

# CONCESSION GROSS SALES

## JANUARY 2018

Last Update: 03/08/18  
Commercial Development Group

CONCESSION	JANUARY 2017	JANUARY 2018	% CHANGE
DUTYFREE	\$15,802,355	\$19,327,342	22%
F & B	\$26,008,182	\$26,752,860	3%
RETAIL	\$14,354,339	\$15,209,973	6%
SERVICES	\$6,107,893	\$7,527,897	23%
<b>IN-TERMINAL CONC.</b>	<b>\$62,272,769</b>	<b>\$68,818,072</b>	<b>11%</b>
ADVERTISING	\$2,906,294	\$2,914,505	0.3%
RAC	\$63,979,245	\$62,247,077	-3%
<b>OTHER CONC.</b>	<b>\$66,885,540</b>	<b>\$65,161,582</b>	<b>-3%</b>
<b>TOTAL CONC.</b>	<b>\$129,158,309</b>	<b>\$133,979,654</b>	<b>4%</b>



DUTY FREE	JANUARY 2017	JANUARY 2018	% CHANGE
T2	\$1,047,111	\$1,064,504	2%
T3	\$37,636	\$57,731	53%
T4	\$410,172	\$573,445	40%
T5	\$438,129	\$48,699	-89%
T6	\$126,398	\$269,141	113%
T7	\$421,802	\$410,587	-3%
TBIT	\$13,321,106	\$16,903,235	27%
<b>TOTAL</b>	<b>\$15,802,355</b>	<b>\$19,327,342</b>	<b>22%</b>

ADVERTISING	JANUARY 2017	JANUARY 2018	% CHANGE
T1	\$180,785	\$135,745	-25%
T2	\$133,757	\$241,796	81%
T3	\$81,406	\$347,704	327%
T4	\$616,208	\$400,151	-35%
T5	\$339,525	\$211,479	-38%
T6	\$134,210	\$217,157	62%
T7	\$166,683	\$226,750	36%
T8	\$72,044	\$61,390	-15%
TBIT	\$1,181,677	\$1,072,333	-9%
<b>TOTAL</b>	<b>\$2,906,294</b>	<b>\$2,914,505</b>	<b>0.3%</b>

F & B	JANUARY 2017	JANUARY 2018	% CHANGE
T1	\$3,332,949	\$3,069,953	-8%
T2	\$1,823,903	\$2,540,027	39%
T3	\$2,056,425	\$2,246,268	9%
T6	\$3,345,687	\$3,171,031	-5%
TBIT	\$4,586,094	\$5,219,298	14%
<b>TCM TERM.</b>	<b>\$15,145,057</b>	<b>\$16,246,576</b>	<b>7%</b>
T4	\$3,579,299	\$3,606,488	1%
T5	\$3,971,776	\$3,494,373	-12%
T7	\$2,368,655	\$2,712,600	15%
T8	\$943,395	\$692,822	-27%
<b>NON-TCM TERM.</b>	<b>\$10,863,125</b>	<b>\$10,506,284</b>	<b>-3%</b>
<b>TOTAL</b>	<b>\$26,008,182</b>	<b>\$26,752,860</b>	<b>3%</b>

RAC	JANUARY 2017	JANUARY 2018	% CHANGE
LAX	\$63,979,245	\$62,247,077	-3%
<b>TOTAL</b>	<b>\$63,979,245</b>	<b>\$62,247,077</b>	<b>-3%</b>

RETAIL	JANUARY 2017	JANUARY 2018	% CHANGE
T1	\$997,319	\$1,167,851	17%
T2	\$1,035,474	\$1,349,939	30%
T3	\$1,079,215	\$663,451	-39%
T6	\$1,426,314	\$1,292,960	-9%
TBIT	\$5,764,198	\$6,458,508	12%
<b>TCM TERM.</b>	<b>\$10,302,520</b>	<b>\$10,932,708</b>	<b>6%</b>
T4	\$1,569,682	\$1,668,185	6%
T5	\$1,100,523	\$1,168,603	6%
T7	\$1,028,707	\$1,224,557	19%
T8	\$352,906	\$215,920	-39%
<b>NON-TCM TERM.</b>	<b>\$4,051,818</b>	<b>\$4,277,265</b>	<b>6%</b>
<b>TOTAL</b>	<b>\$14,354,339</b>	<b>\$15,209,973</b>	<b>6%</b>

**COMMENTS:**  
Overall, Concession sales are up 3.7% (\$4.82MM) YoY. When looking at In-Terminal Concession sales (excluding Advertising and RAC), sales are up 11% (\$6.55MM) YoY, which is more than the 5% pax growth during the same period.

