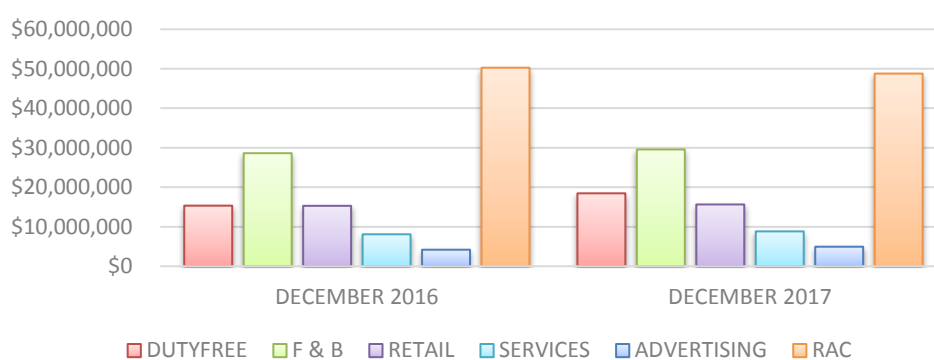


# CONCESSION GROSS SALES

## DECEMBER 2017

Last Update: 02/07/18  
Commercial Development Group

CONCESSION	DECEMBER 2016	DECEMBER 2017	% CHANGE
DUTYFREE	\$15,336,178	\$18,461,585	20%
F & B	\$28,621,501	\$29,570,749	3%
RETAIL	\$15,293,010	\$15,641,246	2%
SERVICES	\$8,084,583	\$8,822,824	9%
<b>IN-TERMINAL CONC.</b>	<b>\$67,335,271</b>	<b>\$72,496,405</b>	<b>8%</b>
ADVERTISING	\$4,183,403	\$4,942,279	18%
RAC	\$50,268,352	\$48,780,007	-3%
<b>OTHER CONC.</b>	<b>\$54,451,755</b>	<b>\$53,722,286</b>	<b>-1%</b>
<b>TOTAL CONC.</b>	<b>\$121,787,027</b>	<b>\$126,218,691</b>	<b>4%</b>



DUTY FREE	DECEMBER 2016	DECEMBER 2017	% CHANGE
T2	\$1,170,480	\$1,089,300	-7%
T3	\$45,011	\$66,359	47%
T4	\$336,968	\$556,792	65%
T5	\$364,549	\$64,040	-82%
T6	\$137,003	\$313,622	129%
T7	\$415,340	\$406,982	-2%
TBIT	\$12,866,826	\$15,964,490	24%
<b>TOTAL</b>	<b>\$15,336,178</b>	<b>\$18,461,585</b>	<b>20%</b>

ADVERTISING	DECEMBER 2016	DECEMBER 2017	% CHANGE
T1	\$119,178	\$33,379	-72%
T2	\$1,129,767	\$1,800,922	59%
T3	\$128,149	\$24,266	-81%
T4	\$781,916	\$807,995	3%
T5	\$772,488	\$214,910	-72%
T6	\$711,721	\$747,643	5%
T7	\$681,460	\$650,104	-5%
T8	\$47,984	\$39,253	-18%
TBIT	\$3,711,919	\$4,504,353	21%
<b>TOTAL</b>	<b>\$8,084,583</b>	<b>\$8,822,824</b>	<b>9%</b>

F & B	DECEMBER 2016	DECEMBER 2017	% CHANGE
T1	\$3,455,802	\$3,094,705	-10%
T2	\$2,249,407	\$2,863,515	27%
T3	\$2,457,871	\$2,509,561	2%
T6	\$3,615,804	\$3,491,626	-3%
TBIT	\$4,690,522	\$5,681,353	21%
<b>TCM TERM.</b>	<b>\$16,469,406</b>	<b>\$17,640,759</b>	<b>7%</b>
T4	\$3,948,500	\$4,266,184	8%
T5	\$4,317,019	\$3,790,148	-12%
T7	\$2,831,866	\$3,061,208	8%
T8	\$1,054,710	\$812,450	-23%
<b>NON-TCM TERM.</b>	<b>\$12,152,095</b>	<b>\$11,929,990</b>	<b>-2%</b>
<b>TOTAL</b>	<b>\$28,621,501</b>	<b>\$29,570,749</b>	<b>3%</b>

RAC	DECEMBER 2016	DECEMBER 2017	% CHANGE
LAX	\$50,268,352	\$48,780,007	-3%
<b>TOTAL</b>	<b>\$50,268,352</b>	<b>\$48,780,007</b>	<b>-3%</b>

### COMMENTS:

Overall, Concession sales are up 4% (\$4.43MM) YoY. When looking at In-Terminal Concession sales (excluding Advertising and RAC), sales are up 8% (\$5.16MM) YoY, which is more than the 4% pax growth during the same period.

