

DECEMBER 2016 CONCESSION REVENUE

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CONCESSION	DEC 2015 REVENUE	DEC 2016 REVENUE	% CHANGE
ADVERTISING	\$2,166,667	\$2,233,833	3%
DUTY FREE	\$4,620,286	\$4,620,286	0%
F & B/RETAIL/TCM	\$6,329,587	\$6,612,419	4%
SERVICES	\$1,193,708	\$1,192,772	-0.1%
RAC	\$6,400,755	\$6,511,691	2%
TOTAL	\$20,711,003	\$21,171,001	2%

CONCESSION REVENUE / ENPLANEMENT*

CONCESSION	DEC 2015 REVENUE/ENP	DEC 2016 REVENUE/ENP	% CHANGE
ADVERTISING	\$0.74	\$0.71	-4%
DUTY FREE	\$1.58	\$1.46	-7%
F & B/RETAIL/TCM	\$2.16	\$2.09	-3%
SERVICES	\$0.41	\$0.38	-7%
RAC	\$2.19	\$2.06	-6%
TOTAL	\$7.07	\$6.71	-5%

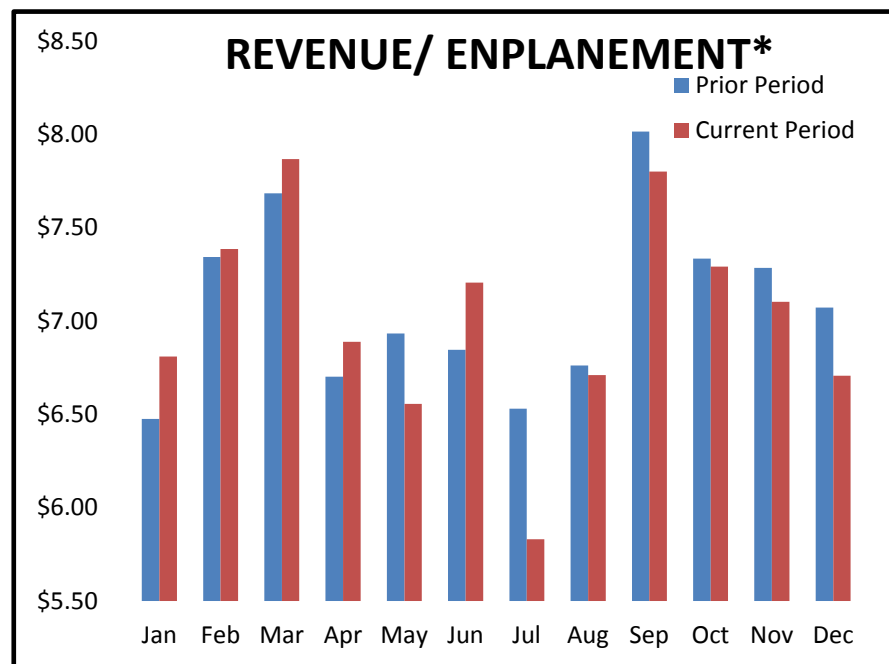
CONCESSION REVENUE BY TERMINALS

ADVERTISING	DEC 2015 REVENUE	DEC 2016 REVENUE	% CHANGE
T1	\$169,598	\$174,855	3%
T2	\$11,626	\$11,986	3%
T3	\$241,794	\$249,290	3%
T4	\$313,246	\$322,956	3%
T5	\$183,482	\$189,170	3%
T6	\$95,751	\$98,719	3%
T7	\$263,106	\$271,262	3%
T8	\$57,491	\$59,273	3%
TBIT	\$830,574	\$856,322	3%
TOTAL	\$2,166,667	\$2,233,833	3%

DUTY FREE	DEC 2015 REVENUE	DEC 2016 REVENUE	% CHANGE
T2	\$457,408	\$457,408	0%
T3	\$9,241	\$9,241	0%
T4	\$161,710	\$161,710	0%
T5	\$97,026	\$97,026	0%
T6	\$27,722	\$27,722	0%
T7	\$157,090	\$157,090	0%
TBIT	\$3,710,089	\$3,710,089	0%
TOTAL	\$4,620,286	\$4,620,286	0%

