

Concession Revenue

In Terminal Concession	Feb 2015 Revenue	Feb 2016 Revenue	% Change
ADVERTISING	\$2,166,667	\$2,166,667	0%
DUTY FREE	\$4,820,639	\$4,853,867	1%
F & B/RETAIL/TCM	\$5,139,536	\$6,010,933	17%
SERVICES	\$1,179,666	\$1,569,321	33%
<b>TOTAL</b>	<b>\$13,306,508</b>	<b>\$14,600,788</b>	<b>10%</b>

Concession Revenue / Enplanement

In Terminal Concession	Feb 2015 Rev per Enp	Feb 2016 Rev per Enp	% Change
ADVERTISING	\$0.89	\$0.82	-8%
DUTY FREE	\$1.98	\$1.83	-8%
F & B/RETAIL/TCM	\$2.11	\$2.27	7%
SERVICES	\$0.48	\$0.59	22%
<b>TOTAL</b>	<b>\$5.46</b>	<b>\$5.50</b>	<b>1%</b>

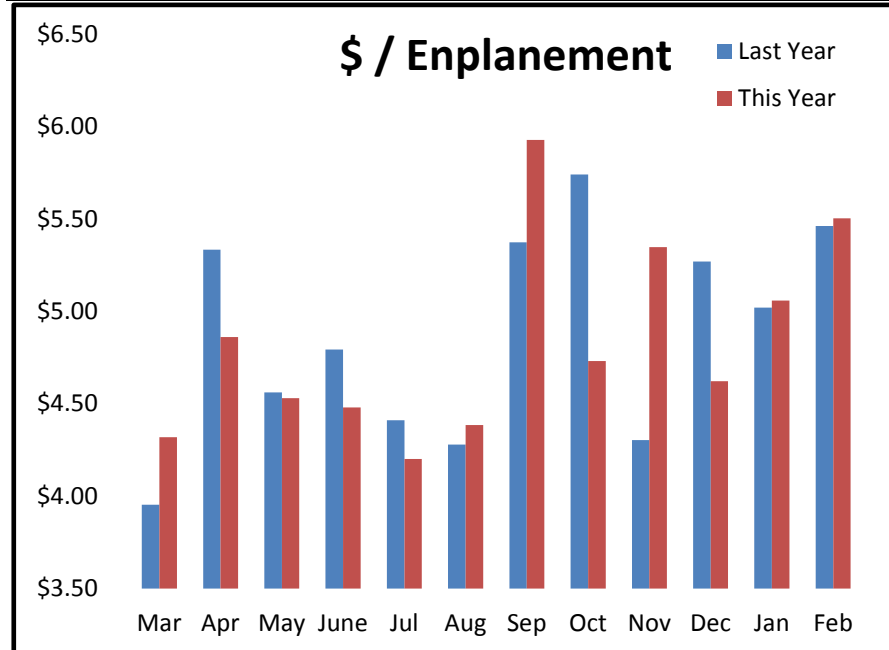
Concession Revenue by Terminals

ADVERTISING	Feb 2015 Revenue	Feb 2016 Revenue	% Change
T1	\$263,683	\$263,683	0%
T2	\$49,641	\$49,641	0%
T3	\$245,026	\$245,026	0%
T4	\$363,190	\$363,190	0%
T5	\$178,218	\$178,218	0%
T6	\$61,406	\$61,406	0%
T7	\$336,426	\$336,426	0%
T8	\$137,205	\$137,205	0%
TBIT	\$531,873	\$531,873	0%
<b>TOTAL</b>	<b>\$2,166,667</b>	<b>\$2,166,667</b>	<b>0%</b>

DUTY FREE	Feb 2015 Revenue	Feb 2016 Revenue	% Change
T2	\$899,298	\$233,222	-74%
T3	\$19,715	\$7,612	-61%
T4	\$171,183	\$97,963	-43%
T5	\$52,894	\$180,207	241%
T6	\$51,451	\$38,706	-25%
T7	\$183,204	\$164,345	-10%
TBIT	\$3,442,894	\$4,131,812	20%
<b>TOTAL</b>	<b>\$4,820,639</b>	<b>\$4,853,867</b>	<b>1%</b>

F & B/RETAIL/TCM	Feb 2015 Revenue	Feb 2016 Revenue	% Change
T1	\$392,515	\$622,171	59%
T2	\$432,398	\$400,348	-7%
T3	\$316,107	\$493,713	56%
T4	\$920,593	\$957,431	4%
T5	\$695,907	\$786,156	13%
T6	\$332,412	\$582,324	75%
T7	\$671,271	\$624,909	-7%
T8	\$198,221	\$230,104	16%
TBIT	\$1,174,339	\$1,309,455	12%
Theme Structure	\$5,773	\$4,322	-25%
<b>TOTAL</b>	<b>\$5,139,536</b>	<b>\$6,010,933</b>	<b>17%</b>

