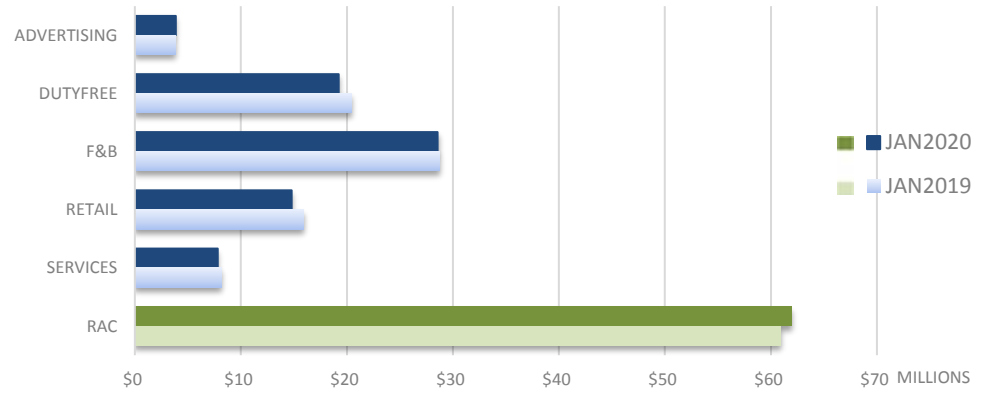


CONCESSION	JANUARY 2020	JANUARY 2019	CHANGE
ADVERTISING	\$3,851,041	\$3,811,143	+1.0%
DUTYFREE	\$19,237,047	\$20,460,694	-6.0%
F&B	\$28,558,677	\$28,720,504	-0.6%
RETAIL	\$14,783,197	\$15,889,683	-7.0%
SERVICES	\$7,807,667	\$8,140,007	-4.1%
<b>IN-TERMINAL CON.</b>	<b>\$74,237,629</b>	<b>\$77,022,031</b>	<b>-3.6%</b>
RAC	\$61,911,603	\$60,946,013	+1.6%
<b>OFF-TERMINAL CON.</b>	<b>\$61,911,603</b>	<b>\$60,946,013</b>	<b>+1.6%</b>
<b>TOTAL CONCESSION</b>	<b>\$136,149,232</b>	<b>\$137,968,044</b>	<b>-1.3%</b>



ADVERTISING	JANUARY 2020	JANUARY 2019	CHANGE
T1	\$260,649	\$219,292	+18.9%
T2	\$320,071	\$264,974	+20.8%
T3	\$411,211	\$360,676	+14.0%
T4	\$493,158	\$568,765	-13.3%
T5	\$242,643	\$201,209	+20.6%
T6	\$233,574	\$165,713	+41.0%
T7	\$333,737	\$476,436	-30.0%
T8	\$100,987	\$91,990	+9.8%
TBIT	\$1,455,011	\$1,462,087	-0.5%
<b>TOTAL</b>	<b>\$3,851,041</b>	<b>\$3,811,143</b>	<b>+1.0%</b>

RAC	JANUARY 2020	JANUARY 2019	CHANGE
LAX	\$61,911,603	\$60,946,013	+1.6%
<b>TOTAL</b>	<b>\$61,911,603</b>	<b>\$60,946,013</b>	<b>+1.6%</b>

**COMMENTS:**

Overall, Concession sales are down 1.3% (\$1.82m). In-Terminal Concession sales are down 3.6% (\$2.78m), compared to the 1.5% enplaned passenger (PAX) decline during the same period.

Advertising sales are up 1% (\$40k).

Duty Free sales are down 6.0% (\$1.22m), while Int'l PAX traffic has declined 0.7% YoY. **T4 & T6:** Increase in sales due positive flight changes. **Other terminals:** The new coronavirus have an adverse impact on pax activity and sales.

