

CONCESSION GROSS SALES JULY 2018

Last Update: 09/11/18
Finance and Budget Division

CONCESSION	JULY 2017	JULY 2018	CHANGE
DUTYFREE	\$19,829,872	\$20,822,981	+5%
F & B	\$32,507,032	\$33,480,881	+3%
RETAIL	\$18,775,569	\$20,361,346	+8%
SERVICES	\$9,677,266	\$11,344,652	+17%
IN-TERMINAL CONC.	\$80,789,739	\$86,009,860	+6%
ADVERTISING	\$3,308,535	\$4,078,841	+23%
RAC	\$93,400,235	\$88,912,848	-5%
OTHER CONC.	\$96,708,770	\$92,991,688	-4%
TOTAL CONC.	\$177,498,509	\$179,001,548	+1%



DUTY FREE	JULY 2017	JULY 2018	CHANGE
T2	\$1,114,614	\$1,087,621	-2%
T3	\$66,964	\$68,140	+2%
T4	\$501,620	\$599,357	+19%
T5	\$58,726	\$60,399	+3%
T6	\$337,611	\$346,252	+3%
T7	\$445,399	\$467,549	+5%
TBIT	\$17,304,940	\$18,193,663	+5%
TOTAL	\$19,829,872	\$20,822,981	+5%

ADVERTISING	JULY 2017	JULY 2018	CHANGE
T1	\$148,268	\$207,083	+40%
T2	\$268,588	\$256,448	-5%
T3	\$449,691	\$459,707	+2%
T4	\$478,987	\$567,444	+18%
T5	\$233,033	\$217,286	-7%
T6	\$113,277	\$279,658	+147%
T7	\$289,143	\$255,800	-12%
T8	\$53,246	\$88,702	+67%
TBIT	\$1,274,302	\$1,746,714	+37%
TOTAL	\$3,308,535	\$4,078,841	+23%

F & B	JULY 2017	JULY 2018	CHANGE
T1	\$3,698,547	\$3,226,735	-13%
T2	\$3,243,735	\$3,116,533	-4%
T3	\$2,300,929	\$2,941,105	+28%
T6	\$3,842,862	\$3,828,410	-0.4%
TBIT	\$6,399,014	\$6,404,223	+0.1%
TCM TERM.	\$19,485,088	\$19,517,006	+0.2%
T4	\$4,578,326	\$4,429,004	-3%
T5	\$4,405,532	\$4,591,726	+4%
T7	\$2,887,291	\$3,635,233	+26%
T8	\$1,150,795	\$1,307,912	+14%
NON-TCM TERM.	\$13,021,944	\$13,963,875	+7%
TOTAL	\$32,507,032	\$33,480,881	+3%

RAC	JULY 2017	JULY 2018	CHANGE
LAX	\$93,400,235	\$88,912,848	-5%
TOTAL	\$93,400,235	\$88,912,848	-5%

COMMENTS:

Overall, Concession sales are up 1% (\$1.5m). In-Terminal Concession sales are up 6% (\$5.22m), which is more than the 3% enplaned passenger (epax) growth during the same period. Given that it has been over a year since airlines relocation has taken place, the Year-over-Year comparisons are now better reflective of the underlying trends in concession spending.

Duty Free sales are up 5% (\$0.99m). The major growth driver is from TBIT, which has seen a strong growth in international epax number (3%) as well as the ability for DFS to capture value as seen in the conversion rate (e.g. + 2% YoY spending per epax in TBIT and + 2% overall).

F & B sales at LAX are up 3% (\$0.97m) and overall epax is up 3%. Sales in TCM terminals (1, 2, 3, 6, TBIT) are up 0.2% (\$32k), while TCM terminals epax are up 2%. Note that T1 Food Court is recently opened and its sale will show up in the August number, but its full effect won't be felt until September. Sales in Non-TCM terminals (4, 5, 7, 8) are up 7% (\$942k), while epax in Non-TCM terminals are up 6%. The big increase in T7 is due to the opening of additional stores (i.e. Ashland Hill and Dunkin Donuts.)

Retail sales at LAX are up 8% (\$1.59m). TCM terminals sales grew 8% (\$1.03m), while TCM terminals epax numbers are up 2%. Sales in Non-TCM terminals grew 10% (\$552k), while epax numbers in Non-TCM terminals are up 6%.