Duty Free sales are up 20% (\$3.13MM). In T2, still seeing similar nationality trends with Europeans, Latin Americans, and Canadian going down. PRC sales doubling, but not enough to cover for the loss from the other nationalities. Cosmetics, Food, Gifts, Wine all responding well with the increase of PRC passengers. In T3, continue to see a positive trend due to more passengers and better ticket spend. In T4, the new AA flight to Beijing brought in more passengers and hence a more positive sales trend vs. last month. Growth in all categories except slightly behind for spirits. In T5, continue to see a negative trend due to airline relocations. Added a new leather goods brand Marc Tetro, delivering incremental of 2% of total store sales. In T6, continue to see a growth in sales due to increase in international flights, particularly in spirit (Johnny Walker) and tobacco (Marlboro). In T7, we are seeing a soft month for PRC flights as their total sales is down 1% compared to last year. In TBIT, continuing positive trends on sales, transactions, and spend.

F&B overall sales are up 3% (\$0.95MM). Sales in TCM terminals (1, 2, 3, 6, TBIT) are up 7% (\$1.17MM), while enrollment in these terminals are up 6%. Note that T1 Food Court is still currently closed for remodeling. Sales in Non-TCM terminals (4, 5, 7, 8) are down -2% (-\$222K), while enrollment in these terminals are up 4%.

Retail overall sales are up 2% (\$348K). TCM terminals sales grew 2% (\$206K), while sales in Non-TCM terminals grew 3% (\$142K).

Services overall sales are up 9% (\$0.74MM). This increase in sales are as a result of Lenlyn (currency exchange) and the introduction of Alclear.

Advertising sales are up 9% (\$738K) due to huge increase in T2, T6 and TBIT.

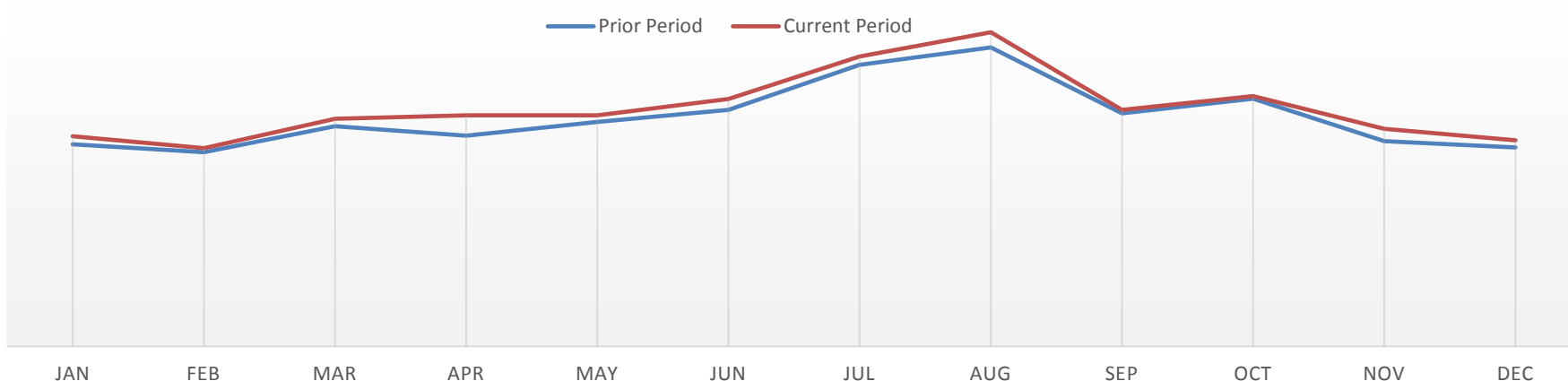
Lastly, RAC sales are down -3% (-\$1.49MM) YoY.

