CONCESSION GROSS SALES **AUGUST 2019**

Last Update: 10/18/19 Finance and Budget Division

TM.			
CONCESSION	AUGUST 2019	AUGUST 2018	CHANGE
ADVERTISING	\$3,804,084	\$3,545,781	+7%
DUTYFREE	\$22,701,965	\$24,042,059	-6%
F&B	\$35,818,954	\$33,216,293	+8%
RETAIL	\$19,428,206	\$20,875,867	-7%
SERVICES	\$10,398,020	\$10,704,342	-3%
IN-TERMINAL CON.	\$92,151,229	\$92,384,342	-0.3%
RAC	\$99,742,614	\$102,977,960	-3%
OFF-TERMINAL CON.	\$99,742,614	\$102,977,960	-3%
TOTAL CONCESSION	\$191,893,843	\$195,362,303	-2%

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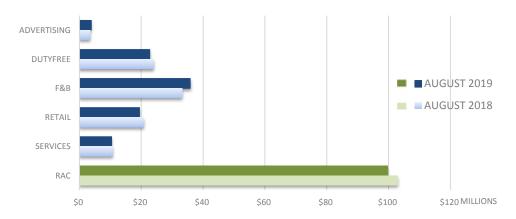
ADVERTISING	AUGUST 2019	AUGUST 2018	CHANGE
T1	\$307,707	\$173,138	+78%
T2	\$299,812	\$235,859	+27%
T3	\$319,610	\$322,510	-1%
T4	\$554,670	\$506,014	+10%
T5	\$284,988	\$229,235	+24%
T6	\$142,492	\$208,470	-32%
T7	\$354,960	\$265,266	+34%
Т8	\$97,686	\$91,618	+7%
TBIT	\$1,442,158	\$1,513,671	-5%
TOTAL	\$3,804,084	\$3,545,781	+7%

DUTY FREE	AUGUST 2019	AUGUST 2018	CHANGE
T2	\$578,627	\$1,223,117	-53%
T3	\$0	\$67,148	-100%
T4 DUTY	\$660,925	\$757,397	-13%
T5 FREE	\$65,510	\$63,294	+4%
T6	\$374,523	\$390,440	-4%
T7	\$439,223	\$446,663	-2%
TBIT	\$20,583,157	\$21,094,001	-2%
TOTAL	\$22,701,965	\$24,042,059	-6%

F & B	AUGUST 2019	AUGUST 2018	CHANGE
T1	\$3,702,647	\$3,485,963	+6%
T2	\$3,270,585	\$3,135,926	+4%
T3	\$2,952,259	\$2,886,370	+2%
T6	\$3,742,155	\$3,828,518	-2%
TBIT	\$8,247,259	\$6,397,256	+29%
TCM TERM.	\$21,914,904	\$19,734,033	+11%
T4	\$4,413,360	\$4,307,695	+2%
T5	\$4,761,557	\$4,504,136	+6%
T7	\$3,584,112	\$3,460,318	+4%
T8	\$1,145,020	\$1,210,112	-5%
NON-TCM TERM.	\$13,904,049	\$13,482,260	+3%
TOTAL	\$35,818,954	\$33,216,293	+8%

RETAIL	AUGUST 2019	AUGUST 2018	CHANGE
T1	\$1,785,296	\$1,642,850	+9%
T2	\$1,657,539	\$1,699,077	-2%
T3	\$1,048,975	\$995,925	+5%
T6	\$1,725,934	\$1,747,040	-1%
TBIT	\$7,912,593	\$8,699,421	-9%
TCM TERM.	\$14,130,335	\$14,784,313	-4%
T4	\$2,230,359	\$2,221,183	+0.4%
T5	\$1,595,054	\$1,574,395	+1%
T7	\$1,950,421	\$1,875,903	+4%
T8	\$455,177	\$420,072	+8%
NON-TCM TERM.	\$6,231,010	\$6,091,554	+2%
TOTAL	\$20,361,346	\$20,875,867	-2%