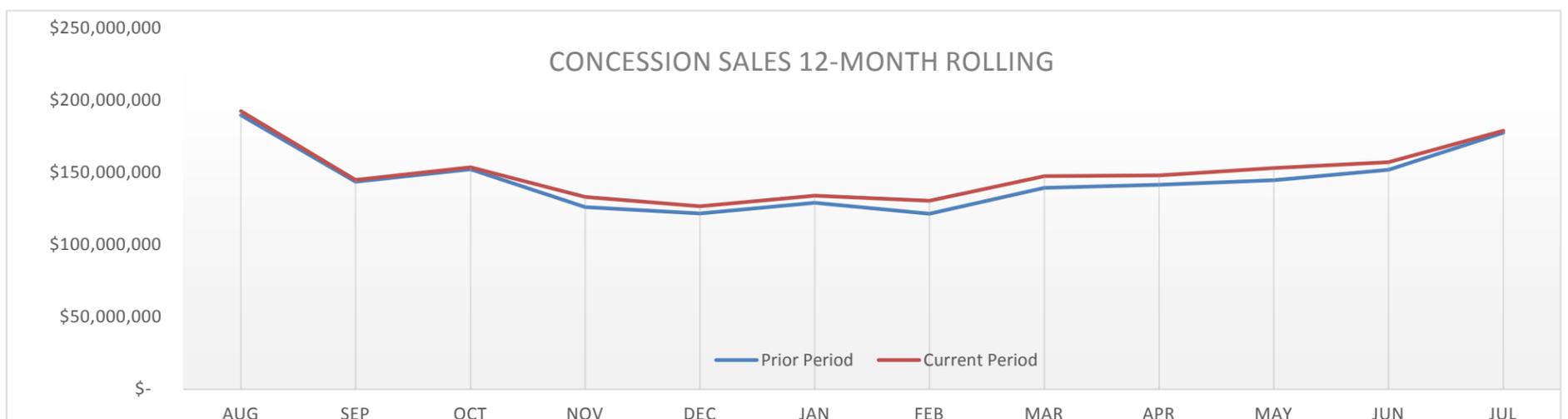
Gross sales from Services at LAX are up 17% (\$1.67m). This increase in sales is due to Alclear (+\$631k) and Lenlyn (+\$1.01m).

Advertising sales are up 23% (\$770k).

RAC sales are down 5% (\$4.49m) YoY. The RAC sales per epax is down 8%.

RETAIL	JULY 2017	JULY 2018	CHANGE
T1	\$1,210,602	\$1,785,296	+47%
T2	\$1,766,361	\$1,657,539	-6%
T3	\$551,251	\$1,048,975	+90%
T6	\$1,706,171	\$1,725,934	+1%
TBIT	\$7,862,648	\$7,912,593	+1%
TCM TERM.	\$13,097,033	\$14,130,335	+8%
T4	\$2,197,420	\$2,230,359	+1%
T5	\$1,544,377	\$1,595,054	+3%
T7	\$1,497,299	\$1,950,421	+30%
T8	\$439,439	\$455,177	+4%
NON-TCM TERM.	\$5,678,536	\$6,231,010	+10%
TOTAL	\$18,775,569	\$20,361,346	+8%

SERVICES	JULY 2017	JULY 2018	CHANGE
T1	\$71,498	\$62,202	-13%
T2	\$1,673,833	\$2,382,234	+42%
T3	\$103,272	\$99,857	-3%
T4	\$1,009,240	\$969,354	-4%
T5	\$351,062	\$247,512	-29%
T6	\$1,035,716	\$746,855	-28%
T7	\$703,968	\$748,938	+6%
T8	\$42,511	\$49,594	+17%
TBIT	\$4,686,165	\$6,038,105	+29%
TOTAL	\$9,677,266	\$11,344,652	+17%



CONCESSION GROSS SALES PER ENPLANEMENT JULY 2018

CONCESSION	JULY 2017	JULY 2018	CHANGE
DUTYFREE ¹	\$16.22	\$16.54	+2%
F & B	\$8.28	\$8.25	-0.3%
RETAIL	\$4.78	\$5.02	+5%
SERVICES	\$2.46	\$2.80	+13%
IN-TERMINAL CONC.	\$20.57	\$21.21	+3%
ADVERTISING	\$0.84	\$1.01	+19%
RAC	\$23.79	\$21.92	-8%
OTHER CONC.	\$24.63	\$22.93	-7%
TOTAL CONC.	\$45.20	\$44.13	-2%