Duty Free sales are up 22% (\$3.52MM). In T2, sales from PRC is growing because of Delta's Shanghai flights. This gain has now offset the loss from Canadians and LATM flights. Also, good performance from beauty business and work in progress to fine tune Spirit and Tobacco assortment. In T3, it's becoming more noticeable that some of the traffic is being shifted to T2. However, still experiences good growth from local customers purchasing Spirits, Tobacco and Fragrances. In T4, continues to benefit from AA flights to Beijing, which leads to good spending from PRC customers in all categories. In T5, continues to suffer from loss of international flights. Work in progress on brand negotiation and assortment fine tuning. In T6, new Canadian flight leads to higher traffic and higher spending from their customers. In T7, sales are flat. In TBIT, continues to benefit from consolidation of international departure flights leading to solid growth in transactions and sales.

F&B overall sales are up 3% (\$0.74MM). Sales in TCM terminals (1, 2, 3, 6, TBIT) are up 7% (\$1.1MM), while enplanement in these terminals are up 11%. Note that T1 Food Court is still currently closed for remodeling. Sales in Non-TCM terminals (4, 5, 7, 8) are down 3% (\$357K), while enplanement in these terminals are down 5%.

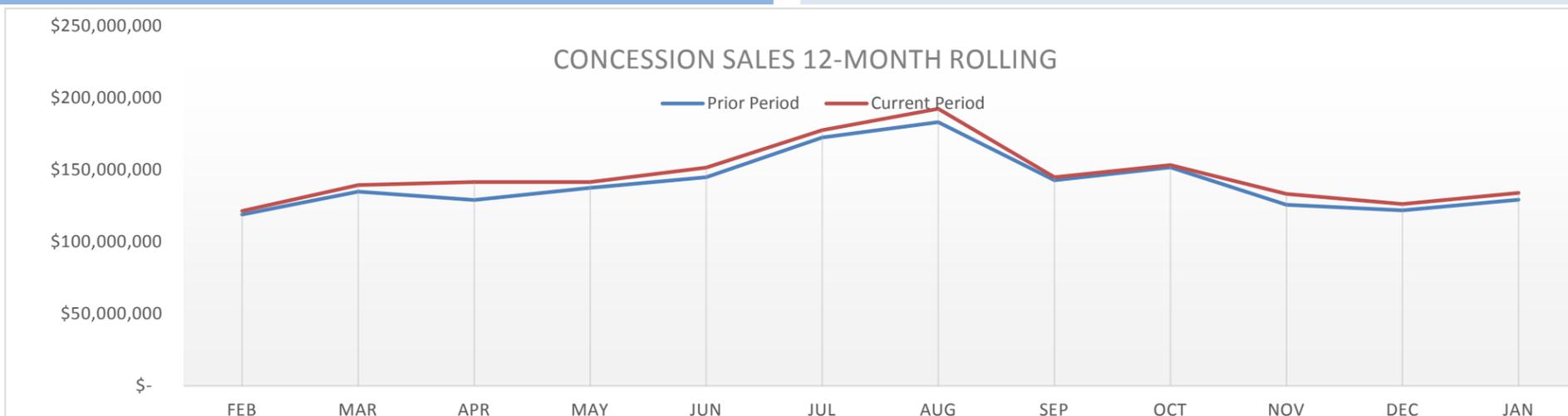
Retail overall sales are up 6% (856K). Both TCM and Non-TCM terminals sales increased by 6%. Note that T5 sales is up 6%, while their PAX is down 19%. The current per passenger spending in T5 is much higher than it has been over the same time last year due to airlines relocation.

Services overall sales are up 23% (\$1.42MM). This increase in sales are as a result of Lenlyn (currency exchange) and the introduction of Alclear.

Advertising sales are up 0.3% (\$8K) due to huge increase in T2, T6 and TBIT.

Lastly, RAC sales are down 3% (\$1.73MM) YoY.

SERVICES	JANUARY 2017	JANUARY 2018	% CHANGE
T1	\$60,269	\$58,614	-3%
T2	\$758,709	\$1,536,812	103%
T3	\$88,358	\$97,186	10%
T4	\$578,366	\$734,954	27%
T5	\$620,151	\$205,329	-67%
T6	\$698,840	\$544,900	-22%
T7	\$522,302	\$543,056	4%
T8	\$26,535	\$32,081	21%
TBIT	\$2,754,363	\$3,774,967	37%
<b>TOTAL</b>	<b>\$6,107,893</b>	<b>\$7,527,897</b>	<b>23%</b>