T1 \$409,961	\$319,311 \$1,390,936	+28% +3%
	\$1,390,936	+3%
T2 \$1,426,584		- ·
T3 \$231,680	\$205,977	+12%
T4 \$1,033,219	\$1,022,979	+1%
T5 \$574,363	\$504,504	+14%
T6 \$802,986	\$831,883	-3%
T7 \$857,048	\$873,003	-2%
T8 \$31,352	\$53,061	-41%
TBIT \$5,030,828	\$5,502,689	-9%
TOTAL \$10,398,020	\$10,704,342	-3%



RAC	AUGUST 2019	AUGUST 2018	CHANGE
LAX	\$99,742,614	\$102,977,960	-3%
TOTAL	\$99,742,614	\$102,977,960	-3%

COMMENTS:

Overall, Concession sales are down 2% (\$3.47m). In-Terminal Concession sales are down 0.3% (\$0.23m), which is in line with the decrease in enplaned passenger (PAX) of 0.2% during the same period.

Advertising sales are up 7% (\$258k).

Duty Free sales are down 6% (-\$1.34M) while Int'l PAX traffic has declined 3% YoY. A combination of less passenger activity, stores renovation, and softening in spend habits of key PRC customers continue to put downward pressure on sales.

F & B sales are up 8% (\$2.6m), which is more than the change in PAX of -0.2%. Sales in TCM terminals are up 11% (\$2.18m), while TCM terminals PAX are down 0.9%. Sales in Non-TCM terminals are up 3% (\$422k), while the PAX in Non-TCM terminals are up 1%.

Retail sales are down 2% (\$515k). TCM terminals sales are down 4% (\$654k) compared to the 2% increase in TCM terminals PAX numbers. Sales in Non-TCM terminals grew 2% (\$139k), while PAX numbers in Non-TCM terminals are up 1%.

Gross sales from Services are down 3% (\$306k). This is primarily because the increase in Alclear (\$+572k) is unable to offset the decline from the others i.e. Lenlyn (-\$663k), Boingo (-\$126k), New Zoom (-\$48k), and Smarte Carte (-\$49k).

RAC sales are down 3% (\$3.24m). On the per PAX basis, it is also down 3%.





