

Concession Sales

In Terminal Concession	July 2015 Sales	July 2016 Sales	% Change
ADVERTISING	\$1,862,601	\$2,208,165	19%
DUTYFREE	\$17,336,415	\$17,832,745	3%
F & B	\$26,150,167	\$30,544,000	17%
RETAIL	\$16,284,510	\$18,546,130	14%
SERVICES	\$8,946,170	\$8,731,720	-2%
TOTAL	\$70,579,864	\$77,862,761	10%

Concession Sales / Enplanement

In Terminal Concession	July 2015 Sales per Enp	July 2016 Sales per Enp	% Change
ADVERTISING	\$0.53	\$0.59	10%
DUTYFREE	\$4.96	\$4.73	-5%
F & B	\$7.48	\$8.11	8%
RETAIL	\$4.66	\$4.92	6%
SERVICES	\$2.56	\$2.32	-9%
TOTAL	\$20.20	\$20.66	2%

Concession Sales by Terminals

ADVERTISING	July 2015 Sales	July 2016 Sales	% Change
T1	\$168,083	\$141,362	-16%
T2	\$7,370	\$20,034	172%
T3	\$249,224	\$209,180	-16%
T4	\$312,246	\$330,225	6%
T5	\$116,867	\$234,019	100%
T6	\$107,732	\$103,011	-4%
T7	\$377,860	\$255,521	-32%
T8	\$72,326	\$59,017	-18%
TBIT	\$450,892	\$855,798	90%
TOTAL	\$1,862,601	\$2,208,165	19%

DUTY FREE	July 2015 Sales	July 2016 Sales	% Change
T2	\$593,782	\$1,328,329	124%
T3	\$30,036	\$38,351	28%
T4	\$508,886	\$405,111	-20%
T5	\$511,334	\$475,178	-7%
T6	\$73,434	\$101,086	38%
T7	\$521,466	\$438,796	-16%
TBIT	\$15,097,479	\$15,045,894	-0.3%
TOTAL	\$17,336,415	\$17,832,745	3%

F & B	July 2015 Sales	July 2016 Sales	% Change
T1	\$2,549,775	\$3,037,559	19%
T2	\$1,708,707	\$2,373,204	39%
T3	\$2,097,204	\$2,612,607	25%
T4	\$4,408,938	\$4,647,561	5%
T5	\$4,394,454	\$4,704,160	7%
T6	\$2,452,771	\$3,351,243	37%
T7	\$2,974,709	\$2,826,052	-5%
T8	\$1,461,259	\$1,344,960	-8%
TBIT	\$4,065,290	\$5,617,782	38%
Theme Structure	\$37,061	\$28,873	-22%
TOTAL	\$26,150,167	\$30,544,000	17%

RETAIL	July 2015 Sales	July 2016 Sales	% Change
T1	\$1,124,204	\$1,501,945	34%
T2	\$1,182,031	\$1,466,197	24%
T3	\$1,101,032	\$1,392,411	26%
T4	\$2,045,012	\$2,029,906	-1%
T5	\$1,326,678	\$1,442,580	9%
T6	\$678,055	\$1,638,158	142%
T7	\$1,402,784	\$1,403,541	0.1%
T8	\$602,537	\$533,902	-11%
TBIT	\$6,822,177	\$7,137,491	5%
TOTAL	\$16,284,510	\$18,546,130	14%

SERVICES	July 2015 Sales	July 2016 Sales	% Change
T1	\$101,707	\$56,483	-44%
T2	\$1,100,363	\$1,498,273	36%
T3	\$232,458	\$129,025	-44%
T4	\$876,526	\$641,799	-27%
T5	\$1,458,763	\$880,656	-40%
T6	\$600,598	\$488,718	-19%
T7	\$808,668	\$805,870	-0.3%
T8	\$39,254	\$25,864	-34%
TBIT	\$3,727,833	\$4,205,032	13%
TOTAL	\$8,946,170	\$8,731,720	-2%

Comments:
Overall, **Concession sales** are up 10% Year-Over Year (YoY), which is greater than the YoY enplanement growth rate of 8%.
Advertising sales are up due to the newly installed digital media, iVisions.
Duty Free sales are up \$496K (3%) compared to last year. **T2** sales are finally up even since Air China moved to TBIT this time last year. It's up due to Hainan Airlines, which just began flying in and out of T2. **T3** sales are up due to an increase in assortment of Duty-Paid beauty items 100ml and under. **T4** sales are down due to AA183 Shanghai flight transitions to TBIT. **T5** sales are down since DL185 Shanghai PRC flight anniversaried. **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 flat as PRC customers are increasingly focused on value proposition.
F&B overall sales are up \$4.393M (17%). Sales in **non-TCM terminals (4, 5, 7, 8)** increased by \$283K (2%), which closely tracks the increase in enplanements in these terminals of 3%. Sales in **TCM terminals (1, 2, 3, 6, TBIT)** are up \$4.119M (32%), compared to the growth in YoY enplanement of 12% in these terminals.
Retail overall sales are up \$2.261M (14%). In **TCM terminals**, retail sales are up \$2.229M (20%) due to more units opening. **Non-TCM terminals** sales are up only \$33k (1%).
Sales from **Services** are down \$214K (2%) from last year.