RETAIL	DECEMBER 2016	DECEMBER 2017	% CHANGE
T1	\$1,103,097	\$1,202,924	9%
T2	\$1,228,923	\$1,441,464	17%
T3	\$1,155,685	\$468,346	-59%
T6	\$1,581,655	\$1,466,380	-7%
TBIT	\$5,622,414	\$6,319,068	12%
<b>TCM TERM.</b>	<b>\$10,691,774</b>	<b>\$10,898,181</b>	<b>2%</b>
T4	\$1,743,533	\$1,870,254	7%
T5	\$1,223,331	\$1,252,206	2%
T7	\$1,246,457	\$1,337,391	7%
T8	\$387,914	\$283,215	-27%
<b>NON-TCM TERM.</b>	<b>\$4,601,236</b>	<b>\$4,743,065</b>	<b>3%</b>
<b>TOTAL</b>	<b>\$15,293,010</b>	<b>\$15,641,246</b>	<b>2%</b>

SERVICES	DECEMBER 2016	DECEMBER 2017	% CHANGE
T1	\$119,178	\$33,379	-72%
T2	\$1,129,767	\$1,800,922	59%
T3	\$128,149	\$24,266	-81%
T4	\$781,916	\$807,995	3%
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T8	\$47,984	\$39,253	-18%
TBIT	\$3,711,919	\$4,504,353	21%
<b>TOTAL</b>	<b>\$8,084,583</b>	<b>\$8,822,824</b>	<b>9%</b>

\$250,000,000  
\$200,000,000  
\$150,000,000  
\$100,000,000  
\$50,000,000  
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### CONCESSION SALES 12-MONTH ROLLING