CONCESSION GROSS SALES PER ENPLANEMENT AUGUST 2019

Last Update: 10/18/19 Finance and Budget Division

TM									
CONCESSION	AUGUST 2019	AUGUST 2018	CHANGE	l .	_	1			
ADVERTISING	\$0.97	\$0.90	+7%	ADVERTISING					
DUTYFREE ¹	\$13.77		-5%	DUTYFREE					
	•	\$14.53		DOTTFREE					
F&B	\$9.11	\$8.44	+8%	F&B	· ·				
RETAIL	\$4.94	\$5.30	-7%						AUGUST 2019
SERVICES	\$2.65	\$2.72	-3%	RETAIL					AUGUST 2018
IN-TERMINAL CON.	\$23.45	\$23.47	-0.1%	SERVICES					7,0003, 2010
				SERVICES					
RAC	\$25.38	\$26.16	-3%	RAC					
OFF-TERMINAL CON.	\$25.38	\$26.16	-3%						
TOTAL CONCESSION	\$48.83	\$49.63	-2 %	\$(0 \$5	\$10	\$15	\$20	\$25 \$30
					7 1	ı			
ADVERTISING	AUGUST 2019	AUGUST 2018	CHANGE						
									ALICUST 2010
	40.07	40.00	70/	LAX					■ AUGUST 2019
LAX	\$0.97	\$0.90	+7%						AUGUST 2018
		1							
TOTAL	\$0.97	\$0.90	+7%	Ś	0.0 \$0.3	\$0.5	\$0.8	\$1.0	\$1.3 \$1.5
DUTY FREE ¹	AUGUST 2019	AUGUST 2018	CHANGE	i .					
				T2					
T2	\$6.27	\$9.74	-36%						
T3	\$0.00	\$2.73	-100%	Т3					
T4	\$8.48	\$9.31	-9%	T4					■ AUGUST 2019
T5 DUTY FREE	\$0.13 ²	\$0.14 ²	-3%	T5					AUGUST 2018
T6	\$2.80	\$2.75	+2%	T6					
				T7					
T7	\$10.36	\$9.06	+14%	TBIT					
TBIT	\$27.18	\$27.25	-0.3%	1511					
TOTAL	\$13.77	\$14.53	-5%	:	\$0 \$5	\$10	\$15	\$20	\$25 \$30
F & B	AUGUST 2019	AUGUST 2018	CHANGE						
T1	\$9.11	\$8.10	+12%	T1					
T2	\$7.52	\$7.97	-6%	T2					
T3	\$7.88	\$7.38	+7%	T3					AUGUST 2019
T6	\$9.37	\$9.29	+1%						
				T6					AUGUST 2018
TBIT	\$10.51	\$8.05	+31%	TBIT					
TCM TERM.	\$9.13	\$8.15	+12%						
T4	\$9.62	\$9.66	-0.4%	T4					
T5	\$9.71	\$9.83	-1%	T5					
T7	\$8.60			Т7				_	
T7	\$8.60	\$8.23	+4%	T7				-	
Т8	\$7.01	\$8.23 \$6.37	+4% +10%	T7 T8			_	•	
T8 NON-TCM TERM.	\$7.01 \$9.09	\$8.23 \$6.37 \$8.90	+4% +10% +2%	Т8	\$0 \$2	\$4 \$	56 \$8	\$10	\$12 \$14
Т8	\$7.01	\$8.23 \$6.37	+4% +10%	Т8	\$0 \$2	\$4 \$	\$6 \$8	\$10	\$12 \$14
T8 NON-TCM TERM. TOTAL	\$7.01 \$9.09 \$9.11	\$8.23 \$6.37 \$8.90 \$8.44	+4% +10% + 2% + 8 %	Т8	\$0 \$2	\$4 \$	\$6 \$8	\$10	\$12 \$14
T8 NON-TCM TERM. TOTAL RETAIL	\$7.01 \$9.09 \$9.11 AUGUST 2019	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018	+4% +10% +2% +8% CHANGE	т8	\$0 \$2	\$4 \$	\$6 \$8	\$10	\$12 \$14
T8 NON-TCM TERM. TOTAL	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82	+4% +10% +2% +8% CHANGE +15%	T8	\$0 \$2	\$4 \$	\$6 \$8	\$10	\$12 \$14
T8 NON-TCM TERM. TOTAL RETAIL	\$7.01 \$9.09 \$9.11 AUGUST 2019	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018	+4% +10% +2% +8% CHANGE	т8	\$0 \$2	\$4 \$	\$6 \$8	\$10	
T8 NON-TCM TERM. TOTAL RETAIL T1	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32	+4% +10% +2% +8% CHANGE +15%	T8 5 T1 T2	\$0 \$2	\$4 \$	\$6 \$8	\$10	\$12 \$14
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55	+4% +10% +2% +8% CHANGE +15% -12% +10%	T1 T2 T3	\$0 \$2	\$4 \$	\$6 \$8	\$10	
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24	+4% +10% +2% +8% CHANGE +15% -12% +10% +2%	T8 5 T1 T2	\$0 \$2	\$4 \$	\$6 \$8	\$10	■ AUGUST 2019
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8%	T1 T2 T3	\$0 \$2	\$4 \$	\$6 \$8	\$10	■ AUGUST 2019
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM.	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4%	T1 T2 T3 T6 TBIT	\$0 \$2	\$4 \$	\$6 \$8	\$10	■ AUGUST 2019
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2%	T1 T2 T3 T6 TBIT T4	\$0 \$2	\$4 \$	\$6 \$8	\$10	■ AUGUST 2019
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM.	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4%	T1 T2 T3 T6 TBIT	\$0 \$2	\$4 \$	\$6 \$8	\$10	■ AUGUST 2019