SERVICES	Feb 2015 Revenue	Feb 2016 Revenue	% Change
T1	\$78,717	\$75,505	-4%
T2	\$170,604	\$143,646	-16%
T3	\$91,457	\$86,735	-5%
T4	\$106,395	\$116,683	10%
T5	\$128,320	\$155,390	21%
T6	\$109,387	\$104,184	-5%
T7	\$120,284	\$124,463	3%
T8	\$27,305	\$25,974	-5%
TBIT	\$347,197	\$736,741	112%
<b>TOTAL</b>	<b>\$1,179,666</b>	<b>\$1,569,321</b>	<b>33%</b>



**Comments:**  
Overall, **Concession revenues** are up \$1.29 M (10%).

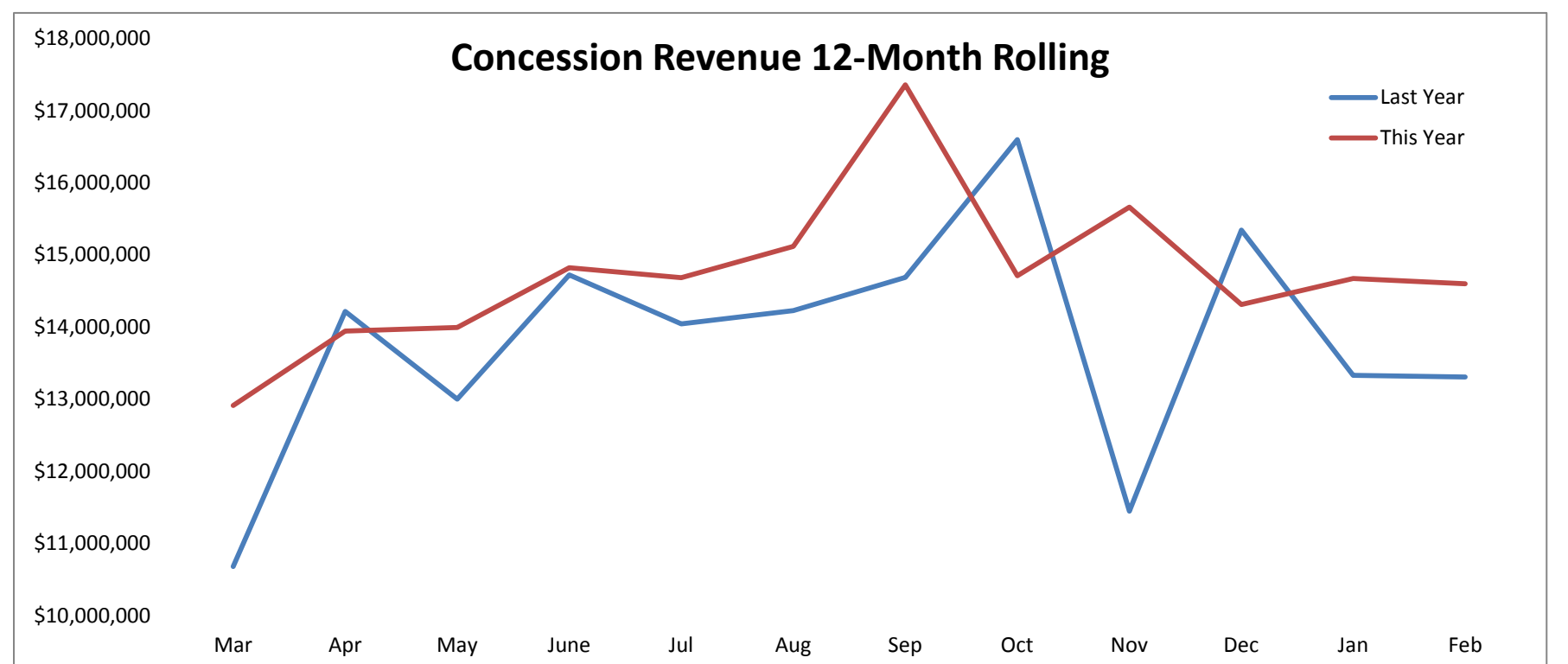
**Advertising** revenues are in MAG and flat.

**Duty Free** revenues are up \$33 K (1%). This year revenues are just above MAG, whereas they were in MAG last year.

**F&B/RETAIL/TCM** revenues are up \$871 K (17%).  
For **F&B** revenues, LAWA received a one-time \$194 K from McDonalds in profit sharing for year ended 2014 for **T1** and **T7**. **LAWA's Terminals (4, 5, 7, 8)** are up \$113 K (5%). **T4** revenues are up due to Dunkin' Donuts. **T5** revenues are up due to Coffee Bean. **T7** revenues are down due to flights being moved to **T8**.

For **Retail**, revenues are down \$79 K (10%)  
For **TCM**, revenues are up \$712 K (27%). These revenues are now above MAG.

**Services** revenue are up \$390 K (33%). This is largely due to profit sharing from Boingo Wireless advertising revenue in January.



\*Revenue based on percentage rent is reconciled the next month. Therefore, revenues may lag sales when percentage rent is greater than Monthly Minimum Guarantee Rent.