F & B sales are down 0.6% (\$162k), which is better than the decrease in PAX of 1.5%. Sales in TCM terminals are down 1.3% (\$225k), while TCM terminals PAX are down 2.8%. Sales in Non-TCM terminals are up 0.6% (\$64k), while the PAX in Non-TCM terminals are up 0.7%.

Retail sales are down 7% (\$1.11m). TCM terminals sales are down 10.6% (\$1.19m) compared to the 2.8% decrease in TCM terminals PAX numbers. Sales in Non-TCM terminals are up 1.9% (\$86k), while PAX numbers in Non-TCM terminals are up 0.7%.

Gross sales from Services are down 4.1% (\$332k). This is primarily because the increase in Alclear (\$+385k) and Smarte Carte (+\$49k) are unable to offset the decline from the others i.e. Lenlyn (-\$640k), New Zoom (-\$64k), and Boingo (-\$48k).

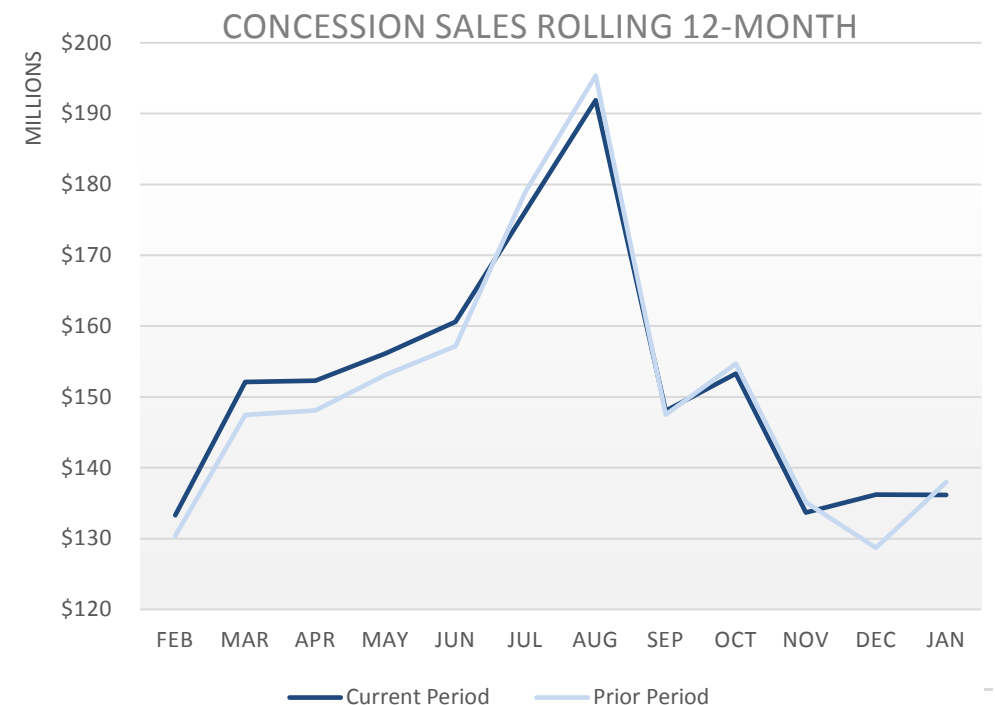
RAC sales are up 1.6% (\$966k). On the per PAX basis, it is up 3.1%.

DUTY FREE	JANUARY 2020	JANUARY 2019	CHANGE
T2	\$473,844	\$673,045	-29.6%
T3	\$0	\$67,424	-100.0%
T4	\$607,340	\$614,806	-1.2%
T5	\$29,735	\$44,839	-33.7%
T6	\$237,447	\$263,851	-10.0%
T7	\$329,640	\$383,663	-14.1%
TBIT	\$17,559,040	\$18,413,066	-4.6%
<b>TOTAL</b>	<b>\$19,237,047</b>	<b>\$20,460,694</b>	<b>-6.0%</b>

