

CONCESSION REVENUE

CONCESSION	AUG 2015 REVENUE	AUG 2016 REVENUE	% CHANGE
ADVERTISING	\$2,166,667	\$2,233,506	3%
DUTY FREE	\$5,226,269	\$5,348,494	2%
F & B/RETAIL/TCM	\$6,299,560	\$6,771,370	7%
SERVICES	\$1,426,940	\$1,460,962	2%
RAC	\$8,515,306	\$9,472,941	11%
TOTAL	\$23,634,742	\$25,287,273	7%

CONCESSION REVENUE / ENPLANEMENT

CONCESSION	AUG 2015 REVENUE/ENP	AUG 2016 REVENUE/ENP	% CHANGE
ADVERTISING	\$0.63	\$0.61	-2.8%
DUTY FREE	\$1.52	\$1.46	-4%
F & B/RETAIL/TCM	\$1.83	\$1.85	1%
SERVICES	\$0.41	\$0.40	-4%
RAC	\$2.47	\$2.59	5%
TOTAL	\$6.86	\$6.91	1%

CONCESSION REVENUE BY TERMINALS

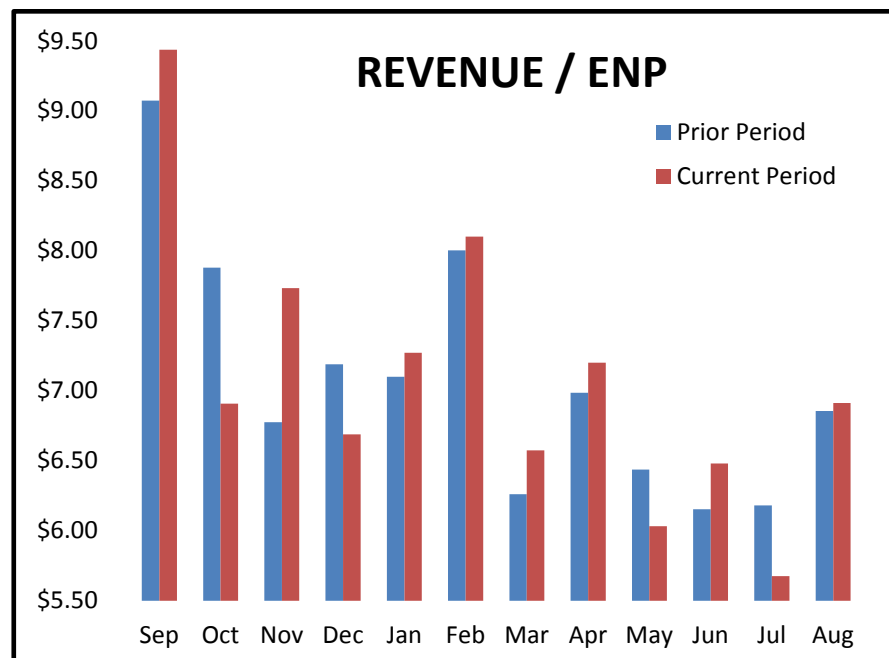
ADVERTISING	AUG 2015 REVENUE	AUG 2016 REVENUE	% CHANGE
T1	\$137,692	\$141,939	3%
T2	\$18,381	\$18,948	3%
T3	\$244,489	\$252,031	3%
T4	\$337,025	\$347,422	3%
T5	\$107,750	\$111,074	3%
T6	\$121,717	\$125,472	3%
T7	\$396,161	\$408,382	3%
T8	\$86,535	\$89,204	3%
TBIT	\$716,917	\$739,033	3%
TOTAL	\$2,166,667	\$2,233,506	3%

DUTY FREE	AUG 2015 REVENUE	AUG 2016 REVENUE	% CHANGE
T2	\$210,619	\$421,442	100%
T3	\$9,122	\$11,608	27%
T4	\$160,589	\$126,988	-21%
T5	\$160,581	\$148,325	-8%
T6	\$24,168	\$32,633	35%
T7	\$162,585	\$136,406	-16%
TBIT	\$4,498,605	\$4,471,092	-1%
TOTAL	\$5,226,269	\$5,348,494	2%

