

Concession Sales

In Terminal Concession	May 2015 Sales	May 2016 Sales	% Change
ADVERTISING	\$1,476,973	\$2,377,489	61%
DUTYFREE	\$17,565,287	\$17,709,319	1%
F & B	\$23,341,903	\$26,336,755	13%
RETAIL	\$13,502,363	\$16,097,232	19%
SERVICES	\$8,192,148	\$8,645,128	6%
TOTAL	\$64,078,674	\$71,165,923	11%

Concession Sales / Enplanement

In Terminal Concession	May 2015 Sales per Enp	May 2016 Sales per Enp	% Change
ADVERTISING	\$0.50	\$0.72	45%
DUTYFREE	\$5.91	\$5.37	-9%
F & B	\$7.85	\$7.98	2%
RETAIL	\$4.54	\$4.88	7%
SERVICES	\$2.76	\$2.62	-5%
TOTAL	\$21.55	\$21.57	0.1%

Concession Sales by Terminals

ADVERTISING	May 2015 Sales	May 2016 Sales	% Change
T1	\$231,240	\$152,186	-34%
T2	\$9,091	\$26,781	195%
T3	\$211,758	\$242,366	14%
T4	\$120,621	\$375,174	211%
T5	\$73,663	\$186,436	153%
T6	\$67,574	\$72,394	7%
T7	\$310,240	\$306,439	-1%
T8	\$54,303	\$104,862	93%
TBIT	\$398,484	\$910,851	129%
TOTAL	\$1,476,973	\$2,377,489	61%

DUTY FREE	May 2015 Sales	May 2016 Sales	% Change
T2	\$1,888,234	\$1,223,264	-35%
T3	\$36,947	\$45,564	23%
T4	\$736,935	\$286,018	-61%
T5	\$294,794	\$528,271	79%
T6	\$79,590	\$130,343	64%
T7	\$648,294	\$485,637	-25%
TBIT	\$13,880,493	\$15,010,222	8%
TOTAL	\$17,565,287	\$17,709,319	1%

F & B	May 2015 Sales	May 2016 Sales	% Change
T1	\$2,421,848	\$3,068,343	27%
T2	\$1,036,937	\$1,881,451	81%
T3	\$1,987,130	\$2,264,321	14%
T4	\$4,232,825	\$3,796,743	-10%
T5	\$4,160,366	\$4,352,034	5%
T6	\$1,946,015	\$2,881,291	48%
T7	\$2,531,725	\$2,511,015	-1%
T8	\$1,283,418	\$1,228,212	-4%
TBIT	\$3,704,273	\$4,324,180	17%
Theme Structure	\$37,365	\$29,164	-22%
TOTAL	\$23,341,903	\$26,336,755	13%

RETAIL	May 2015 Sales	May 2016 Sales	% Change
T1	\$1,111,388	\$1,375,653	24%
T2	\$840,388	\$1,123,440	34%
T3	\$962,031	\$1,241,303	29%
T4	\$1,889,515	\$1,631,479	-14%
T5	\$1,131,609	\$1,238,715	9%
T6	\$327,070	\$1,444,584	342%
T7	\$1,175,092	\$1,189,939	1%
T8	\$486,804	\$424,071	-13%
TBIT	\$5,578,466	\$6,428,049	15%
TOTAL	\$13,502,363	\$16,097,232	19%

SERVICES	May 2015 Sales	May 2016 Sales	% Change
T1	\$109,240	\$56,449	-48%
T2	\$1,042,081	\$1,202,286	15%
T3	\$238,809	\$128,920	-46%
T4	\$562,047	\$640,172	14%
T5	\$1,004,107	\$932,880	-7%
T6	\$585,025	\$426,314	-27%
T7	\$705,841	\$812,652	15%
T8	\$40,228	\$31,973	-21%
TBIT	\$3,904,770	\$4,413,482	13%
TOTAL	\$8,192,148	\$8,645,128	6%

Comments:
Overall, **Concession sales** are up 11% Year-Over Year (YoY), which is the same as the YoY enplanement growth rate.
Advertising sales are up due to the newly installed digital media, iVisions.
Duty Free sales are up \$144k (1%) compared to last year. **T2** sales are down because Air China moved to TBIT. **T3** sales are up due to new product ranges producing better results (e.g. new travel coffret sets). **T4** sales are down due to AA using TBIT for departures for flights to China. **T5** sales are up due to more flights to China and permanent spaces. **T6** sales are up due to new shops with additional assortment producing better results. **T7** sales are down due to declining passenger traffic. **TBIT** sales are up 8%; however, this growth rate is a lot less than the 15% growth in enplanement. This is due to lingering effects of Shanghai customs photo, which went viral last month heading into the summer peak.
F&B sales are up \$3m (13%). Sales in **non-TCM terminals (4, 5, 7, 8)** changed by **-\$436k (-10%)**, \$192k (5%), **-\$21k (-1%)**, and **-\$55k (-4%)**, respectively, while, enplanements in each of these terminals changed by **-7%**, 6%, 3%, and **-8%**, respectively. Sales in **TCM terminals (1, 2, 3, 6, TBIT)** are up \$3.32m (30%), compared to the growth in YoY enplanement of 12% due to more units opening.
Retail sales are up significantly (\$2.79m or 32%) in **TCM terminals** due to more units opening. Non-TCM terminals sales are down **\$199k (4%)**.
Sales from **Services** are up \$453k (6%) from last year.