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5%	T1 T2 T3 T6 TBIT T4	\$0 \$2	\$4	\$6 \$8	\$10	■ AUGUST 2019
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5%	T1 T2 T3 T6 TBIT T4 T5 T7	\$0 \$2	\$4 \$	\$6 \$8	\$10	■ AUGUST 2019
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26%	T1 T2 T3 T6 TBIT T4 T5	\$0 \$2	\$4 \$	\$6 \$8	\$10	■ AUGUST 2019
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM.	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -5% +5% +26% +1%	T1 T2 T3 T6 TBIT T4 T5 T7 T8	\$0 \$2	\$4 \$	\$6 \$8	\$10	■ AUGUST 2019
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26%	T1 T2 T3 T6 TBIT T4 T5 T7 T8					■ AUGUST 2019 ■ AUGUST 2018
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -5% +5% +26% +1% -2%	T1 T2 T3 T6 TBIT T4 T5 T7 T8					■ AUGUST 2019 ■ AUGUST 2018
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE	T1 T2 T3 T6 TBIT T4 T5 T7 T8					■ AUGUST 2019 ■ AUGUST 2018
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -5% +5% +26% +1% -2% CHANGE +36%	T1 T2 T3 T6 TBIT T4 T5 T7 T8					■ AUGUST 2019 ■ AUGUST 2018
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01 \$3.28	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74 \$3.54	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE +36% -7%	T1 T2 T3 T6 TBIT T4 T5 T7 T8					■ AUGUST 2019 ■ AUGUST 2018
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01 \$3.28 \$0.62	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74 \$3.54 \$0.53	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE +36% -7% +17%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3					■ AUGUST 2019 ■ AUGUST 2018
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01 \$3.28	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74 \$3.54	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE +36% -7%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T7 T8					■ AUGUST 2019 ■ AUGUST 2018 \$10 \$12
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2 T3 T4	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01 \$3.28 \$0.62 \$2.25	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74 \$3.54 \$0.53 \$2.29	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE +36% -7% +17%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T7 T8					■ AUGUST 2019 ■ AUGUST 2018 \$10 \$12
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2 T3 T4 T5	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01 \$3.28 \$0.62 \$2.25 \$1.17	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74 \$3.54 \$0.53 \$2.29 \$1.10	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE +36% -7% +17% -2% +6%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T7 T8					■ AUGUST 2019 ■ AUGUST 2018 \$10 \$12
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2 T3 T4 T5 T6 T1 T2 T3 T4 T5 T6	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01 \$3.28 \$0.62 \$2.25 \$1.17 \$2.01	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74 \$3.54 \$0.53 \$2.29 \$1.10 \$2.02	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE +36% -7% +17% -2% +6% -0.3%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T7 T8					■ AUGUST 2019 ■ AUGUST 2018 \$10 \$12
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2 T3 T4 T5 T6 T7	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01 \$3.28 \$0.62 \$2.25 \$1.17 \$2.01 \$2.06	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74 \$3.54 \$0.53 \$2.29 \$1.10 \$2.02 \$2.08	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE +36% -7% +17% -2% +6% -0.3% -1%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T7 T8					■ AUGUST 2019 ■ AUGUST 2018 \$10 \$12