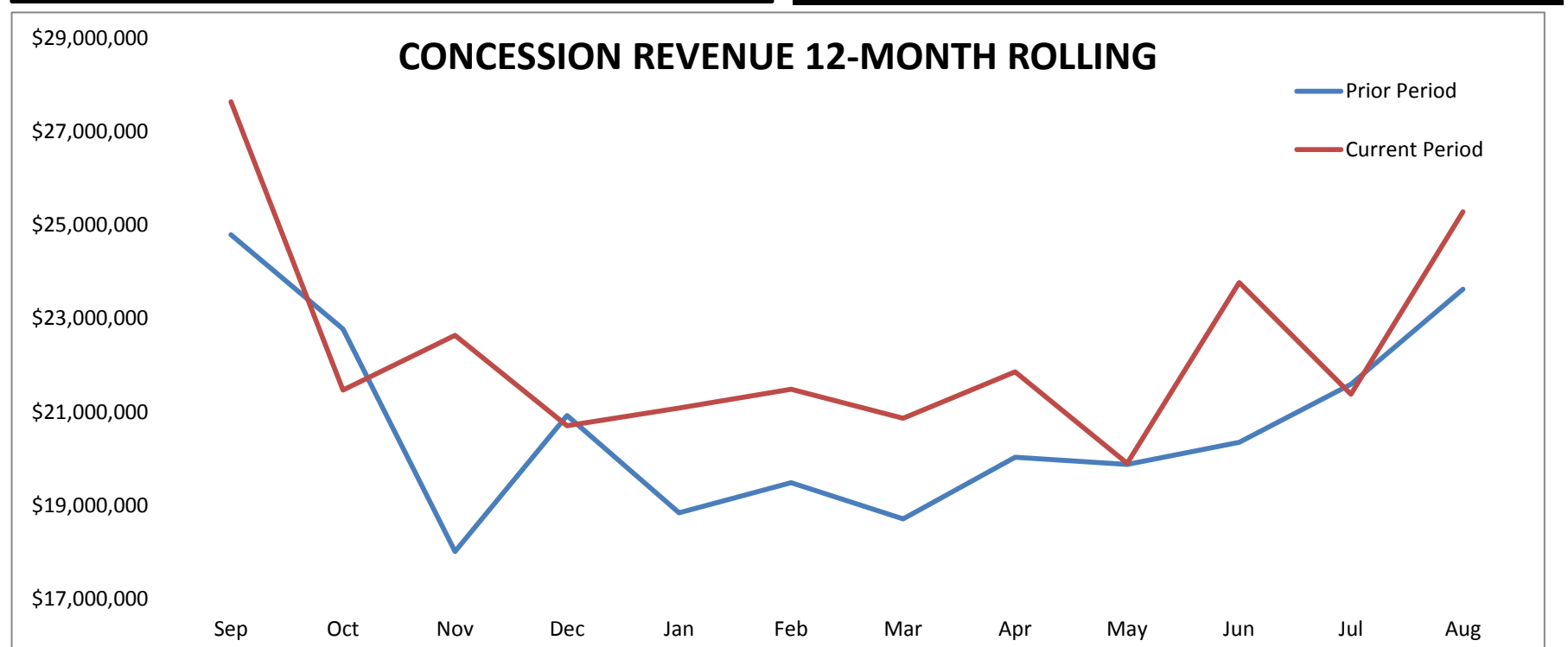
F & B/RETAIL/TCM	AUG 2015 REVENUE	AUG 2016 REVENUE	% CHANGE
T1	\$568,831	\$603,263	6%
T2	\$419,562	\$444,068	6%
T3	\$504,872	\$412,056	-18%
T4	\$1,045,853	\$1,114,946	7%
T5	\$931,938	\$983,753	6%
T6	\$345,819	\$742,107	115%
T7	\$700,024	\$680,940	-3%
T8	\$338,971	\$310,037	-9%
TBIT	\$1,437,946	\$1,475,725	3%
Theme Structure	\$5,744	\$4,475	-22%
TOTAL	\$6,299,560	\$6,771,370	7%

SERVICES	AUG 2015 REVENUE	AUG 2016 REVENUE	% CHANGE
T1	\$76,200	\$75,557	-1%
T2	\$173,612	\$214,407	23%
T3	\$84,858	\$83,595	-1%
T4	\$118,630	\$128,335	8%
T5	\$213,088	\$158,855	-25%
T6	\$112,294	\$102,800	-8%
T7	\$136,990	\$141,519	3%
T8	\$24,458	\$24,818	1%
TBIT	\$486,810	\$531,076	9%
TOTAL	\$1,426,940	\$1,460,962	2%

RAC	AUG 2015 REVENUE	AUG 2016 REVENUE	% CHANGE
LAX	\$8,515,306	\$9,472,941	11%
TOTAL	\$8,515,306	\$9,472,941	11%



Comments:
Overall, **Concession revenue** is up \$1.653M (7%). In-Terminal Concession revenue (excluding RAC) is up \$695K (5%).
Advertising revenue is up 3% due to MAG annual adjustment.
Duty Free revenue is up \$122K (2%) compared to last year. T2 revenue is up due to Hainan Airlines, which now operates out of T2. T3 revenue is up due to new product ranges producing better results. T4 revenue is down due to AA using TBIT for departures for flights to China. T5 revenue is down since DL185 Shanghai PRC flight anniversaried. T6 revenue is up due to new shops with additional assortment producing better results. T7 revenue is down due to declining passenger traffic. TBIT revenue is down as PRC customers are increasingly focused on value proposition.
F&B/Retail/TCM revenue is up \$472K (7%).
Services revenue is up \$34K (2%).
RAC revenue is up \$958K (11%).



*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.