

CONCESSION REVENUE

CONCESSION	OCT 2015 REVENUE	OCT 2016 REVENUE	% CHANGE
ADVERTISING	\$2,166,667	\$2,233,833	3%
DUTY FREE	\$4,836,747	\$5,252,040	9%
F & B/RETAIL/TCM	\$6,300,798	\$7,129,708	13%
SERVICES	\$1,408,009	\$1,363,054	-3%
RAC	\$6,763,081	\$7,316,913	8%
TOTAL	\$21,475,302	\$23,295,548	8%

CONCESSION REVENUE / ENPLANEMENT*

CONCESSION	OCT 2015 REVENUE/ENP	OCT 2016 REVENUE/ENP	% CHANGE
ADVERTISING	\$0.74	\$0.70	-5%
DUTY FREE	\$1.65	\$1.64	-0.5%
F & B/RETAIL/TCM	\$2.15	\$2.23	4%
SERVICES	\$0.48	\$0.43	-11%
RAC	\$2.31	\$2.29	-0.8%
TOTAL	\$7.33	\$7.29	-1%

CONCESSION REVENUE BY TERMINALS

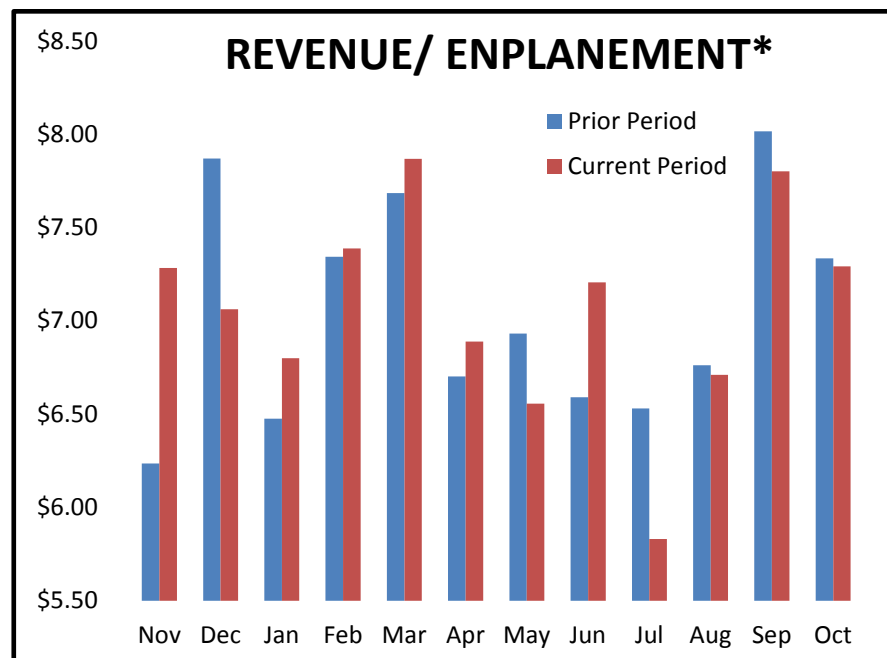
ADVERTISING	OCT 2015 REVENUE	OCT 2016 REVENUE	% CHANGE
T1	\$168,163	\$173,376	3%
T2	\$17,868	\$18,422	3%
T3	\$226,334	\$233,350	3%
T4	\$260,497	\$268,572	3%
T5	\$105,416	\$108,684	3%
T6	\$111,833	\$115,300	3%
T7	\$354,532	\$365,522	3%
T8	\$85,521	\$88,172	3%
TBIT	\$836,504	\$862,435	3%
TOTAL	\$2,166,667	\$2,233,833	3%

DUTY FREE	OCT 2015 REVENUE	OCT 2016 REVENUE	% CHANGE
T2	\$336,678	\$412,467	23%
T3	\$9,584	\$12,992	36%
T4	\$158,542	\$142,173	-10%
T5	\$157,967	\$157,915	-0.03%
T6	\$25,330	\$32,788	29%
T7	\$138,989	\$134,806	-3%
TBIT	\$4,009,657	\$4,358,899	9%
TOTAL	\$4,836,747	\$5,252,040	9%