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2 T3 T4 T5 T6 T7 T8	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01 \$3.28 \$0.62 \$2.25 \$1.17 \$2.01 \$2.06 \$0.19	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74 \$3.54 \$0.53 \$2.29 \$1.10 \$2.02 \$2.08 \$0.28	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE +36% -7% +17% -2% +6% -0.3% -1% -31%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T6 T7 T8	\$0 \$2				■ AUGUST 2019 ■ AUGUST 2018 \$10 \$12
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2 T3 T4 T5 T6 T7	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01 \$3.28 \$0.62 \$2.25 \$1.17 \$2.01 \$2.06	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74 \$3.54 \$0.53 \$2.29 \$1.10 \$2.02 \$2.08	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE +36% -7% +17% -2% +6% -0.3% -1%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT T4 T5 T6 T7 T8	\$0 \$2	\$4	\$6	\$8	■ AUGUST 2019 ■ AUGUST 2018 \$10 \$12 ■ AUGUST 2019 ■ AUGUST 2018
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2 T3 T4 T5 T6 T7 T8	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01 \$3.28 \$0.62 \$2.25 \$1.17 \$2.01 \$2.06 \$0.19	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74 \$3.54 \$0.53 \$2.29 \$1.10 \$2.02 \$2.08 \$0.28	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE +36% -7% +17% -2% +6% -0.3% -1% -31%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT T4 T5 T6 T7 T8	\$0 \$2				■ AUGUST 2019 ■ AUGUST 2018 \$10 \$12 ■ AUGUST 2019 ■ AUGUST 2018
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2 T3 T4 T5 T6 T7 T8 T8 T1 T1 T2 T3 T4 T5 T6 T7 T8 TBIT TT T	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01 \$3.28 \$0.62 \$2.25 \$1.17 \$2.01 \$2.06 \$0.19 \$6.41 \$2.65	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74 \$3.54 \$0.53 \$2.29 \$1.10 \$2.02 \$2.08 \$0.28 \$6.93 \$2.72	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE +36% -7% +17% -2% +6% -0.3% -1% -31% -7% -3%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT T4 T5 T6 T7 T8	\$0 \$2	\$4	\$6	\$8	■ AUGUST 2019 ■ AUGUST 2018 \$10 \$12 ■ AUGUST 2019 ■ AUGUST 2018
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2 T3 T4 T5 T6 T7 T8 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01 \$3.28 \$0.62 \$2.25 \$1.17 \$2.01 \$2.06 \$0.19 \$6.41	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74 \$3.54 \$0.53 \$2.29 \$1.10 \$2.02 \$2.08 \$0.28 \$6.93	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE +36% -7% +17% -2% +6% -0.3% -1% -31% -7%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT T4 T5 T6 T7 T8	\$0 \$2	\$4	\$6	\$8	■ AUGUST 2019 ■ AUGUST 2018 \$10 \$12 ■ AUGUST 2019 ■ AUGUST 2018
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2 T3 T4 T5 T6 T7 T8 T8 T1 T1 T2 T3 T4 T5 T6 T7 T8 TBIT TT T	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01 \$3.28 \$0.62 \$2.25 \$1.17 \$2.01 \$2.06 \$0.19 \$6.41 \$2.65	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74 \$3.54 \$0.53 \$2.29 \$1.10 \$2.02 \$2.08 \$0.28 \$6.93 \$2.72	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE +36% -7% +17% -2% +6% -0.3% -1% -31% -7% -3%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT T4 T5 T6 T7 T8	\$0 \$2	\$4	\$6	\$8	AUGUST 2019 AUGUST 2018 \$10 \$12 AUGUST 2019 AUGUST 2018 \$8
