

## CONCESSION GROSS SALES APRIL 2019

TM			
CONCESSION	<b>APRIL 2019</b>	APRIL 2018	CHANGE
ADVERTISING	\$3,869,544	\$3,283,280	+18%
DUTYFREE	\$17,645,956	\$18,612,714	-5%
F&B	\$31,522,551	\$29,418,749	+7%
RETAIL	\$17,531,998	\$17,001,848	+3%
SERVICES	\$10,701,436	\$9,888,953	+8%
IN-TERMINAL CON.	\$81,271,484	\$78,205,544	+4%
RAC	\$71,043,904	\$69,889,739	+2%
OFF-TERMINAL CON.	\$71,043,904	\$69,889,739	+2%
TOTAL CONCESSION	\$152,315,388	\$148,095,283	+3%

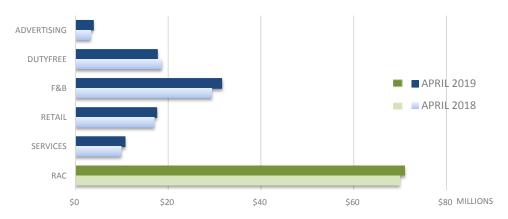
ADVERTISING	APRIL 2019	APRIL 2018	CHANGE
T1	\$267,567	\$246,422	+9%
T2	\$279,459	\$204,585	+37%
T3	\$340,835	\$338,800	+1%
T4	\$356,717	\$401,423	-11%
T5	\$271,141	\$285,200	-5%
T6	\$182,953	\$128,797	+42%
T7	\$342,775	\$262,328	+31%
Т8	\$116,483	\$89,733	+30%
TBIT	\$1,711,615	\$1,325,989	+29%
TOTAL	\$3,869,544	\$3,283,280	+18%

DUTY FREE	APRIL 2019	APRIL 2018	CHANGE
T2	\$628,349	\$892,153	-30%
T3	\$66,983	\$75,954	-12%
T4 DUTY	\$618,831	\$467,076	+32%
T5 FREE	\$47,964	\$55,273	-13%
T6	\$257,424	\$266,494	-3%
T7	\$392,000	\$343,171	+14%
TBIT	\$15,634,405	\$16,512,593	-5%
TOTAL	\$17,645,956	\$18,612,714	-5%

F & B	<b>APRIL 2019</b>	<b>APRIL 2018</b>	CHANGE
T1	\$3,908,081	\$3,307,467	+18%
T2	\$2,876,689	\$2,713,259	+6%
T3	\$2,818,420	\$2,837,377	-1%
T6	\$3,532,537	\$3,464,601	+2%
TBIT	\$5,905,022	\$5,228,142	+13%
TCM TERM.	\$19,040,749	\$17,550,846	+8%
T4	\$4,277,714	\$4,045,239	+6%
T5	\$3,868,150	\$3,890,192	-1%
T7	\$3,223,832	\$2,937,420	+10%
T8	\$1,112,108	\$995,051	+12%
NON-TCM TERM.	\$12,481,803	\$11,867,903	+5%
TOTAL	\$31,522,551	\$29,418,749	+7%

RETAIL	<b>APRIL 2019</b>	<b>APRIL 2018</b>	CHANGE
T1	\$1,603,987	\$1,353,759	+18%
T2	\$1,595,963	\$1,515,560	+5%
T3	\$685,448	\$953,776	-28%
T6	\$1,403,923	\$1,449,149	-3%
TBIT	\$6,747,251	\$6,772,939	-0.4%
TCM TERM.	\$12,036,573	\$12,045,183	-0.1%
T4	\$2,113,985	\$1,903,652	+11%
T5	\$1,315,984	\$1,312,432	+0%
T7	\$1,733,467	\$1,365,234	+27%
T8	\$331,989	\$375,347	-12%
NON-TCM TERM.	\$5,495,424	\$4,956,665	+11%
TOTAL	\$17,531,998	\$17,001,848	+3%

SERVICES	APRIL 2019	APRIL 2018	CHANGE
T1	\$472,407	\$326,722	+45%
T2	\$1,115,757	\$1,114,766	+0.1%
T3	\$187,750	\$150,743	+25%
T4	\$1,116,306	\$1,015,217	+10%
T5	\$360,905	\$306,717	+18%
T6	\$576,647	\$584,706	-1%
T7	\$616,014	\$661,154	-7%
T8	\$8,214	\$36,120	-77%
TBIT	\$6,247,436	\$5,692,809	+10%
TOTAL	\$10,701,436	\$9,888,953	+8%



RAC		APRIL 2019	APRIL 2018	CHANGE
LAX	000	\$71,043,904	\$69,889,739	+2%
TOTA	<b>L</b>	\$71,043,904	\$69,889,739	+2%

## **COMMENTS:**

Overall, Concession sales are up 3% (\$4.22m). In-Terminal Concession sales are up 4% (\$3.07m), which is more than the 1% enplaned passenger (PAX) growth during the same period.

