

CONCESSION SALES

CONCESSION	OCT 2015 SALES	OCT 2016 SALES	% CHANGE
ADVERTISING	\$2,105,612	\$2,869,017	36%
DUTYFREE	\$19,256,903	\$20,529,489	7%
F & B	\$23,503,955	\$27,165,183	16%
RETAIL	\$14,972,773	\$16,042,551	7%
SERVICES	\$7,393,570	\$7,986,341	8%
RAC	\$69,178,612	\$77,157,263	12%
<b>TOTAL</b>	<b>\$136,411,424</b>	<b>\$151,749,844</b>	<b>11%</b>

CONCESSION SALES / ENPLANEMENT

CONCESSION	OCT 2015 SALES/ENP	OCT 2016 SALES/ENP	% CHANGE
ADVERTISING	\$0.68	\$0.86	27%
DUTYFREE	\$6.19	\$6.14	-0.8%
F & B	\$7.56	\$8.13	8%
RETAIL	\$4.82	\$4.80	-0.3%
SERVICES	\$2.38	\$2.39	1%
RAC	\$22.25	\$23.09	4%
<b>TOTAL</b>	<b>\$43.88</b>	<b>\$45.42</b>	<b>4%</b>

CONCESSION SALES BY TERMINALS

ADVERTISING	OCT 2015 SALES	OCT 2016 SALES	% CHANGE
T1	\$163,424	\$175,790	8%
T2	\$17,365	\$31,047	79%
T3	\$219,956	\$217,004	-1%
T4	\$253,156	\$512,535	102%
T5	\$102,445	\$403,146	294%
T6	\$108,682	\$77,748	-28%
T7	\$344,541	\$224,677	-35%
T8	\$83,111	\$80,347	-3%
TBIT	\$812,931	\$1,146,723	41%
<b>TOTAL</b>	<b>\$2,105,612</b>	<b>\$2,869,017</b>	<b>36%</b>

DUTY FREE	OCT 2015 SALES	OCT 2016 SALES	% CHANGE
T2	\$1,081,171	\$1,478,959	37%
T3	\$30,772	\$43,387	41%
T4	\$571,295	\$589,635	3%
T5	\$593,154	\$524,249	-12%
T6	\$103,895	\$128,774	24%
T7	\$571,319	\$488,369	-15%
TBIT	\$16,305,296	\$17,276,116	6%
<b>TOTAL</b>	<b>\$19,256,903</b>	<b>\$20,529,489</b>	<b>7%</b>

F & B	OCT 2015 SALES	OCT 2016 SALES	% CHANGE
T1	\$2,429,446	\$3,196,730	32%
T2	\$1,517,885	\$1,987,049	31%
T3	\$2,032,122	\$2,515,915	24%
T4	\$4,040,396	\$3,891,602	-4%
T5	\$4,013,970	\$4,193,615	4%
T6	\$1,850,885	\$3,513,826	90%
T7	\$2,530,049	\$2,280,239	-10%
T8	\$1,300,394	\$1,087,941	-16%
TBIT	\$3,757,137	\$4,466,616	19%
Theme Structure	\$31,670	\$31,650	-0.1%
<b>TOTAL</b>	<b>\$23,503,955</b>	<b>\$27,165,183</b>	<b>16%</b>

RETAIL	OCT 2015 SALES	OCT 2016 SALES	% CHANGE
T1	\$1,046,510	\$1,193,209	14%
T2	\$978,316	\$1,180,443	21%
T3	\$1,079,947	\$1,200,934	11%
T4	\$1,870,487	\$1,744,408	-7%
T5	\$1,194,039	\$1,290,617	8%
T6	\$828,362	\$1,437,371	74%
T7	\$1,184,236	\$1,176,816	-1%
T8	\$507,391	\$405,498	-20%
TBIT	\$6,283,485	\$6,413,255	2%
<b>TOTAL</b>	<b>\$14,972,773</b>	<b>\$16,042,551</b>	<b>7%</b>

SERVICES	OCT 2015 SALES	OCT 2016 SALES	% CHANGE
T1	\$63,063	\$50,406	-20%
T2	\$758,131	\$1,008,084	33%
T3	\$141,821	\$71,454	-50%
T4	\$551,635	\$660,096	20%
T5	\$854,770	\$687,374	-20%
T6	\$444,764	\$535,351	20%
T7	\$645,294	\$1,114,247	73%
T8	\$42,100	\$28,520	-32%
TBIT	\$3,891,991	\$3,830,809	-2%
<b>TOTAL</b>	<b>\$7,393,570</b>	<b>\$7,986,341</b>	<b>8%</b>

RAC	OCT 2015 SALES	OCT 2016 SALES	% CHANGE
LAX	\$69,178,612	\$77,157,263	12%
<b>TOTAL</b>	<b>\$69,178,612</b>	<b>\$77,157,263</b>	<b>12%</b>

**Comments:**  
Overall, **Concession sales** are up 11% Year-Over Year (YoY). When looking at In-Terminal Concession sales only (excluding RAC), sales are also up 11% YoY. This growth in sales outpace the enplanement growth rate of 7% during the same period.  
**Advertising** sales are up 36% due to the newly installed digital media, iVisions.  
**Duty Free** sales are up \$1.27M (7%) compared to last year. **T2** sales are up due to Hainan Airlines, which now 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 up slightly due to new Hong Kong flights. **T5** sales are now down since DL185 Shanghai PRC flight anniversaried. **T6** sales are up due to new shops with additional assortment producing better results, which have not yet anniversaried. **T7** sales are down due to declining passenger traffic. **TBIT** sales are up 6% due to an increase in traffic, however, it is growing at a slower pace than the traffic growth (10%). PRC customers increasingly focused on value proposition  
**F&B** overall sales are up \$3.66M (16%). Sales in **Non-TCM terminals (4, 5, 7, 8)** decreased by \$431K (4%), while enplanements in these terminals are up by 1%. Sales in **TCM terminals (1, 2, 3, 6, TBIT)** are up \$4.09M (35%), compared to the growth in YoY enplanement of 12% in these terminals, due to more stores being opened.  
**Retail** overall sales are up \$1.07M (7%). In **Non-TCM terminals**, retail sales are down \$139K (3%). **TCM terminals** sales are up \$1.21M (12%) due to more stores being opened.  
Sales from **Services** are down \$593K (8%) from last year.  
**RAC** overall sales are up \$7.98M (12%)

CONCESSION SALES 12-MONTH ROLLING