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2 T3 T4 T5 T6 T7 T8 TBIT TCM TERM. TOTAL RAC	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01 \$3.28 \$0.62 \$2.25 \$1.17 \$2.01 \$2.06 \$0.19 \$6.41 \$2.65	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74 \$3.54 \$0.53 \$2.29 \$1.10 \$2.02 \$2.08 \$0.28 \$6.93 \$2.72 AUGUST 2018	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE +36% -7% +17% -2% +6% -0.3% -1% -31% -7% -3% CHANGE	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT T4 T5 T6 T7 T8	\$0 \$2	\$4	\$6	\$8	■ AUGUST 2019 ■ AUGUST 2018 \$10 \$12 ■ AUGUST 2019 ■ AUGUST 2018
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT TOTAL RAC	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01 \$3.28 \$0.62 \$2.25 \$1.17 \$2.01 \$2.06 \$0.19 \$6.41 \$2.65	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74 \$3.54 \$0.53 \$2.29 \$1.10 \$2.02 \$2.08 \$0.28 \$6.93 \$2.72	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE +36% -7% +17% -2% +6% -0.3% -1% -31% -7% -3%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT T4 T5 T6 T7 T8	\$0 \$2	\$4	\$6	\$8	AUGUST 2019 AUGUST 2018 \$10 \$12 AUGUST 2019 AUGUST 2018 \$8
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2 T3 T4 T5 T6 T7 T8 TBIT TCM TERM. TOTAL RAC	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01 \$3.28 \$0.62 \$2.25 \$1.17 \$2.01 \$2.06 \$0.19 \$6.41 \$2.65	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74 \$3.54 \$0.53 \$2.29 \$1.10 \$2.02 \$2.08 \$0.28 \$6.93 \$2.72 AUGUST 2018	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE +36% -7% +17% -2% +6% -0.3% -1% -31% -7% -3% CHANGE	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT T4 T5 T6 T7 T8	\$0 \$2	\$4	\$6	\$8	■ AUGUST 2019 ■ AUGUST 2018 \$10 \$12 ■ AUGUST 2019 ■ AUGUST 2018
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2 T3 T4 T5 T6 T7 T8 TBIT TCTAL RAC LAX	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01 \$3.28 \$0.62 \$2.25 \$1.17 \$2.01 \$2.06 \$0.19 \$6.41 \$2.65 AUGUST 2019	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74 \$3.54 \$0.53 \$2.29 \$1.10 \$2.02 \$2.08 \$0.28 \$6.93 \$2.72 AUGUST 2018	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE +36% -7% +17% -2% +6% -0.3% -1% -31% -7% -3% CHANGE -3%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT T4 T5 T6 T7 T8	\$0 \$2	\$4	\$6	\$8	■ AUGUST 2019 ■ AUGUST 2018 \$10 \$12 ■ AUGUST 2019 ■ AUGUST 2018
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2 T3 T4 T5 T6 T7 T8 TBIT TCM TERM. TOTAL RAC	\$7.01 \$9.09 \$9.11 AUGUST 2019 \$4.39 \$3.81 \$2.80 \$4.32 \$10.09 \$5.89 \$4.86 \$3.25 \$4.68 \$2.79 \$4.07 \$5.18 AUGUST 2019 \$1.01 \$3.28 \$0.62 \$2.25 \$1.17 \$2.01 \$2.06 \$0.19 \$6.41 \$2.65	\$8.23 \$6.37 \$8.90 \$8.44 AUGUST 2018 \$3.82 \$4.32 \$2.55 \$4.24 \$10.95 \$6.11 \$4.98 \$3.44 \$4.46 \$2.21 \$4.02 \$5.30 AUGUST 2018 \$0.74 \$3.54 \$0.53 \$2.29 \$1.10 \$2.02 \$2.08 \$0.28 \$6.93 \$2.72 AUGUST 2018	+4% +10% +2% +8% CHANGE +15% -12% +10% +2% -8% -4% -2% -5% +5% +26% +1% -2% CHANGE +36% -7% +17% -2% +6% -0.3% -1% -31% -7% -3% CHANGE	T1 T2 T3 T6 TBIT T4 T5 T7 T8 T1 T2 T3 T4 T5 T6 T7 T8 TBIT	\$0 \$2	\$4	\$6	\$8	■ AUGUST 2019 ■ AUGUST 2018 \$10 \$12 ■ AUGUST 2019 ■ AUGUST 2018

¹ Duty Free sales per enplanement (SPE) is based on international enplaned passengers (PAX), while all the others are based on all enplaned PAX.

² With the one exception being Duty Free SPE in T5 in which the all enplaned PAX numbers are used as the denominator instead of the international enplaned PAX numbers.