

CONCESSION SALES

CONCESSION	NOV 2015 SALES	NOV 2016 SALES	% CHANGE
ADVERTISING	\$2,855,984	\$3,692,993	29%
DUTYFREE	\$15,656,652	\$15,185,436	-3%
F & B	\$21,934,418	\$26,212,907	20%
RETAIL	\$13,919,204	\$14,382,276	3%
SERVICES	\$6,684,141	\$7,106,490	6%
RAC	\$53,799,344	\$58,952,804	10%
<b>TOTAL</b>	<b>\$114,849,743</b>	<b>\$125,532,907</b>	<b>9%</b>

CONCESSION SALES / ENPLANEMENT

CONCESSION	NOV 2015 SALES/ENP	NOV 2016 SALES/ENP	% CHANGE
ADVERTISING	\$0.98	\$1.17	20%
DUTYFREE	\$5.35	\$4.81	-10%
F & B	\$7.49	\$8.30	11%
RETAIL	\$4.75	\$4.56	-4%
SERVICES	\$2.28	\$2.25	-1%
RAC	\$18.37	\$18.68	2%
<b>TOTAL</b>	<b>\$39.22</b>	<b>\$39.77</b>	<b>1%</b>

CONCESSION SALES BY TERMINALS

ADVERTISING	NOV 2015 SALES	NOV 2016 SALES	% CHANGE
T1	\$183,789	\$194,913	6%
T2	\$16,126	\$124,715	673%
T3	\$273,574	\$39,950	-85%
T4	\$446,509	\$521,449	17%
T5	\$173,811	\$568,250	227%
T6	\$115,596	\$127,164	10%
T7	\$387,770	\$249,526	-36%
T8	\$108,435	\$84,696	-22%
TBIT	\$1,150,376	\$1,782,329	55%
<b>TOTAL</b>	<b>\$2,855,984</b>	<b>\$3,692,993</b>	<b>29%</b>

DUTY FREE	NOV 2015 SALES	NOV 2016 SALES	% CHANGE
T2	\$931,054	\$1,126,626	21%
T3	\$31,443	\$36,640	17%
T4	\$273,907	\$372,983	36%
T5	\$535,958	\$382,741	-29%
T6	\$115,768	\$126,154	9%
T7	\$473,736	\$418,922	-12%
TBIT	\$13,294,786	\$12,721,371	-4%
<b>TOTAL</b>	<b>\$15,656,652</b>	<b>\$15,185,436</b>	<b>-3%</b>

F & B	NOV 2015 SALES	NOV 2016 SALES	% CHANGE
T1	\$2,522,515	\$3,187,945	26%
T2	\$1,441,252	\$1,913,004	33%
T3	\$2,053,887	\$2,398,944	17%
T4	\$3,780,498	\$3,727,227	-1%
T5	\$3,811,842	\$3,937,434	3%
T6	\$1,485,555	\$3,308,054	123%
T7	\$2,366,449	\$2,522,332	7%
T8	\$1,171,427	\$999,250	-15%
TBIT	\$3,269,456	\$4,188,219	28%
Theme Structure	\$31,538	\$30,500	-3%
<b>TOTAL</b>	<b>\$21,934,418</b>	<b>\$26,212,907</b>	<b>20%</b>

RETAIL	NOV 2015 SALES	NOV 2016 SALES	% CHANGE
T1	\$1,135,076	\$1,116,719	-2%
T2	\$876,530	\$1,064,507	21%
T3	\$1,081,064	\$1,158,062	7%
T4	\$1,684,846	\$1,627,141	-3%
T5	\$1,084,331	\$1,141,402	5%
T6	\$1,284,273	\$1,444,386	12%
T7	\$1,092,926	\$1,157,443	6%
T8	\$416,973	\$360,834	-13%
TBIT	\$5,263,185	\$5,311,783	1%
<b>TOTAL</b>	<b>\$13,919,204</b>	<b>\$14,382,276</b>	<b>3%</b>

SERVICES	NOV 2015 SALES	NOV 2016 SALES	% CHANGE
T1	\$65,691	\$75,552	15%
T2	\$660,445	\$882,811	34%
T3	\$157,690	\$90,436	-43%
T4	\$513,717	\$650,571	27%
T5	\$764,350	\$628,320	-18%
T6	\$441,128	\$534,666	21%
T7	\$644,918	\$574,409	-11%
T8	\$40,011	\$35,899	-10%
TBIT	\$3,396,190	\$3,633,825	7%
<b>TOTAL</b>	<b>\$6,684,141</b>	<b>\$7,106,490</b>	<b>6%</b>

RAC	NOV 2015 SALES	NOV 2016 SALES	% CHANGE
LAX	\$53,799,344	\$58,952,804	10%
<b>TOTAL</b>	<b>\$53,799,344</b>	<b>\$58,952,804</b>	<b>10%</b>

**Comments:**  
Overall, **Concession sales** are up 9% (\$10.68M) Year-Over Year. When looking at In-Terminal Concession sales only (excluding RAC), sales are also up 9% (\$5.53M) YoY. This growth in sales just outpace the enplanement growth rate of 8% during the same period.  
**Advertising** sales are up 29% (\$837K) due to the newly installed iVisions.  
**Duty Free** sales are down 3% (\$471K) compared to last year. **T2** sales are up due to Hainan Airlines. **T3** sales are up due to an increase in assortment of Duty-Paid beauty items 100ml and under. **T4** sales are up due to new Hong Kong flights.  
**T5 and T7** sales are down due to competition in Shanghai and value proposition by PRC customers. **T6** sales are up due to new shops with additional assortment producing better results. **TBIT** sales are down 4% due to PRC customers increasingly focused on value proposition  
**F&B** overall sales are up by 20% (\$4.28M). Sales in **Non-TCM terminals (4, 5, 7, 8)** increased by only 0.5% (\$56K), while enplanement increased by 3% mainly as a result of construction in **T7**. Sales in **TCM terminals (1, 2, 3, 6, TBIT)** are up 39% (4.22M) mainly due to more stores being opened.  
**Retail** overall sales are up 3% (\$463K). In **Non-TCM terminals**, retail sales are up only 0.2% (\$8K), while enplanement increased 3% due to constructions in **T7**. **TCM terminals** sales are up 5% (\$455K) due to more stores being opened.  
Sales from **Services** are up 6% (\$422K) YoY.  
**RAC** overall sales are up 10% (\$5.15M) YoY.