Advertising sales are up 18% (\$586k).

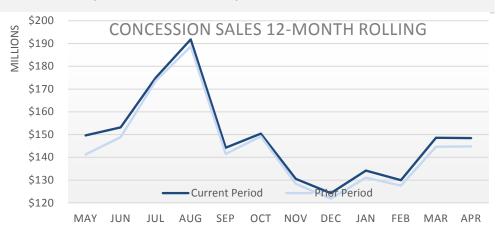
Duty Free sales are down 5% (-\$967k), while the int PAX number is up 1% YoY. • T2 continues to see the largest decline among all the terminals (-30% or -\$264k) due to the loss of key PRC flight UL89, leading to 70% decline in PRC sales compared to last year. • T3 sales decrease 12% YoY (-\$9k) as the tailwind from Canadian pax is no longer there. The retail environment is undesirable with all the other surrounding shops being closed due to renovations. • T4 sales increase 32% (\$152k) due to positive flight schedule changes leading to 73% YoY increase in PRC sales. • T5 sales drop \$7k (-13%) due to less local pax going through the terminals. • T6 sales drop slightly (-\$9k, -3%) due to less local pax going through the terminals. • T7 experience strong PRC sales growth from Beauty. • TBIT sales drop 5% (\$878k) with a softer spending pattern from customers comparing with last year. The pre May Golden week passengers expereinced in 2018 does not materialize in the current year. PRC business is steady with a soft growth of 1%, but a drop in sales from Europeans (-14%), and Locals (-9%), leading to overall soft trend of April. Fashion again continues to trend down with the decline in sales of 25% attibuted to renovation.

F & B sales are up 7% (\$2.1m), which is more than the change in PAX of 1%. Sales in TCM terminals are up 8% (\$1.49m), while TCM terminals PAX are up (+1.8%). The sizable increase in T1 is due to the opening of Food court. Sales in Non-TCM terminals are up 5% (\$614k), while the PAX in Non-TCM terminals go up 1%. The sizable increase in T7 is due to the opening of Ashland Hill.

Retail sales are up 3% (\$530k). TCM terminals sales are slightly down 0.1% (\$9k) compared to the 2% increase in TCM terminals PAX numbers. The increase in T1 is due to opening of additional stores (i.e. Kiehl's, LA Original, and Mac Cosmetics). The decline in T3 is due to closure of Hudson News. Sales in Non-TCM terminals grew 11% (\$539k), while PAX numbers in Non-TCM terminals are up 1%. The majority of this growth comes from the opening of Pier No. 7 Market in T7.

Gross sales from Services are up 8% (\$812k). This increase is due to Alclear (+\$454k), and Lenlyn (+\$404k).

RAC sales are up 2% (\$1.15m). On the per PAX basis, it is flat (+0.3%).