F & B	JANUARY 2020	JANUARY 2019	CHANGE
T1	\$3,130,408	\$3,601,405	-13.1%
T2	\$2,696,076	\$2,570,794	+4.9%
T3	\$2,473,207	\$2,484,253	-0.4%
T6	\$3,241,046	\$3,167,678	+2.3%
TBIT	\$5,536,722	\$5,478,673	+1.1%
<b>TCM TERM.</b>	<b>\$17,077,458</b>	<b>\$17,302,803</b>	<b>-1.3%</b>
T4	\$4,031,708	\$3,841,914	+4.9%
T5	\$3,717,115	\$3,803,068	-2.3%
T7	\$2,835,258	\$2,859,325	-0.8%
T8	\$897,138	\$913,394	-1.8%
<b>NON-TCM TERM.</b>	<b>\$11,481,220</b>	<b>\$11,417,701</b>	<b>+0.6%</b>
<b>TOTAL</b>	<b>\$28,558,677</b>	<b>\$28,720,504</b>	<b>-0.6%</b>

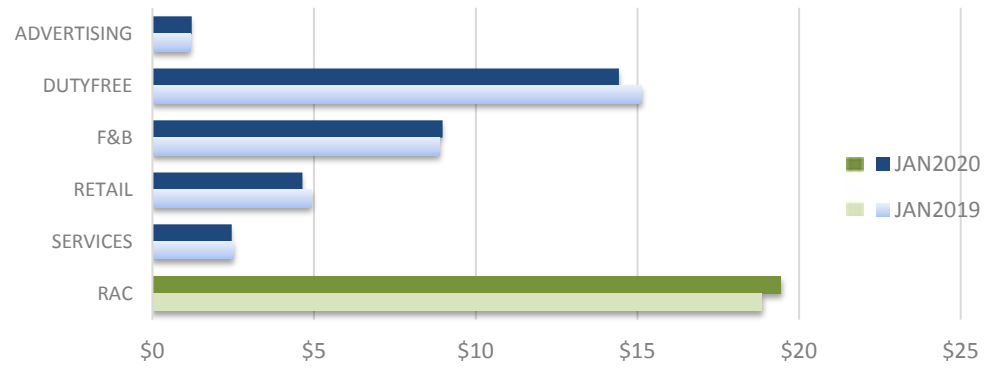
RETAIL	JANUARY 2020	JANUARY 2019	CHANGE
T1	\$1,260,737	\$1,413,980	-10.8%
T2	\$1,303,884	\$1,304,659	-0.1%
T3	\$604,601	\$508,257	+19.0%
T6	\$1,260,579	\$1,270,917	-0.8%
TBIT	\$5,637,867	\$6,762,175	-16.6%
<b>TCM TERM.</b>	<b>\$10,067,667</b>	<b>\$11,259,988</b>	<b>-10.6%</b>
T4	\$1,905,649	\$1,708,322	+11.6%
T5	\$1,133,541	\$1,223,467	-7.4%
T7	\$1,429,011	\$1,456,170	-1.9%
T8	\$247,328	\$241,737	+2.3%
<b>NON-TCM TERM.</b>	<b>\$4,715,530</b>	<b>\$4,629,695</b>	<b>+1.9%</b>
<b>TOTAL</b>	<b>\$14,783,197</b>	<b>\$15,889,683</b>	<b>-7.0%</b>


SERVICES	JANUARY 2020	JANUARY 2019	CHANGE
T1	\$545,143	\$441,950	+23.3%
T2	\$978,632	\$960,786	+1.9%
T3	\$344,547	\$287,290	+19.9%
T4	\$963,709	\$936,994	+2.9%
T5	\$334,971	\$364,771	-8.2%
T6	\$534,197	\$541,965	-1.4%
T7	\$479,020	\$562,322	-14.8%
T8	\$23,589	\$35,983	-34.4%
TBIT	\$3,603,859	\$4,007,946	-10.1%
<b>TOTAL</b>	<b>\$7,807,667</b>	<b>\$8,140,007</b>	<b>-4.1%</b>