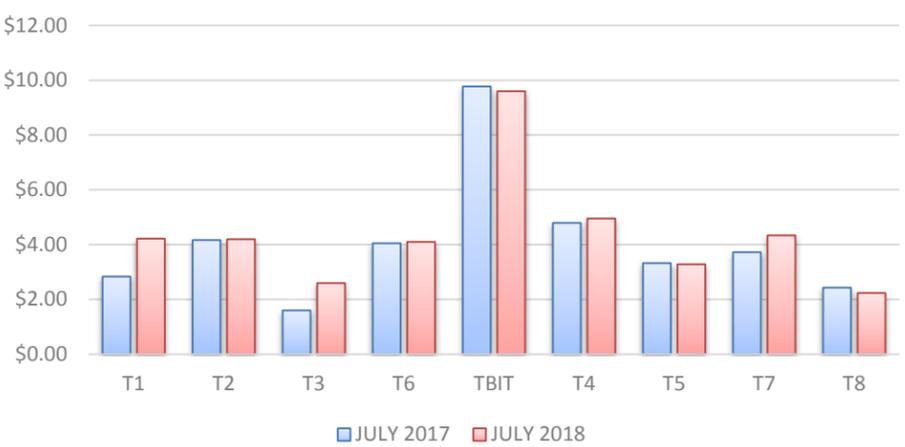
DUTY FREE ¹	JULY 2017	JULY 2018	CHANGE
T2	\$9.23	\$8.50	-8%
T3	\$2.13	\$2.35	10%
T4	\$5.74	\$7.43	+29%
T5	\$0.13 ²	\$0.12 ²	-2%
T6	\$2.52	\$2.43	-4%
T7	\$8.56	\$7.76	-9%
TBIT	\$22.22	\$22.77	+2%
TOTAL	\$11.88	\$12.07	+2%



F & B	JULY 2017	JULY 2018	CHANGE
T1	\$8.66	\$7.63	-12%
T2	\$7.65	\$7.89	+3%
T3	\$6.68	\$7.28	+9%
T6	\$9.13	\$9.09	-0.4%
TBIT	\$7.95	\$7.77	-2%
TCM TERM.	\$8.05	\$7.91	-2%
T4	\$9.99	\$9.84	-1%
T5	\$9.49	\$9.46	-0.3%
T7	\$7.18	\$8.09	+13%
T8	\$6.37	\$6.43	+1%
NON-TCM TERM.	\$8.65	\$8.79	+2%
TOTAL	\$8.28	\$8.25	-0.3%



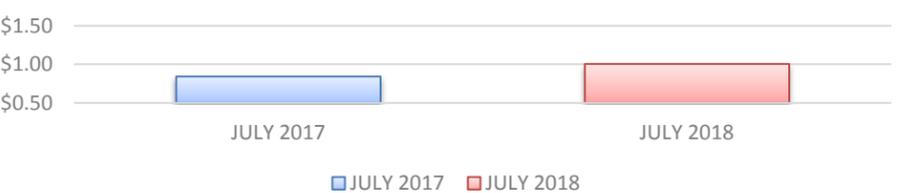
RETAIL	JULY 2017	JULY 2018	CHANGE
T1	\$2.84	\$4.22	+49%
T2	\$4.17	\$4.20	+1%
T3	\$1.60	\$2.60	+62%
T6	\$4.05	\$4.10	+1%
TBIT	\$9.77	\$9.60	-2%
TCM TERM.	\$5.41	\$5.73	+6%
T4	\$4.79	\$4.95	+3%
T5	\$3.33	\$3.28	-1%
T7	\$3.73	\$4.34	+16%
T8	\$2.43	\$2.24	-8%
NON-TCM TERM.	\$3.77	\$3.92	+4%
TOTAL	\$4.78	\$5.02	+5%



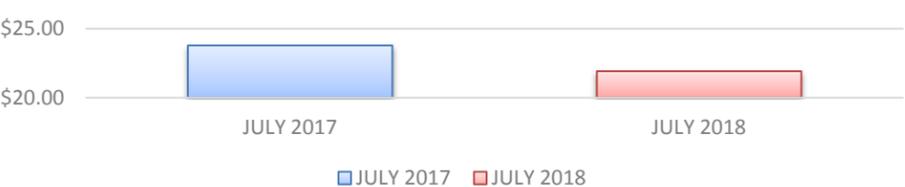
SERVICES	JULY 2017	JULY 2018	CHANGE
T1	\$0.17	\$0.15	-12%
T2	\$3.95	\$6.03	+53%
T3	\$0.30	\$0.25	-18%
T4	\$2.20	\$2.15	-2%
T5	\$0.76	\$0.51	-33%
T6	\$2.46	\$1.77	-28%
T7	\$1.75	\$1.67	-5%
T8	\$0.24	\$0.24	+4%
TBIT	\$5.82	\$7.33	+26%
TOTAL	\$2.46	\$2.80	+13%



ADVERTISING	JULY 2017	JULY 2018	CHANGE
LAX	\$0.84	\$1.01	+19%



RAC	JULY 2017	JULY 2018	CHANGE
LAX	\$23.79	\$21.92	-8%



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

² 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.