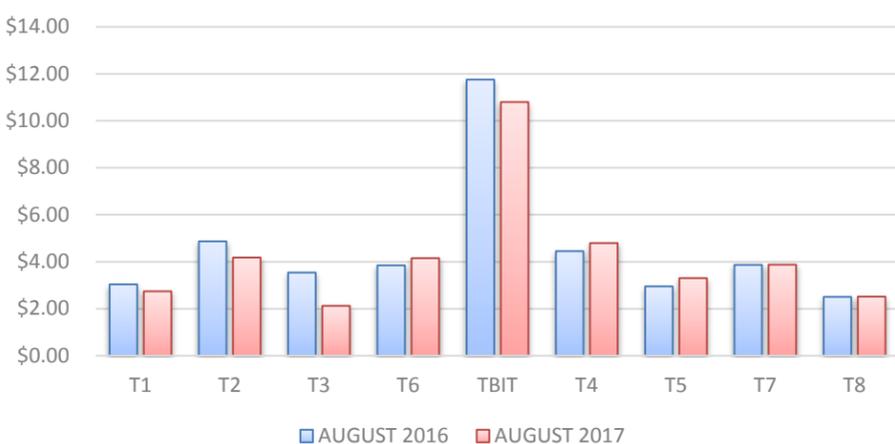
DUTY FREE*	AUGUST 2016	AUGUST 2017	% CHANGE
T2	\$6.09	\$9.89	62%
T3	\$12.49	\$2.73	-78%
T4	\$7.31	\$7.03	-4%
T5	\$8.57	\$25.62	199%
T6	\$2.41	\$2.90	20%
T7	\$12.14	\$10.45	-14%
TBIT	\$30.05	\$27.80	-7%
TOTAL	\$19.80	\$20.14	2%



F & B	AUGUST 2016	AUGUST 2017	% CHANGE
T1	\$7.81	\$8.91	14%
T2	\$7.55	\$7.56	0.2%
T3	\$6.60	\$6.32	-4%
T6	\$9.12	\$8.92	-2%
TBIT	\$7.68	\$7.86	2%
TCM TERM.	\$7.77	\$7.96	2%
T4	\$9.74	\$9.93	2%
T5	\$8.94	\$9.47	6%
T7	\$7.43	\$7.42	-0.2%
T8	\$6.22	\$6.30	1%
NON-TCM TERM.	\$8.45	\$8.69	3%
TOTAL	\$8.05	\$8.24	2%



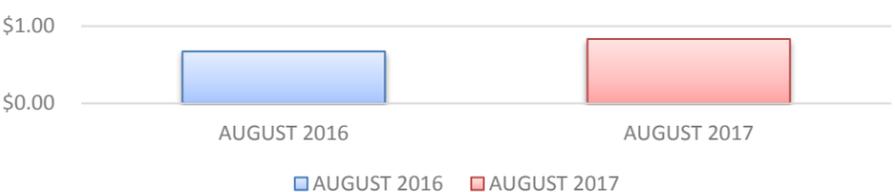
RETAIL	AUGUST 2016	AUGUST 2017	% CHANGE
T1	\$3.04	\$2.74	-10%
T2	\$4.87	\$4.18	-14%
T3	\$3.54	\$2.12	-40%
T6	\$3.85	\$4.15	8%
TBIT	\$11.75	\$10.80	-8%
TCM TERM.	\$6.20	\$5.81	-6%
T4	\$4.45	\$4.79	8%
T5	\$2.95	\$3.30	12%
T7	\$3.87	\$3.87	0%
T8	\$2.50	\$2.52	1%
NON-TCM TERM.	\$12.55	\$13.32	6%
TOTAL	\$5.12	\$5.05	-1%



SERVICES	AUGUST 2016	AUGUST 2017	% CHANGE
T1	\$0.13	\$0.13	1%
T2	\$4.27	\$4.69	10%
T3	\$0.23	\$0.24	6%
T4	\$1.37	\$1.95	42%
T5	\$1.67	\$0.74	-56%
T6	\$1.26	\$2.26	79%
T7	\$1.85	\$1.55	-16%
T8	\$0.12	\$0.25	104%
TBIT	\$6.14	\$6.30	2%
TOTAL	\$2.21	\$2.56	16%



ADVERTISING	AUGUST 2016	AUGUST 2017	% CHANGE
ADVERTISING	\$0.67	\$0.83	24%



RAC	AUGUST 2016	AUGUST 2017	% CHANGE
RAC	\$28.14	\$27.31	-3%



* Duty Free Sales per Enplanement (SPE) is based on international enplanement only. Everything else uses total enplanement.