

**Concession Sales**

In Terminal Concession	Jan 2015 Sales	Jan 2016 Sales	% Change
ADVERTISING	\$1,749,341	\$2,425,912	39%
DUTYFREE	\$15,560,490	\$16,271,946	5%
F & B	\$19,838,378	\$22,004,172	11%
RETAIL	\$11,587,921	\$13,454,430	16%
SERVICES	\$6,056,047	\$5,635,298	-7%
<b>TOTAL</b>	<b>\$54,792,177</b>	<b>\$59,791,757</b>	<b>9%</b>

**Concession Sales / Enplanement**

In Terminal Concession	Jan 2015 Sales per Enp	Jan 2016 Sales per Enp	% Change
ADVERTISING	\$0.66	\$0.84	27%
DUTYFREE	\$5.86	\$5.61	-4%
F & B	\$7.47	\$7.59	2%
RETAIL	\$4.36	\$4.64	6%
SERVICES	\$2.28	\$1.94	-15%
<b>TOTAL</b>	<b>\$20.64</b>	<b>\$20.62</b>	<b>-0.1%</b>

**Concession Sales by Terminals**

ADVERTISING	Jan 2015 Sales	Jan 2016 Sales	% Change
T1	\$234,003	\$166,640	-29%
T2	\$79,674	\$36,020	-55%
T3	\$214,437	\$272,216	27%
T4	\$337,534	\$330,314	-2%
T5	\$112,958	\$313,742	178%
T6	\$71,245	\$105,571	48%
T7	\$359,489	\$387,556	8%
T8	\$74,804	\$85,478	14%
TBIT	\$264,917	\$728,374	175%
<b>TOTAL</b>	<b>\$1,749,060</b>	<b>\$2,425,912</b>	<b>39%</b>

DUTY FREE	Jan 2015 Sales	Jan 2016 Sales	% Change
T2	\$1,593,975	\$870,259	-45%
T3	\$23,243	\$25,211	8%
T4	\$572,528	\$309,690	-46%
T5	\$270,965	\$574,109	112%
T6	\$90,911	\$117,953	30%
T7	\$657,761	\$526,789	-20%
TBIT	\$12,351,107	\$13,847,935	12%
<b>TOTAL</b>	<b>\$15,560,490</b>	<b>\$16,271,946</b>	<b>5%</b>

F & B	Jan 2015 Sales	Jan 2016 Sales	% Change
T1	\$1,406,294	\$2,492,482	77%
T2	\$1,198,370	\$1,477,666	23%
T3	\$1,528,714	\$1,963,187	28%
T4	\$3,610,313	\$3,730,794	3%
T5	\$3,303,911	\$3,753,333	14%
T6	\$1,456,499	\$1,945,944	34%
T7	\$2,546,039	\$2,220,760	-13%
T8	\$910,963	\$1,035,561	14%
TBIT	\$3,840,031	\$3,356,562	-13%
Theme Structure	\$37,243	\$27,884	-25%
<b>TOTAL</b>	<b>\$19,838,378</b>	<b>\$22,004,172</b>	<b>11%</b>

RETAIL	Jan 2015 Sales	Jan 2016 Sales	% Change
T1	\$744,170	\$1,111,993	49%
T2	\$350,388	\$847,106	142%
T3	\$754,721	\$931,897	23%
T4	\$1,614,929	\$1,502,057	-7%
T5	\$896,332	\$1,021,257	14%
T6	\$589,570	\$1,229,157	108%
T7	\$1,394,917	\$1,001,295	-28%
T8	\$268,337	\$339,284	26%
TBIT	\$4,974,557	\$5,470,385	10%
<b>TOTAL</b>	<b>\$11,587,921</b>	<b>\$13,454,430</b>	<b>16%</b>

SERVICES	Jan 2015 Sales	Jan 2016 Sales	% Change
T1	\$90,692	\$50,677	-44%
T2	\$819,939	\$556,947	-32%
T3	\$188,471	\$133,270	-29%
T4	\$414,833	\$423,221	2%
T5	\$740,047	\$639,999	-14%
T6	\$578,970	\$456,453	-21%
T7	\$623,930	\$539,909	-13%
T8	\$29,381	\$25,964	-12%
TBIT	\$2,569,783	\$2,808,857	9%
<b>TOTAL</b>	<b>\$6,056,047</b>	<b>\$5,635,298</b>	<b>-7%</b>

**Comment:**

Overall, **Concession sales** are up 9%, which is the same as the year-over-year enplanement growth.

**Duty Free** sales are up \$711K (5%) compared to last year. **T2** sales are down because Air China moved out. **T4** sales are down due to AA using TBIT for international departures. **T5** sales are up due to additional flights and permanent spaces. **T7** sales are down due to flights being moved to T8. **TBIT** sales are up due to additional flights.

**F&B** sales are up \$2.2M (11%). Sales in **T7** are down due to some international flights moving from T7 to T8. Sales in **Theme Structure** are down due to reduction in hours of operation.

Sales from **Services** are down \$421K (7%) from last year because

1) Lenlyn's sales are down by \$1272K (3%), 2) New Zoom's sales are down by \$217K (53%) but some of this went to Westfield.