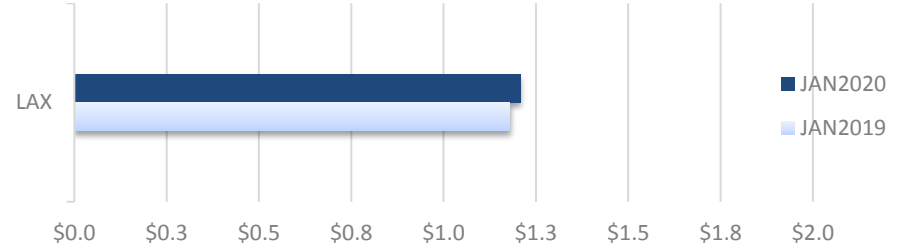



## CONCESSION GROSS SALES PER ENPLANEMENT JANUARY 2020

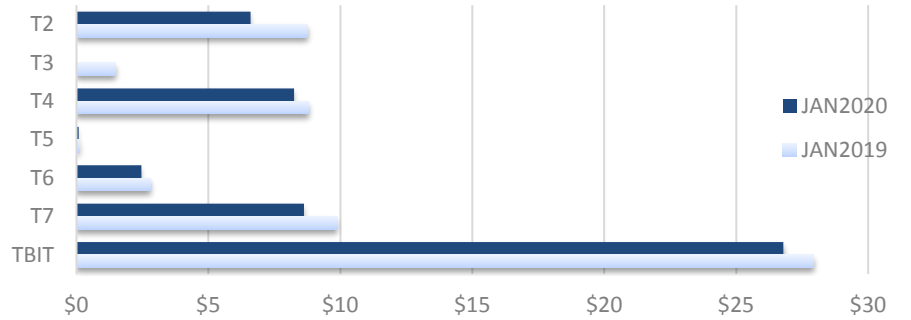
CONCESSION	JANUARY 2020	JANUARY 2019	CHANGE
ADVERTISING	\$1.21	\$1.18	+2.5%
DUTYFREE <sup>1</sup>	\$14.43	\$15.13	-4.6%
F&B	\$8.97	\$8.89	+0.9%
RETAIL	\$4.64	\$4.92	-5.6%
SERVICES	\$2.45	\$2.52	-2.7%
<b>IN-TERMINAL CON.</b>	<b>\$23.32</b>	<b>\$23.84</b>	<b>-2.2%</b>
RAC	\$19.45	\$18.86	+3.1%
<b>OFF-TERMINAL CON.</b>	<b>\$19.45</b>	<b>\$18.86</b>	<b>+3.1%</b>
<b>TOTAL CONCESSION</b>	<b>\$42.77</b>	<b>\$42.70</b>	<b>+0.1%</b>



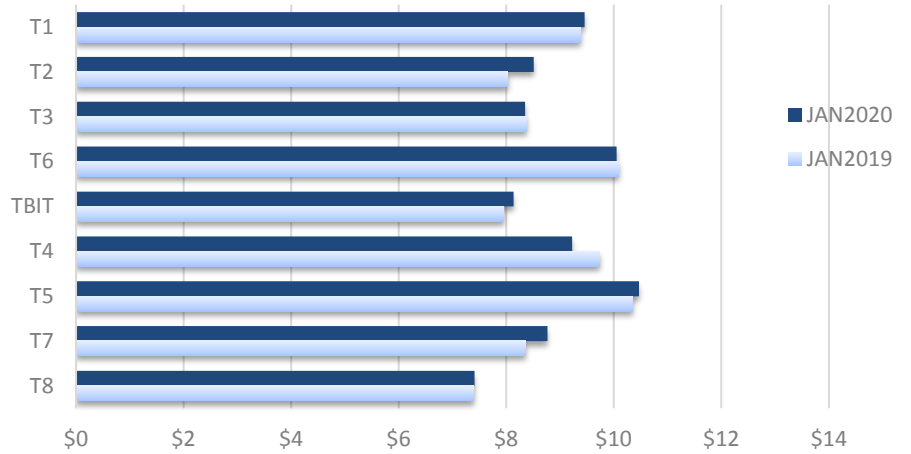
ADVERTISING	JANUARY 2020	JANUARY 2019	CHANGE
LAX 	\$1.21	\$1.18	+2.5%
<b>TOTAL</b>	<b>\$1.21</b>	<b>\$1.18</b>	<b>+2.5%</b>



