

Concession Sales

In Terminal Concession	Feb 2015 Sales	Feb 2016 Sales	% Change
ADVERTISING	\$1,770,326	\$2,161,369	22%
DUTYFREE	\$14,948,158	\$16,929,888	13%
F & B	\$18,817,573	\$21,210,152	13%
RETAIL	\$10,985,594	\$12,913,934	18%
SERVICES	\$5,593,781	\$5,470,190	-2%
TOTAL	\$52,115,432	\$58,685,532	13%

Concession Sales / Enplanement

In Terminal Concession	Feb 2015 Sales per Enp	Feb 2016 Sales per Enp	% Change
ADVERTISING	\$0.73	\$0.81	12%
DUTYFREE	\$6.14	\$6.38	4%
F & B	\$7.73	\$8.00	3%
RETAIL	\$4.51	\$4.87	8%
SERVICES	\$2.30	\$2.06	-10%
TOTAL	\$21.40	\$22.12	3%

Concession Sales by Terminals

ADVERTISING	Feb 2015 Sales	Feb 2016 Sales	% Change
T1	\$215,417	\$117,388	-46%
T2	\$40,555	\$44,396	9%
T3	\$200,175	\$270,814	35%
T4	\$296,710	\$302,764	2%
T5	\$145,596	\$284,573	95%
T6	\$50,166	\$80,014	59%
T7	\$274,845	\$332,135	21%
T8	\$112,091	\$51,204	-54%
TBIT	\$434,517	\$678,081	56%
TOTAL	\$1,770,072	\$2,161,369	22%

DUTY FREE	Feb 2015 Sales	Feb 2016 Sales	% Change
T2	\$1,556,204	\$986,071	-37%
T3	\$24,976	\$30,986	24%
T4	\$510,043	\$222,459	-56%
T5	\$218,369	\$588,039	169%
T6	\$76,085	\$117,190	54%
T7	\$509,829	\$501,879	-2%
TBIT	\$12,052,652	\$14,483,264	20%
TOTAL	\$14,948,158	\$16,929,888	13%

F & B	Feb 2015 Sales	Feb 2016 Sales	% Change
T1	\$2,048,860	\$2,374,604	16%
T2	\$899,811	\$1,418,086	58%
T3	\$1,475,075	\$1,930,214	31%
T4	\$3,334,856	\$3,486,981	5%
T5	\$3,276,899	\$3,554,632	8%
T6	\$1,795,938	\$2,309,008	29%
T7	\$2,311,296	\$2,082,688	-10%
T8	\$913,537	\$1,011,266	11%
TBIT	\$2,724,037	\$3,011,354	11%
Theme Structure	\$37,264	\$31,318	-16%
TOTAL	\$18,817,573	\$21,210,152	13%

RETAIL	Feb 2015 Sales	Feb 2016 Sales	% Change
T1	\$730,447	\$1,097,751	50%
T2	\$342,955	\$818,025	139%
T3	\$719,762	\$955,246	33%
T4	\$1,581,940	\$1,450,123	-8%
T5	\$916,316	\$1,014,304	11%
T6	\$589,789	\$1,201,091	104%
T7	\$1,279,699	\$973,035	-24%
T8	\$281,185	\$345,312	23%
TBIT	\$4,543,501	\$5,059,047	11%
TOTAL	\$10,985,594	\$12,913,934	18%

SERVICES	Feb 2015 Sales	Feb 2016 Sales	% Change
T1	\$92,963	\$40,346	-57%
T2	\$670,907	\$572,421	-15%
T3	\$176,618	\$98,660	-44%
T4	\$397,857	\$415,259	4%
T5	\$659,649	\$643,281	-2%
T6	\$551,719	\$426,054	-23%
T7	\$541,814	\$511,603	-6%
T8	\$35,690	\$7,452	-79%
TBIT	\$2,466,564	\$2,755,113	12%
TOTAL	\$5,593,781	\$5,470,190	-2%

Comments:
Overall, **Concession sales** are up 13% Year-Over Year (YoY), which is 4% higher than the YoY enplanement growth of 9%.
Duty Free sales are up \$1.98 M (13%) 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. **T6** sales are up due to additional flights. **T7** sales are down due to flights being moved to **T8**. **TBIT** sales are up due to additional flights.
F&B sales are up \$2.39 M (13%). Sales in **LAWA's Terminals (4, 5, 7, 8)** are up \$125 K (1%). **Theme Structure** sales are down due to reduction in hours of operation and more stores being opened in Arrivals.
Sales from **Services** are down \$124K (2%) from last year because
1) Lenlyn's sales are down by \$191 K (4%), 2) New Zoom's sales are down by \$124 K (39%) but some of this went to Westfield.