# CONCESSION GROSS SALES PER ENPLANEMENT

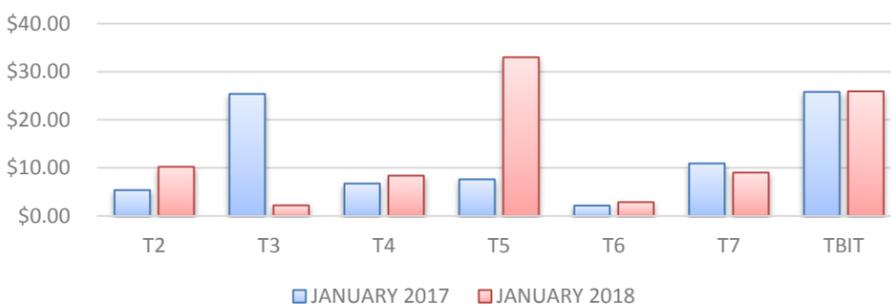
## JANUARY 2018

Last Update: 03/08/18  
Commercial Development Group

CONCESSION	JANUARY 2017	JANUARY 2018	% CHANGE
DUTYFREE*	\$16.67	\$19.36	16%
F & B	\$8.49	\$8.35	-2%
RETAIL	\$4.69	\$4.75	1%
SERVICES	\$1.99	\$2.35	18%
<b>IN-TERMINAL CONC.</b>	<b>\$20.33</b>	<b>\$21.48</b>	<b>6%</b>
ADVERTISING	\$0.95	\$0.91	-4%
RAC	\$20.89	\$19.43	-7%
<b>OTHER CONC.</b>	<b>\$21.84</b>	<b>\$20.34</b>	<b>-7%</b>
<b>TOTAL CONC.</b>	<b>\$42.17</b>	<b>\$41.82</b>	<b>-1%</b>



DUTY FREE*	JANUARY 2017	JANUARY 2018	% CHANGE
T2	\$5.37	\$10.21	90%
T3	\$25.38	\$2.21	-91%
T4	\$6.75	\$8.38	24%
T5	\$7.61	\$32.99	333%
T6	\$2.16	\$2.87	33%
T7	\$10.92	\$9.02	-17%
TBIT	\$25.79	\$25.92	1%
<b>TOTAL</b>	<b>\$16.67</b>	<b>\$19.36</b>	<b>16%</b>



F & B	JANUARY 2017	JANUARY 2018	% CHANGE
T1	\$8.90	\$7.86	-12%
T2	\$7.82	\$7.75	-1%
T3	\$6.30	\$8.02	27%
T6	\$9.86	\$9.31	-6%
TBIT	\$8.41	\$7.65	-9%
<b>TCM TERM.</b>	<b>\$8.33</b>	<b>\$8.04</b>	<b>-4%</b>
T4	\$10.05	\$9.77	-3%
T5	\$9.02	\$9.81	9%
T7	\$7.84	\$7.55	-4%
T8	\$6.47	\$7.08	10%
<b>NON-TCM TERM.</b>	<b>\$8.73</b>	<b>\$8.89</b>	<b>2%</b>
<b>TOTAL</b>	<b>\$8.49</b>	<b>\$8.35</b>	<b>-2%</b>



RETAIL	JANUARY 2017	JANUARY 2018	% CHANGE
T1	\$2.66	\$2.99	12%
T2	\$4.44	\$4.12	-7%
T3	\$3.31	\$2.37	-28%
T6	\$4.20	\$3.80	-10%
TBIT	\$10.58	\$9.46	-11%
<b>TCM TERM.</b>	<b>\$5.67</b>	<b>\$5.41</b>	<b>-5%</b>
T4	\$4.41	\$4.52	2%
T5	\$2.50	\$3.28	31%
T7	\$3.40	\$3.41	0.1%
T8	\$2.42	\$2.21	-9%
<b>NON-TCM TERM.</b>	<b>\$3.26</b>	<b>\$3.62</b>	<b>11%</b>
<b>TOTAL</b>	<b>\$4.69</b>	<b>\$4.75</b>	<b>1%</b>



SERVICES	JANUARY 2017	JANUARY 2018	% CHANGE
T1	\$0.16	\$0.15	-7%
T2	\$3.25	\$4.69	44%
T3	\$0.27	\$0.35	28%
T4	\$1.62	\$1.99	23%
T5	\$1.41	\$0.58	-59%
T6	\$2.06	\$1.60	-22%
T7	\$1.73	\$1.51	-13%
T8	\$0.18	\$0.33	80%
TBIT	\$5.05	\$5.53	9%
<b>TOTAL</b>	<b>\$1.99</b>	<b>\$2.35</b>	<b>18%</b>



ADVERTISING	JANUARY 2017	JANUARY 2018	% CHANGE
ADVERTISING	\$0.95	\$0.91	-4%



RAC	JANUARY 2017	JANUARY 2018	% CHANGE
RAC	\$20.89	\$19.43	-7%



\* Duty Free Sales per Enplanement (SPE) is based on international enplanement only. Everything else uses total enplanement.