

Concession Sales

In Terminal Concession	Apr 2015 Sales	Apr 2016 Sales	% Change
ADVERTISING	\$1,578,781	\$2,266,542	44%
DUTYFREE	\$13,443,476	\$13,518,472	1%
F & B	\$22,171,055	\$24,347,528	10%
RETAIL	\$12,201,899	\$14,457,770	18%
SERVICES	\$7,292,993	\$7,197,422	-1%
<b>TOTAL</b>	<b>\$56,688,204</b>	<b>\$61,787,733</b>	<b>9%</b>

Concession Sales / Enplanement

In Terminal Concession	Apr 2015 Sales per Enp	Apr 2016 Sales per Enp	% Change
ADVERTISING	\$0.55	\$0.75	36%
DUTYFREE	\$4.69	\$4.45	-5%
F & B	\$7.73	\$8.02	4%
RETAIL	\$4.25	\$4.76	12%
SERVICES	\$2.54	\$2.37	-7%
<b>TOTAL</b>	<b>\$19.77</b>	<b>\$20.35</b>	<b>3%</b>

Concession Sales by Terminals

ADVERTISING	Apr 2015 Sales	Apr 2016 Sales	% Change
T1	\$223,745	\$140,022	-37%
T2	\$9,289	\$39,276	323%
T3	\$212,579	\$212,742	0%
T4	\$130,353	\$185,748	42%
T5	\$72,983	\$199,420	173%
T6	\$65,736	\$78,782	20%
T7	\$278,671	\$282,587	1%
T8	\$53,192	\$91,973	73%
TBIT	\$532,233	\$1,035,992	95%
<b>TOTAL</b>	<b>\$1,578,781</b>	<b>\$2,266,542</b>	<b>44%</b>

DUTY FREE	Apr 2015 Sales	Apr 2016 Sales	% Change
T2	\$1,468,732	\$1,033,289	-30%
T3	\$26,093	\$34,807	33%
T4	\$507,418	\$227,338	-55%
T5	\$240,822	\$361,664	50%
T6	\$81,487	\$125,523	54%
T7	\$440,902	\$310,662	-30%
TBIT	\$10,678,021	\$11,425,188	7%
<b>TOTAL</b>	<b>\$13,443,476</b>	<b>\$13,518,472</b>	<b>1%</b>

F & B	Apr 2015 Sales	Apr 2016 Sales	% Change
T1	\$2,354,302	\$2,926,256	24%
T2	\$1,024,623	\$1,564,284	53%
T3	\$1,780,375	\$2,199,974	24%
T4	\$4,132,710	\$3,710,263	-10%
T5	\$3,919,140	\$4,185,681	7%
T6	\$1,962,551	\$2,676,672	36%
T7	\$2,553,378	\$2,229,294	-13%
T8	\$1,133,692	\$1,151,508	2%
TBIT	\$3,264,179	\$3,673,196	13%
Theme Structure	\$46,105	\$30,400	-34%
<b>TOTAL</b>	<b>\$22,171,055</b>	<b>\$24,347,528</b>	<b>10%</b>

RETAIL	Apr 2015 Sales	Apr 2016 Sales	% Change
T1	\$1,073,365	\$1,223,830	14%
T2	\$390,175	\$952,927	144%
T3	\$882,413	\$1,138,155	29%
T4	\$1,860,252	\$1,612,936	-13%
T5	\$1,092,813	\$1,180,800	8%
T6	\$677,199	\$1,323,626	95%
T7	\$1,147,517	\$1,053,836	-8%
T8	\$428,004	\$398,341	-7%
TBIT	\$4,650,162	\$5,573,320	20%
<b>TOTAL</b>	<b>\$12,201,899</b>	<b>\$14,457,770</b>	<b>18%</b>

SERVICES	Apr 2015 Sales	Apr 2016 Sales	% Change
T1	\$134,181	\$51,098	-62%
T2	\$896,600	\$811,779	-9%
T3	\$240,262	\$115,454	-52%
T4	\$626,651	\$595,787	-5%
T5	\$942,919	\$930,454	-1%
T6	\$681,142	\$449,968	-34%
T7	\$691,375	\$634,557	-8%
T8	\$49,953	\$33,443	-33%
TBIT	\$3,029,910	\$3,574,881	18%
<b>TOTAL</b>	<b>\$7,292,993</b>	<b>\$7,197,422</b>	<b>-1%</b>

**Comments:**  
Overall, **Concession sales** are up 9% Year-Over Year (YoY), which is greater than the YoY enplanement growth rate of 6%.

**Advertising** sales are up due to the newly installed digital media, iVisions.

**Duty Free** sales are up \$75k (1%) compared to last year. **T2** sales are down because Air China moved to TBIT. **T3** sales are up due to more SKUs being added (Beauty & Food). **T4** sales are down due to AA and PRC using TBIT for international departures. **T5** sales are up due to additional flights (PRC flights) and permanent spaces. New shop with additional assortment in **T6** is producing better results. **T7** sales are down due to declining passengers. **TBIT** sales are negatively impacted by Shanghai customs photo, which went viral on WeChat. Spending by PRC passengers were down \$100k daily for two weeks in mid April.

**F&B** sales are up \$2.18m (10%). Sales in **non-TCM terminals (4, 5, 7, 8)** are down \$462k (4%), which is in line with the reduction in YoY enplanement of 3%. Sales in **TCM terminals (1, 2, 3, 6, TBIT)** are up \$2.65m (26%), compared to the growth in YoY enplanement of 14%.

**Retail** sales are up significantly (\$2.54m or 33%) in **TCM terminals** due to more units opening. Non-TCM terminals sales are down \$283k or 6%.

Sales from **Services** are down \$41k (1%) from last year.