## CONCESSION GROSS SALES PER ENPLANEMENT APRIL 2019

Last Update: 06/12/19 Finance and Budget Division

ТМ								
CONCESSION	<b>APRIL 2019</b>	APRIL 2018	CHANGE					
ADVERTISING	\$1.11	\$0.95	+16%	ADVERTISING				
DUTYFREE <sup>1</sup>	\$12.79	\$13.41	-5%	DUTYFREE				
F&B			+6%	501111122				
	\$9.05	\$8.56		F&B	_	_		
RETAIL	\$5.03	\$4.95	+2%	RETAIL				■ APRIL 2019
SERVICES	\$3.07	\$2.88	+7%	RETAIL				APRIL 2018
IN-TERMINAL CON.	\$23.33	\$22.75	+3%	SERVICES				
RAC	\$20.39	\$20.33	+0.3%					
OFF-TERMINAL CON.	\$20.39	\$20.33	+0.3%	RAC				
	•			\$0	\$5	\$10	\$15	\$20 \$25
TOTAL CONCESSION	\$43.72	\$43.07	+2%		,	910	Ų-13	720 Y23
ADVERTISING	APRIL 2019	APRIL 2018	CHANGE					
		7.11.71112 2020						
2277				LAX				■ APRIL 2019
LAX	\$1.11	\$0.95	+16%	LAX				■ APRIL 2018
								7 11 111 20 20
TOTAL	\$1.11	\$0.95	+16%	\$0	0.0 \$0.3	\$0.5 \$0.	8 \$1.0	\$1.3 \$1.5
1				ŞU	).U ŞU.S	Ş0.5 Ş0.	0 \$1.0	\$1.5 \$1.5
DUTY FREE <sup>1</sup>	APRIL 2019	APRIL 2018	CHANGE	Т2		_		
T2	\$7.70	\$8.51	-10%	T2	_			
T3	\$1.22	\$2.85	-57%	T3				
T4	\$8.87	\$7.33	+21%	T4		_		■ APRIL 2019
T5 DUTY	\$0.13 <sup>2</sup>	\$0.14 <sup>2</sup>	-10%	T5				APRIL 2018
FREE				T6				7111112 2010
T6	\$2.58	\$2.67	-3%	Т7				
T7	\$10.82	\$7.77	+39%					
TBIT	\$23.54	\$24.99	-6%	TBIT				
TOTAL	\$12.79	\$13.41	-5%	\$	\$0 \$5	\$10	\$15 \$20	\$25 \$30
F & B	APRIL 2019	APRIL 2018	CHANGE					
T1	\$9.34	\$8.23	+13%	T1				
T2	\$7.75	\$8.47	-8%	T2				
Т3	\$8.12	\$7.77	+4%	T3				■ APRIL 2019
T6	\$10.30	\$9.53	+8%					
				T6			_	■ APRIL 2018
TBIT	\$8.64	\$7.77	+11%	TBIT				
TCM TERM.	\$8.80	\$8.26	+7%	Т4				
T4	\$10.10	\$10.18	-1%					
T5	\$10.37	\$10.03	+3%	T5			_	
T7	\$8.73	\$7.87	+11%	T7				
	\$8.73 \$7.17	\$7.87 \$6.38	+11% +12%				_	
Т8	\$7.17	\$6.38	+12%	T7 T8				
T8 NON-TCM TERM.	\$7.17 <b>\$9.45</b>	\$6.38 <b>\$9.03</b>	+12% <b>+5%</b>	Т8	50 \$2	\$4 \$6	\$8 \$10	\$12 \$14
Т8	\$7.17	\$6.38	+12%	Т8	50 \$2	\$4 \$6	\$8 \$10	\$12 \$14
T8 NON-TCM TERM. TOTAL	\$7.17 <b>\$9.45</b> <b>\$9.05</b>	\$6.38 <b>\$9.03</b> <b>\$8.56</b>	+12% +5% +6%	Т8	60 \$2	\$4 \$6	\$8 \$10	\$12 \$14
T8 NON-TCM TERM. TOTAL RETAIL	\$7.17 \$9.45 \$9.05 APRIL 2019	\$6.38 \$9.03 \$8.56 APRIL 2018	+12% +5% +6% CHANGE	Т8	50 \$2	\$4 \$6	\$8 \$10	\$12 \$14
T8 NON-TCM TERM. TOTAL  RETAIL T1	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37	+12% +5% +6% CHANGE +14%	T8 \$ T1	50 \$2	\$4 \$6	\$8 \$10	\$12 \$14
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73	+12% +5% +6% CHANGE +14% -9%	T8 \$ T1 T2	50 \$2	\$4 \$6	\$8 \$10	
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61	+12% +5% +6% CHANGE +14% -9% -24%	T8 \$ T1	50 \$2	\$4 \$6	\$8 \$10	■ APRIL 2019
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73	+12% +5% +6% CHANGE +14% -9%	T8 \$ T1 T2 T3	50 \$2	\$4 \$6	\$8 \$10	
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61	+12% +5% +6% CHANGE +14% -9% -24%	T8 \$ T1 T2 T3 T6	50 \$2	\$4 \$6	\$8 \$10	■ APRIL 2019
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99	+12% +5% +6% CHANGE +14% -9% -24% +3%	T8 \$ T1 T2 T3 T6 TBIT	50 \$2	\$4 \$6	\$8 \$10	■ APRIL 2019
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM.	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67	+12% +5% +6% CHANGE +14% -9% -24% +3% -2%	T8 \$ T1 T2 T3 T6	60 \$2	\$4 \$6	\$8 \$10	■ APRIL 2019
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79	+12% +5% +6% CHANGE +14% -9% -24% +3% -2% -2% +4%	T8 \$ T1 T2 T3 T6 TBIT T4	50 \$2	\$4 \$6	\$8 \$10	■ APRIL 2019
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39	+12% +5% +6% CHANGE +14% -9% -24% +3% -2% -2% +4% +4%	T8 \$  T1 T2 T3 T6 TBIT T4 T5	50 \$2	\$4 \$6	\$8 \$10	■ APRIL 2019
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66	+12% +5% +6% CHANGE +14% -9% -24% +3% -2% -2% +4% +4% +28%	T8 \$ T1 T2 T3 T6 TBIT T4 T5	50 \$2	\$4 \$6	\$8 \$10	■ APRIL 2019