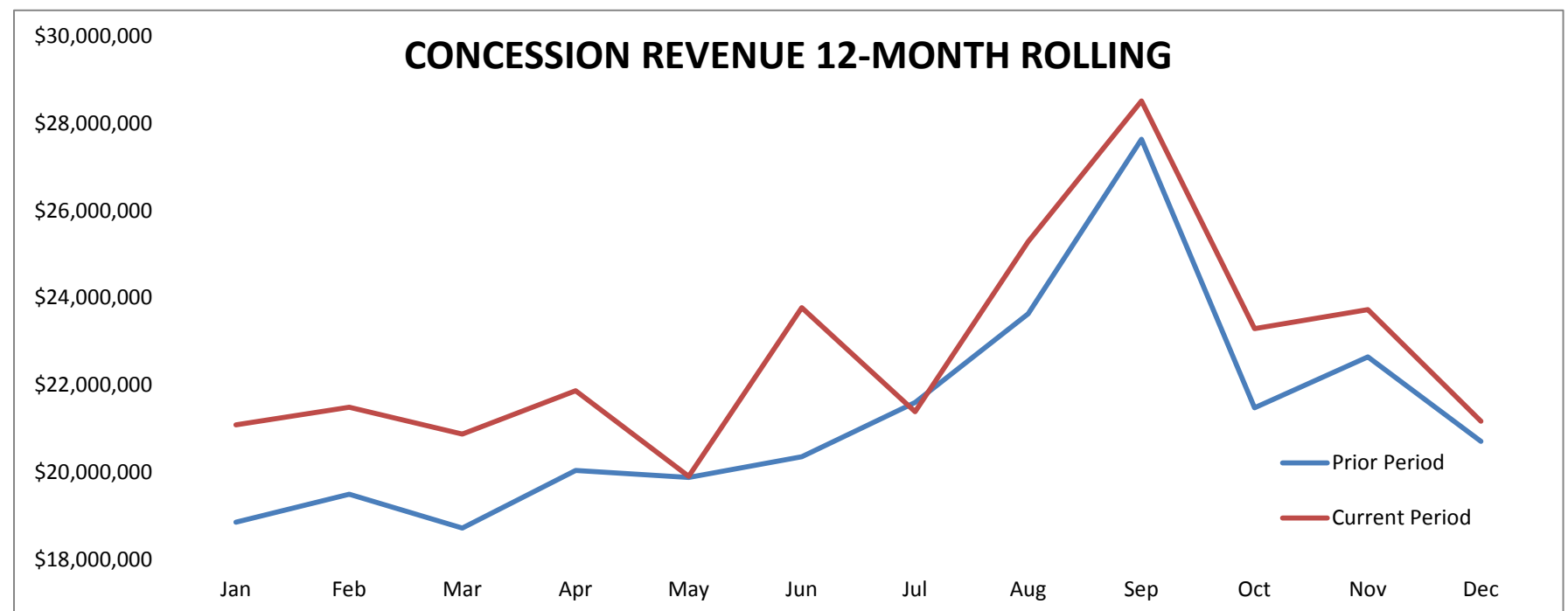
F & B/RETAIL/TCM	DEC 2015 REVENUE	DEC 2016 REVENUE	% CHANGE
T1	\$614,258	\$666,387	8%
T2	\$387,124	\$460,660	19%
T3	\$525,536	\$550,436	5%
T4	\$1,018,190	\$1,008,559	-1%
T5	\$870,179	\$821,314	-6%
T6	\$462,524	\$736,384	59%
T7	\$688,443	\$653,111	-5%
T8	\$324,082	\$228,604	-29%
TBIT	\$1,434,363	\$1,482,237	3%
Theme Bldg.	\$4,888	\$4,727	-3%
TOTAL	\$6,329,587	\$6,612,419	4%

SERVICES	DEC 2015 REVENUE	DEC 2016 REVENUE	% CHANGE
T1	\$75,505	\$56,690	-25%
T2	\$129,843	\$138,525	7%
T3	\$83,384	\$78,623	-6%
T4	\$129,410	\$123,588	-4%
T5	\$149,897	\$115,156	-23%
T6	\$96,319	\$98,501	2%
T7	\$131,060	\$107,738	-18%
T8	\$28,182	\$25,894	-8%
TBIT	\$370,108	\$448,057	21%
TOTAL	\$1,193,708	\$1,192,772	-0.1%



RAC	DEC 2015 REVENUE	DEC 2016 REVENUE	% CHANGE
RAC-ON	\$6,400,755	\$6,470,078	1%
RAC-OFF	\$0	\$41,613	
TOTAL	\$6,400,755	\$6,511,691	2%

Comments:
 Overall, **Concession revenue** is up 2% (\$450K). In-Terminal Concession revenue (excluding RAC) is also up 2% (\$349K).
Advertising revenue is up 3% (\$67K) due to MAG annual adjustment.
Duty Free revenue is in MAG and is the same as the same period last year.
F&B/Retail/TCM revenue is up 4% (\$283K).
 Revenue from Non-TCM terminals (4, 5, 7, 8) decreased by 7% (\$189K), while enplanement increased by 4%. Revenue from TCM terminals (1, 2, 3, 6, TBIT) are up 14% (\$472K), while enplanement increased by 11%.
Services revenue is down very slightly by 0.1% (less than \$1K) mainly due to 1) Boingo's sales is down significantly compared to same time last year AND 2) Smart Carte's one-off credit of \$135K for last year's overbilling.
RAC revenue is up just 2% (\$111K).



*Revenue based on percentage rent is reconciled the next month. As a result, 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.