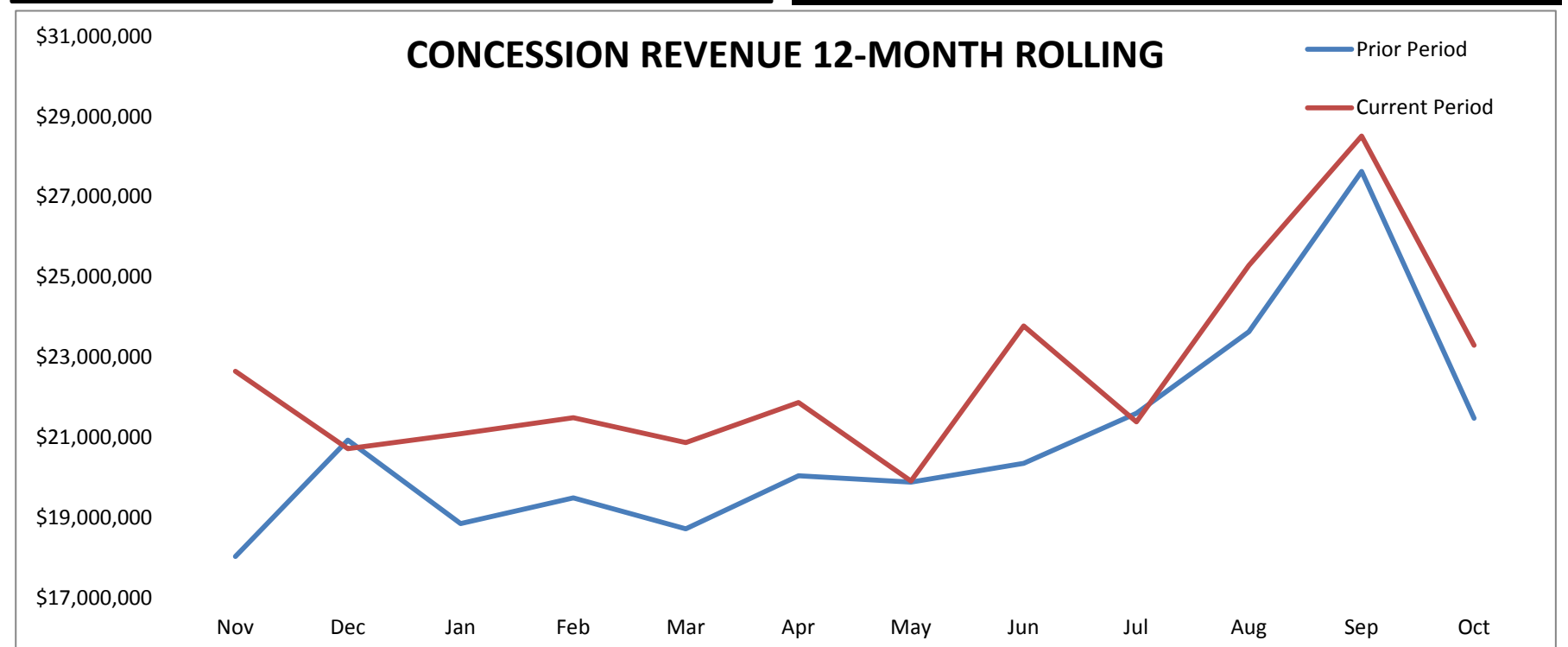
F & B/RETAIL/TCM	OCT 2015 REVENUE	OCT 2016 REVENUE	% CHANGE
T1	\$551,391	\$671,224	22%
T2	\$530,940	\$634,817	20%
T3	\$541,306	\$330,975	-39%
T4	\$943,632	\$922,457	-2%
T5	\$777,513	\$857,660	10%
T6	\$388,685	\$763,324	96%
T7	\$556,477	\$595,893	7%
T8	\$279,135	\$247,566	-11%
TBIT	\$1,726,536	\$2,100,792	22%
Theme Structure	\$5,183	\$5,000	-4%
TOTAL	\$6,300,798	\$7,129,708	13%

SERVICES	OCT 2015 REVENUE	OCT 2016 REVENUE	% CHANGE
T1	\$75,505	\$75,260	-0.3%
T2	\$150,266	\$181,622	21%
T3	\$80,607	\$76,916	-5%
T4	\$115,916	\$125,203	8%
T5	\$158,491	\$144,477	-9%
T6	\$105,622	\$104,768	-1%
T7	\$126,537	\$122,837	-3%
T8	\$24,220	\$24,300	0.3%
TBIT	\$570,845	\$507,671	-11%
TOTAL	\$1,408,009	\$1,363,054	-3%

RAC	OCT 2015 REVENUE	OCT 2016 REVENUE	% CHANGE
LAX	\$6,763,081	\$7,316,913	8%
TOTAL	\$6,763,081	\$7,316,913	8%



Comments:
Overall, **Concession revenue** is up \$1.82M (8%). In-Terminal Concession revenue (excluding RAC) is up \$1.27M (9%).
Advertising revenue is up 3% due to MAG annual adjustment.
Duty Free revenue is up \$415K (9%) compared to last year. Note that last month Duty Free sales are up 10% YoY. **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 flat 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 up 9% due to an increase in traffic even if PRC customers are becoming increasingly focused on value proposition
F&B/Retail/TCM revenue is up \$829K (13%).
Services revenue is down \$45K (3%).
RAC revenue is up \$554K (8%).



*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. Therefore, the prior month enplanment data is being used when looking at the Revenue per Enplanement ratio.