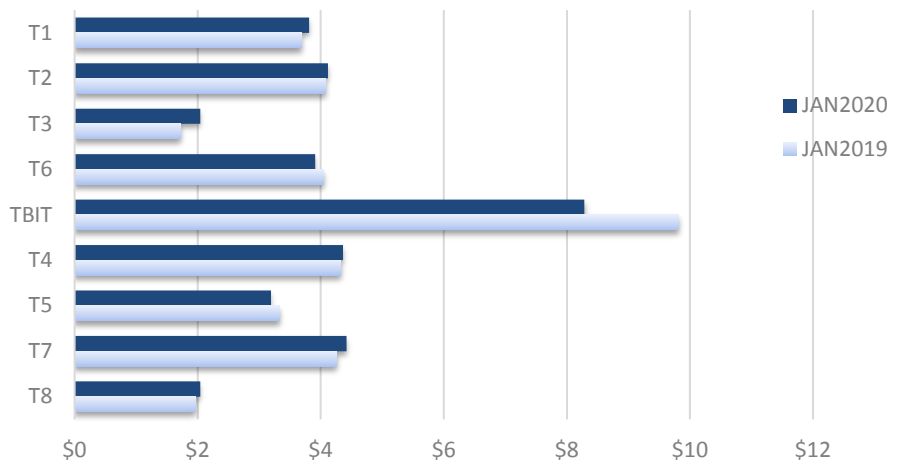
DUTY FREE <sup>1</sup>	JANUARY 2020	JANUARY 2019	CHANGE
T2	\$6.59	\$8.75	-24.6%
T3	\$0.00	\$1.47	-100.0%
T4 	\$8.25	\$8.80	-6.3%
T5	\$0.08 <sup>2</sup>	\$0.12 <sup>2</sup>	-31.4%
T6	\$2.46	\$2.81	-12.4%
T7	\$8.62	\$9.87	-12.7%
TBIT	\$26.79	\$27.92	-4.1%
<b>TOTAL</b>	<b>\$14.43</b>	<b>\$15.13</b>	<b>-4.6%</b>



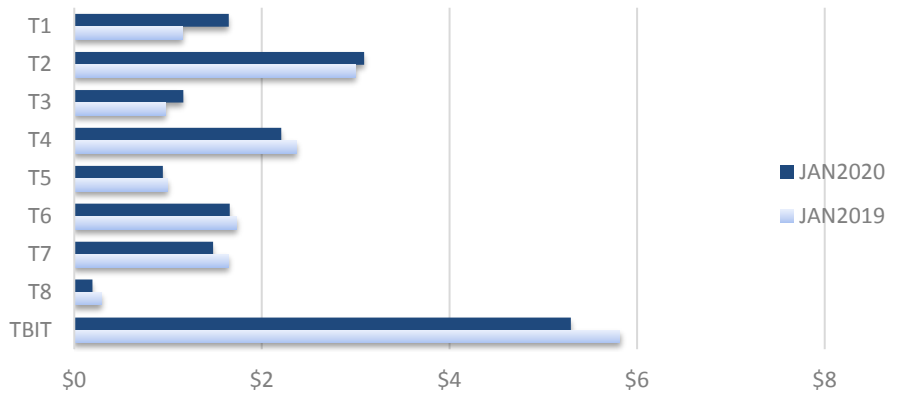
F & B	JANUARY 2020	JANUARY 2019	CHANGE
T1	\$9.46	\$9.39	+0.8%
T2	\$8.51	\$8.03	+6.0%
T3	\$8.35	\$8.38	-0.4%
T6	\$10.05	\$10.09	-0.4%
TBIT 	\$8.13	\$7.95	+2.3%
<b>TCM TERM.</b>	<b>\$8.77</b>	<b>\$8.64</b>	<b>+1.5%</b>
T4	\$9.23	\$9.73	-5.2%
T5	\$10.47	\$10.35	+1.1%
T7	\$8.76	\$8.36	+4.8%
T8	\$7.41	\$7.40	+0.2%
<b>NON-TCM TERM.</b>	<b>\$9.28</b>	<b>\$9.30</b>	<b>-0.2%</b>
<b>TOTAL</b>	<b>\$8.97</b>	<b>\$8.89</b>	<b>+0.9%</b>