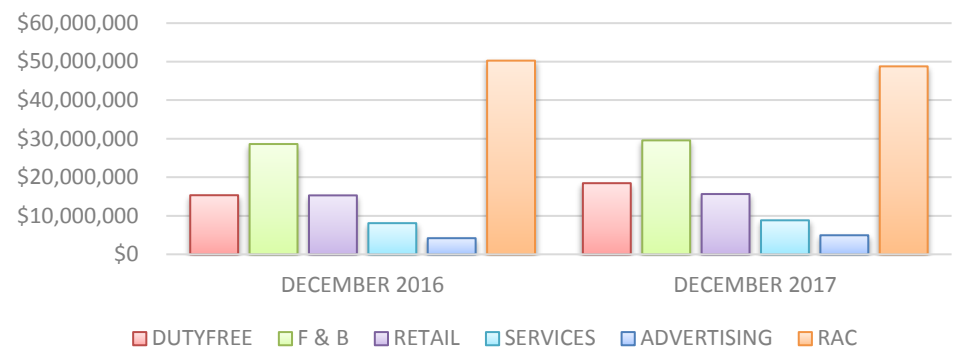


# CONCESSION GROSS SALES PER ENPLANEMENT

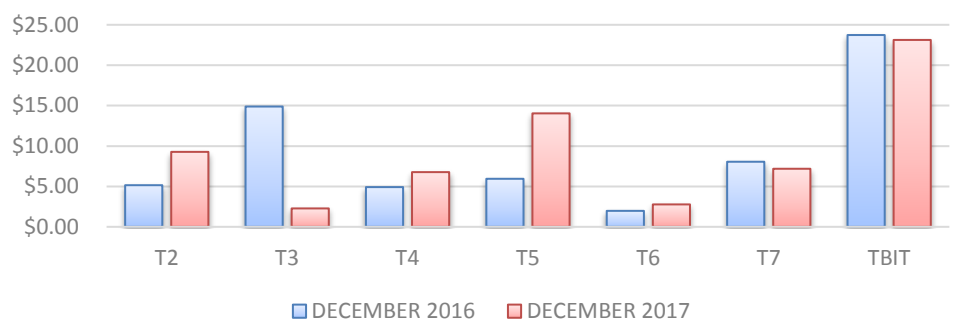
## DECEMBER 2017

Last Update: 02/07/18  
Commercial Development Group

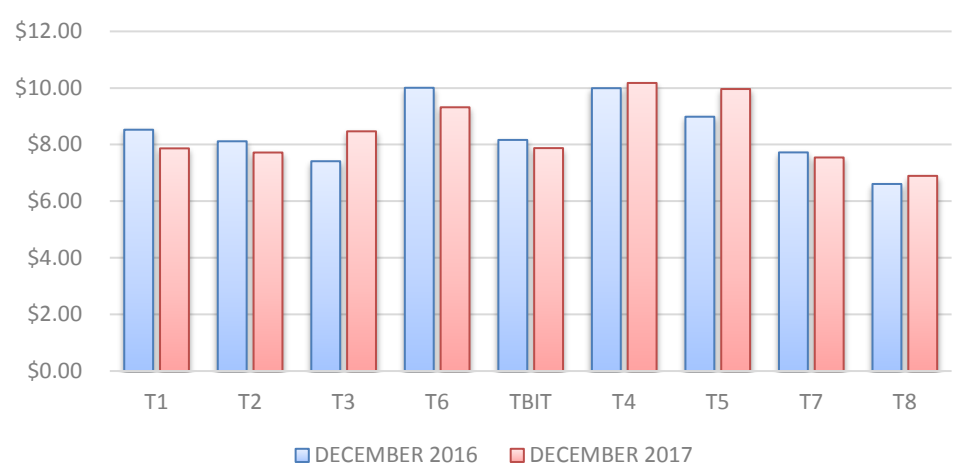
CONCESSION	DECEMBER 2016	DECEMBER 2017	% CHANGE
DUTYFREE*	\$14.59	\$16.71	15%
F & B	\$8.54	\$8.50	-0.5%
RETAIL	\$4.56	\$4.49	-1%
SERVICES	\$2.41	\$2.54	5%
<b>IN-TERMINAL CONC.</b>	<b>\$20.09</b>	<b>\$20.83</b>	<b>4%</b>
ADVERTISING	\$1.25	\$1.42	14%
RAC	\$15.00	\$14.02	-7%
<b>OTHER CONC.</b>	<b>\$16.25</b>	<b>\$15.44</b>	<b>-5%</b>
<b>TOTAL CONC.</b>	<b>\$36.34</b>	<b>\$36.27</b>	<b>-0.2%</b>



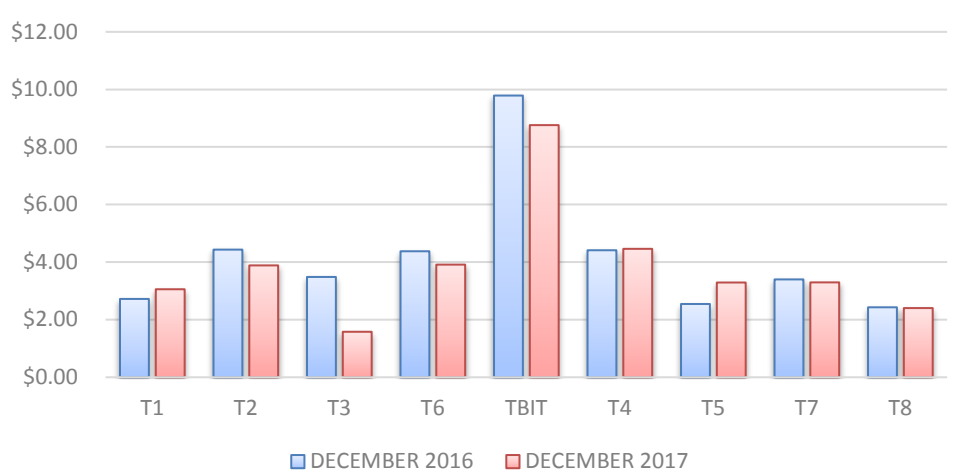
DUTY FREE*	DECEMBER 2016	DECEMBER 2017	% CHANGE
T2	\$5.15	\$9.27	80%
T3	\$14.88	\$2.28	-85%
T4	\$4.92	\$6.77	38%
T5	\$5.94	\$14.04	136%
T6	\$1.98	\$2.77	40%
T7	\$8.05	\$7.18	-11%
TBIT	\$23.73	\$23.12	-3%
<b>TOTAL</b>	<b>\$14.59</b>	<b>\$16.71</b>	<b>15%</b>



