

**Concession Sales**

In Terminal Concession	June 2015 Sales	June 2016 Sales	% Change
ADVERTISING	\$1,592,735	\$2,432,861	53%
DUTYFREE	\$16,177,763	\$17,461,813	8%
F & B	\$24,648,914	\$28,766,982	17%
RETAIL	\$14,460,459	\$17,329,308	20%
SERVICES	\$8,200,597	\$9,370,278	14%
<b>TOTAL</b>	<b>\$65,080,467</b>	<b>\$75,361,242</b>	<b>16%</b>

**Concession Sales / Enplanement**

In Terminal Concession	June 2015 Sales per Enp	June 2016 Sales per Enp	% Change
ADVERTISING	\$0.48	\$0.66	38%
DUTYFREE	\$4.89	\$4.77	-2%
F & B	\$7.45	\$7.86	5%
RETAIL	\$4.37	\$4.73	8%
SERVICES	\$2.48	\$2.56	3%
<b>TOTAL</b>	<b>\$19.67</b>	<b>\$20.58</b>	<b>5%</b>

**Concession Sales by Terminals**

ADVERTISING	June 2015 Sales	June 2016 Sales	% Change
T1	\$182,275	\$164,530	-10%
T2	\$42,103	\$40,303	-4%
T3	\$244,139	\$271,551	11%
T4	\$184,424	\$412,045	123%
T5	\$122,324	\$318,044	160%
T6	\$98,546	\$79,360	-19%
T7	\$235,146	\$244,767	4%
T8	\$64,105	\$91,280	42%
TBIT	\$419,674	\$810,981	93%
<b>TOTAL</b>	<b>\$1,592,735</b>	<b>\$2,432,861</b>	<b>53%</b>

DUTY FREE	June 2015 Sales	June 2016 Sales	% Change
T2	\$1,761,369	\$1,242,999	-29%
T3	\$32,505	\$39,271	21%
T4	\$622,498	\$400,351	-36%
T5	\$235,199	\$456,757	94%
T6	\$64,912	\$102,432	58%
T7	\$634,592	\$470,366	-26%
TBIT	\$12,826,687	\$14,749,637	15%
<b>TOTAL</b>	<b>\$16,177,763</b>	<b>\$17,461,813</b>	<b>8%</b>

F & B	June 2015 Sales	June 2016 Sales	% Change
T1	\$2,476,512	\$2,995,842	21%
T2	\$1,234,368	\$2,097,506	70%
T3	\$2,114,685	\$2,400,025	13%
T4	\$4,428,148	\$4,486,179	1%
T5	\$4,354,566	\$4,604,606	6%
T6	\$2,068,736	\$3,113,930	51%
T7	\$2,809,124	\$2,629,722	-6%
T8	\$1,444,714	\$1,381,506	-4%
TBIT	\$3,680,487	\$5,025,335	37%
Theme Structure	\$37,574	\$32,330	-14%
<b>TOTAL</b>	<b>\$24,648,914</b>	<b>\$28,766,982</b>	<b>17%</b>

RETAIL	June 2015 Sales	June 2016 Sales	% Change
T1	\$1,111,121	\$1,416,079	27%
T2	\$1,012,530	\$1,288,630	27%
T3	\$1,045,495	\$1,327,209	27%
T4	\$2,001,277	\$1,952,502	-2%
T5	\$1,149,496	\$1,320,036	15%
T6	\$599,981	\$1,572,760	162%
T7	\$1,281,252	\$1,250,195	-2%
T8	\$557,352	\$495,912	-11%
TBIT	\$5,701,955	\$6,705,985	18%
<b>TOTAL</b>	<b>\$14,460,459</b>	<b>\$17,329,308</b>	<b>20%</b>

SERVICES	June 2015 Sales	June 2016 Sales	% Change
T1	\$100,016	\$67,112	-33%
T2	\$1,070,369	\$1,463,279	37%
T3	\$205,476	\$135,175	-34%
T4	\$623,450	\$681,155	9%
T5	\$979,517	\$876,314	-11%
T6	\$571,522	\$521,207	-9%
T7	\$741,356	\$895,618	21%
T8	\$35,840	\$39,858	11%
TBIT	\$3,873,051	\$4,690,560	21%
<b>TOTAL</b>	<b>\$8,200,597</b>	<b>\$9,370,278</b>	<b>14%</b>

**Comments:**  
Overall, **Concession sales** are up 16% Year-Over Year (YoY), which is greater than the YoY enplanement growth rate of 11%.  
**Advertising** sales are up due to the newly installed digital media, iVisions.  
**Duty Free** sales are up \$1.284m (8%) 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 due to additional flights.  
**F&B** sales are up \$4.118m (17%). Sales in **non-TCM terminals (4, 5, 7, 8)** changed by \$58k (1%), \$250k (6%), **-\$179k (-6%)**, and **-\$63k (-4%)**, respectively, while, enplanements in each of these terminals changed by 5%, 6%, **-2%** and **-6%**, respectively. Sales in **TCM terminals (1, 2, 3, 6, TBIT)** are up \$1.057m (18%), compared to the growth in YoY enplanement of 15% due to more units opening.  
**Retail** sales are up significantly (\$2.840m or 30%) in **TCM terminals** due to more units opening. **Non-TCM terminals** sales are up \$29k (1%).  
Sales from **Services** are up \$1.170m (14%) from last year.