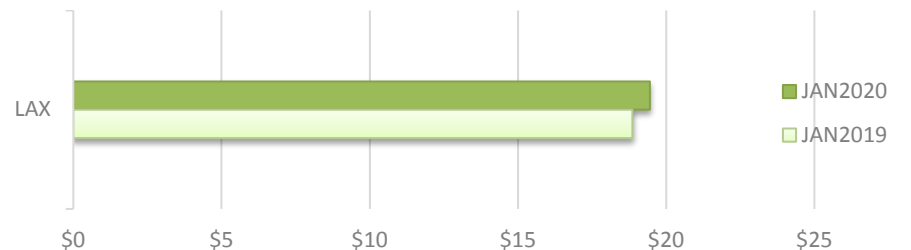
RETAIL	JANUARY 2020	JANUARY 2019	CHANGE
T1	\$3.81	\$3.68	+3.4%
T2	\$4.12	\$4.07	+1.0%
T3	\$2.04	\$1.71	+19.1%
T6 	\$3.91	\$4.05	-3.5%
TBIT	\$8.28	\$9.82	-15.6%
<b>TCM TERM.</b>	<b>\$5.17</b>	<b>\$5.62</b>	<b>-8.0%</b>
T4	\$4.36	\$4.33	+0.8%
T5	\$3.19	\$3.33	-4.2%
T7	\$4.42	\$4.26	+3.8%
T8	\$2.04	\$1.96	+4.3%
<b>NON-TCM TERM.</b>	<b>\$3.81</b>	<b>\$3.77</b>	<b>+1.1%</b>
<b>TOTAL</b>	<b>\$4.64</b>	<b>\$4.92</b>	<b>-5.6%</b>



SERVICES	JANUARY 2020	JANUARY 2019	CHANGE
T1	\$1.65	\$1.15	+43.0%
T2	\$3.09	\$3.00	+3.0%
T3	\$1.16	\$0.97	+20.0%
T4 	\$2.21	\$2.37	-7.0%
T5	\$0.94	\$0.99	-5.0%
T6	\$1.66	\$1.73	-4.1%
T7	\$1.48	\$1.64	-9.9%
T8	\$0.19	\$0.29	-33.2%
TBIT	\$5.29	\$5.82	-9.0%
<b>TOTAL</b>	<b>\$2.45</b>	<b>\$2.52</b>	<b>-2.7%</b>



RAC	JANUARY 2020	JANUARY 2019	CHANGE
LAX 	\$19.45	\$18.86	+3.1%
<b>TOTAL</b>	<b>\$19.45</b>	<b>\$18.86</b>	<b>+3.1%</b>



<sup>1</sup> Duty Free sales per enplanement (SPE) is based on international enplaned passengers (PAX), while all the others are based on all enplaned PAX.  
<sup>2</sup> 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.