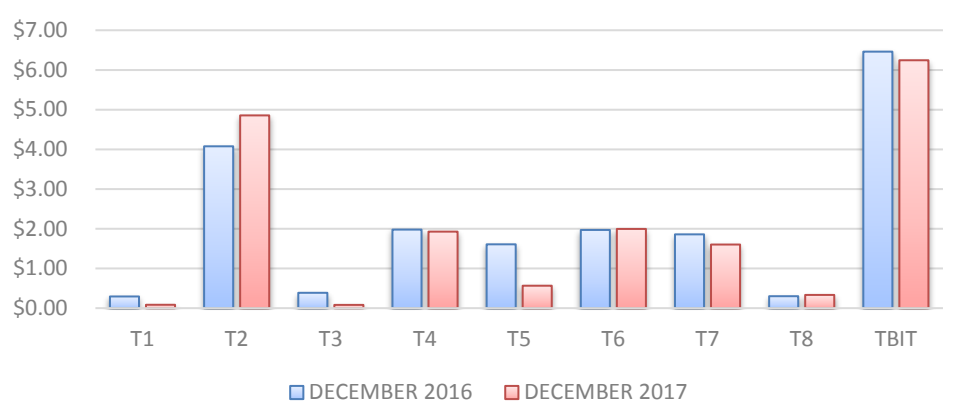
F & B	DECEMBER 2016	DECEMBER 2017	% CHANGE
T1	\$8.53	\$7.87	-8%
T2	\$8.12	\$7.72	-5%
T3	\$7.41	\$8.47	14%
T6	\$10.01	\$9.32	-7%
TBIT	\$8.17	\$7.88	-4%
<b>TCM TERM.</b>	<b>\$8.45</b>	<b>\$8.18</b>	<b>-3%</b>
T4	\$9.99	\$10.18	2%
T5	\$8.98	\$9.96	11%
T7	\$7.72	\$7.54	-2%
T8	\$6.61	\$6.90	4%
<b>NON-TCM TERM.</b>	<b>\$8.67</b>	<b>\$9.02</b>	<b>4%</b>
<b>TOTAL</b>	<b>\$8.54</b>	<b>\$8.50</b>	<b>-0.5%</b>



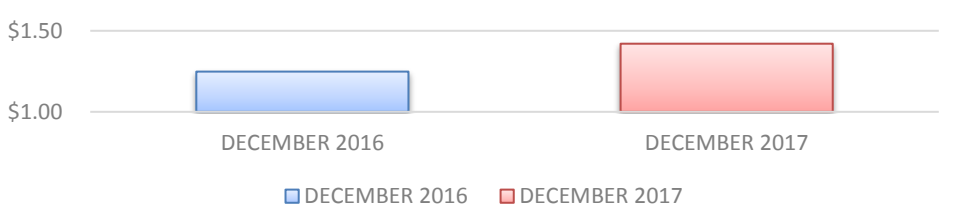
RETAIL	DECEMBER 2016	DECEMBER 2017	% CHANGE
T1	\$2.72	\$3.06	12%
T2	\$4.43	\$3.89	-12%
T3	\$3.49	\$1.58	-55%
T6	\$4.38	\$3.91	-11%
TBIT	\$9.79	\$8.76	-10%
<b>TCM TERM.</b>	<b>\$5.48</b>	<b>\$5.05</b>	<b>-8%</b>
T4	\$4.41	\$4.46	1%
T5	\$2.55	\$3.29	29%
T7	\$3.40	\$3.30	-3%
T8	\$2.43	\$2.40	-1%
<b>NON-TCM TERM.</b>	<b>\$3.28</b>	<b>\$3.58</b>	<b>9%</b>
<b>TOTAL</b>	<b>\$4.56</b>	<b>\$4.49</b>	<b>-1%</b>



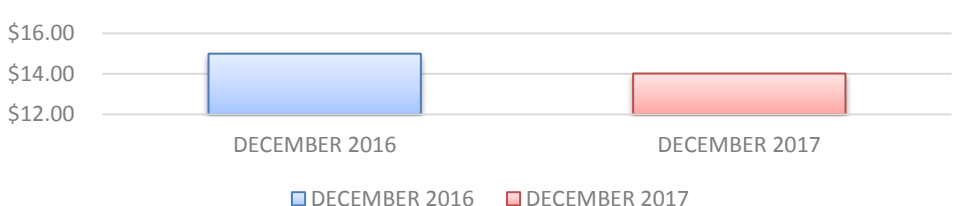
SERVICES	DECEMBER 2016	DECEMBER 2017	% CHANGE
T1	\$0.29	\$0.08	-71%
T2	\$4.08	\$4.86	19%
T3	\$0.39	\$0.08	-79%
T4	\$1.98	\$1.93	-3%
T5	\$1.61	\$0.56	-65%
T6	\$1.97	\$2.00	1%
T7	\$1.86	\$1.60	-14%
T8	\$0.30	\$0.33	11%
TBIT	\$6.46	\$6.24	-3%
<b>TOTAL</b>	<b>\$2.41</b>	<b>\$2.54</b>	<b>5%</b>



ADVERTISING	DECEMBER 2016	DECEMBER 2017	% CHANGE
ADVERTISING	\$1.25	\$1.42	14%



RAC	DECEMBER 2016	DECEMBER 2017	% CHANGE
RAC	\$15.00	\$14.02	-7%



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