

DECEMBER 2016 CONCESSION SALES

CONCESSION SALES

CONCESSION	DEC 2015 SALES	DEC 2016 SALES	% CHANGE
ADVERTISING	\$3,082,132	\$4,183,403	36%
DUTYFREE	\$15,375,292	\$15,336,178	-0.3%
F & B	\$23,507,450	\$28,243,418	20%
RETAIL	\$14,400,064	\$15,572,829	8%
SERVICES	\$7,349,222	\$8,084,583	10%
RAC	\$48,607,642	\$49,770,196	2%
TOTAL	\$112,321,801	\$121,190,607	8%

CONCESSION SALES / ENPLANEMENT

CONCESSION	DEC 2015 SALES/ENP	DEC 2016 SALES/ENP	% CHANGE
ADVERTISING	\$1.00	\$1.25	25%
DUTYFREE	\$4.97	\$4.58	-8%
F & B	\$7.59	\$8.43	11%
RETAIL	\$4.65	\$4.65	-0.1%
SERVICES	\$2.37	\$2.41	2%
RAC	\$15.70	\$14.85	-5%
TOTAL	\$36.27	\$36.16	-0.3%

CONCESSION SALES BY TERMINALS

ADVERTISING	DEC 2015 SALES	DEC 2016 SALES	% CHANGE
T1	\$241,256	\$202,691	-16%
T2	\$16,538	\$169,565	925%
T3	\$343,958	\$235,823	-31%
T4	\$445,599	\$616,169	38%
T5	\$261,007	\$750,145	187%
T6	\$136,208	\$157,948	16%
T7	\$374,274	\$192,983	-48%
T8	\$81,782	\$96,094	17%
TBIT	\$1,181,510	\$1,761,986	49%
TOTAL	\$3,082,132	\$4,183,403	36%

DUTY FREE	DEC 2015 SALES	DEC 2016 SALES	% CHANGE
T2	\$885,234	\$1,170,480	32%
T3	\$36,781	\$45,011	22%
T4	\$237,316	\$336,968	42%
T5	\$524,819	\$364,549	-31%
T6	\$138,646	\$137,003	-1%
T7	\$534,316	\$415,340	-22%
TBIT	\$13,018,181	\$12,866,826	-1%
TOTAL	\$15,375,292	\$15,336,178	-0.3%

F & B	DEC 2015 SALES	DEC 2016 SALES	% CHANGE
T1	\$2,553,679	\$3,188,750	25%
T2	\$1,653,533	\$1,824,915	10%
T3	\$2,111,774	\$2,057,913	-3%
T4	\$4,031,007	\$5,132,917	27%
T5	\$3,955,590	\$4,317,019	9%
T6	\$1,727,456	\$3,345,745	94%
T7	\$2,632,530	\$2,831,866	8%
T8	\$1,268,739	\$1,054,710	-17%
TBIT	\$3,540,604	\$4,587,848	30%
Theme Structure	\$32,537	\$0	-100%
TOTAL	\$23,507,449	\$28,341,682	21%

RETAIL	DEC 2015 SALES	DEC 2016 SALES	% CHANGE
T1	\$1,244,535	\$1,382,916	11%
T2	\$900,817	\$1,228,923	36%
T3	\$1,021,404	\$1,155,685	13%
T4	\$1,707,191	\$1,743,533	2%
T5	\$1,098,901	\$1,223,331	11%
T6	\$1,421,019	\$1,581,655	11%
T7	\$1,167,322	\$1,246,457	7%
T8	\$438,328	\$387,914	-12%
TBIT	\$5,400,547	\$5,622,414	4%
TOTAL	\$14,400,064	\$15,572,829	8%

SERVICES	DEC 2015 SALES	DEC 2016 SALES	% CHANGE
T1	\$105,727	\$119,178	13%
T2	\$776,052	\$1,129,767	46%
T3	\$174,641	\$128,149	-27%
T4	\$573,600	\$781,916	36%
T5	\$857,763	\$772,488	-10%
T6	\$599,165	\$711,721	19%
T7	\$764,642	\$681,460	-11%
T8	\$56,641	\$47,984	-15%
TBIT	\$3,440,990	\$3,711,919	8%
TOTAL	\$7,349,222	\$8,084,583	10%

RAC	DEC 2015 SALES	DEC 2016 SALES	% CHANGE
LAX	\$48,607,642	\$49,770,196	2%
TOTAL	\$48,607,642	\$49,770,196	2%

Comments:
 Overall, **Concession sales** are up 8% (\$8.87M) Year-Over Year. When looking at In-Terminal Concession sales only (excluding RAC), sales are also up 12% (\$7.71M) YoY. This growth in sales outpace the enplanement growth rate of 8% during the same period.
Advertising sales are up 36% (\$1.10M) due to iVisions, Bridge Media Brands, and additional inventory post construction.
Duty Free sales are down 0.3% (\$39K) 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 down slightly due to a declining passenger traffic. **TBIT** sales are down 1% due to PRC customers become increasingly focused on value proposition.
F&B overall sales are up by 20% (\$4.74M). Sales in **Non-TCM terminals (4, 5, 7, 8)** increased by only 1% (\$132K), while enplanement increased by 4% mainly as a result of construction in **T7**. Sales in **TCM terminals (1, 2, 3, 6, TBIT)** are up 40% (4.60M) mainly due to more stores being opened.
Retail overall sales are up 8% (\$1.17M). In **Non-TCM terminals**, retail sales are up 4% (\$189K), while enplanement increased 4% due to constructions in **T7**. **TCM terminals** sales are up 10% (\$983K) due to more stores being opened.
 Sales from **Services** are up 10% (\$735K) YoY.
RAC overall sales are up 2% (\$1.16M) YoY.