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41	+12% +5% +6% CHANGE +14% -9% -24% +3% -2% -2% +4% +4% +28% -11%	T8 \$  T1 T2 T3 T6 TBIT T4 T5	50 \$2	\$4 \$6	\$8 \$10	■ APRIL 2019
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM.	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.39 \$3.66 \$2.41 \$3.77	+12% +5% +6% CHANGE +14% -9% -24% +3% -2% -2% +4% +4% +10%	T8 \$  \$  T1  T2  T3  T6  TBIT  T4  T5  T7  T8				■ APRIL 2019 ■ APRIL 2018
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41	+12% +5% +6% CHANGE +14% -9% -24% +3% -2% -2% +4% +4% +28% -11%	T8 \$  \$  T1  T2  T3  T6  TBIT  T4  T5  T7  T8	50 \$2 50 \$2	\$4 \$6		■ APRIL 2019
T8 NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95	+12% +5% +6% CHANGE +14% -9% -24% +3% -2% -2% +4% +4% +10% +10% +2%	T8 \$  \$  T1  T2  T3  T6  TBIT  T4  T5  T7  T8				■ APRIL 2019 ■ APRIL 2018
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% -4% +4% +10% +10% +2%  CHANGE	T8 \$  T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$				■ APRIL 2019 ■ APRIL 2018
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019 \$1.13	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95 APRIL 2018 \$0.81	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% +4% +4% +10% +28% -11% +10% +2%  CHANGE +39%	T8 \$  T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$  T1				■ APRIL 2019 ■ APRIL 2018
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% -4% +4% +10% +10% +2%  CHANGE	T8 \$  T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$  T1 T2				■ APRIL 2019 ■ APRIL 2018
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019 \$1.13	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95 APRIL 2018 \$0.81	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% +4% +4% +10% +28% -11% +10% +2%  CHANGE +39%	T8 \$  T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$  T1 T2 T3				■ APRIL 2019 ■ APRIL 2018
NON-TCM TERM. TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL  SERVICES T1 T2 T3	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019 \$1.13 \$3.01 \$0.54	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95 APRIL 2018 \$0.81 \$3.48 \$0.41	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% +4% +4% +10% +10% +2%  CHANGE +39% -14% +31%	T8 \$  \$  T1				■ APRIL 2019 ■ APRIL 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	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019 \$1.13 \$3.01 \$0.54 \$2.64	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95 APRIL 2018 \$0.81 \$3.48 \$0.41 \$2.56	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% +4% +4% +10% +28% -11% +10% +2%  CHANGE +39% -14% +31% +3%	T8 \$  \$  T1				■ APRIL 2019 ■ APRIL 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	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019 \$1.13 \$3.01 \$0.54 \$2.64 \$0.97	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95 APRIL 2018 \$0.81 \$3.48 \$0.41 \$2.56 \$0.79	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% -4% +4% +48% +11% +10% +28%  CHANGE +39% -14% +31% +31% +3% +22%	T8 \$  \$  T1				■ APRIL 2019 ■ APRIL 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 T7 T8	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019 \$1.13 \$3.01 \$0.54 \$2.64 \$0.97 \$1.68	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95 APRIL 2018 \$0.81 \$3.48 \$0.41 \$2.56 \$0.79 \$1.61	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% +4% +4% +10% +28% -11% +10% +2%  CHANGE +39% -14% +31% +3% +22% +5%	T8 \$  \$  T1				■ APRIL 2019 ■ APRIL 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	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019 \$1.13 \$3.01 \$0.54 \$2.64 \$0.97 \$1.68 \$1.67	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95 APRIL 2018 \$0.81 \$3.48 \$0.41 \$2.56 \$0.79 \$1.61 \$1.77	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% -4% +4% +48 +10% +28% -11% +10% +2%  CHANGE +39% -14% +31% +3% +22% +5% -6%	T8 \$  T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$  T1 T2 T3 T4 T5 T6 T6 T6				■ APRIL 2019 ■ APRIL 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	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019 \$1.13 \$3.01 \$0.54 \$2.64 \$0.97 \$1.68 \$1.67 \$0.05	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95 APRIL 2018 \$0.81 \$3.48 \$0.41 \$2.56 \$0.79 \$1.61 \$1.77 \$0.23	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% +4% +4% +10% +12%  CHANGE +39% -14% +31% +31% +3% +5% -6% -77%	T8 \$  \$  T1				■ APRIL 2019 ■ APRIL 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	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019 \$1.13 \$3.01 \$0.54 \$2.64 \$0.97 \$1.68 \$1.67	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95 APRIL 2018 \$0.81 \$3.48 \$0.41 \$2.56 \$0.79 \$1.61 \$1.77	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% -4% +4% +48 +10% +28% -11% +10% +2%  CHANGE +39% -14% +31% +3% +22% +5% -6%	T8 \$  \$  T1	50 \$2	\$4 \$6	5 \$8	APRIL 2019 APRIL 2018  \$10 \$12  APRIL 2019 APRIL 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	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019 \$1.13 \$3.01 \$0.54 \$2.64 \$0.97 \$1.68 \$1.67 \$0.05	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95 APRIL 2018 \$0.81 \$3.48 \$0.41 \$2.56 \$0.79 \$1.61 \$1.77 \$0.23	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% +4% +4% +10% +12%  CHANGE +39% -14% +31% +31% +3% +5% -6% -77%	T8 \$  \$  T1				■ APRIL 2019 ■ APRIL 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 T8 T1 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT TT T	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019 \$1.13 \$3.01 \$0.54 \$2.64 \$0.97 \$1.68 \$1.67 \$0.05 \$9.15 \$3.07	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95 APRIL 2018 \$0.81 \$3.48 \$0.41 \$2.56 \$0.79 \$1.61 \$1.77 \$0.23 \$8.46 \$2.88	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% +4% +4% +28% -11% +10% +2%  CHANGE +39% -14% +31% +31% +3% +22% +5% -6% -77% +8% +7%	T8 \$  \$  T1	50 \$2	\$4 \$6	5 \$8	APRIL 2019 APRIL 2018  \$10 \$12  APRIL 2019 APRIL 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	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019 \$1.13 \$3.01 \$0.54 \$2.64 \$0.97 \$1.68 \$1.67 \$0.05 \$9.15	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95 APRIL 2018 \$0.81 \$3.48 \$0.41 \$2.56 \$0.79 \$1.61 \$1.77 \$0.23 \$8.46	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% +4% +4% +10% +28% -11% +10% +2%  CHANGE +39% -14% +31% +31% +3% +22% +5% -6% -77% +8%	T8 \$  \$  T1	50 \$2	\$4 \$6	5 \$8	APRIL 2019 APRIL 2018  \$10 \$12  APRIL 2019 APRIL 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 T8 TBIT TT T	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019 \$1.13 \$3.01 \$0.54 \$2.64 \$0.97 \$1.68 \$1.67 \$0.05 \$9.15 \$3.07	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95 APRIL 2018 \$0.81 \$3.48 \$0.41 \$2.56 \$0.79 \$1.61 \$1.77 \$0.23 \$8.46 \$2.88	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% +4% +4% +28% -11% +10% +2%  CHANGE +39% -14% +31% +31% +3% +22% +5% -6% -77% +8% +7%	T8 \$  \$  T1	50 \$2	\$4 \$6	5 \$8	*APRIL 2019 APRIL 2018  \$10 \$12  APRIL 2019 APRIL 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 THIT TCM TTAL  RAC	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019 \$1.13 \$3.01 \$0.54 \$2.64 \$0.97 \$1.68 \$1.67 \$0.05 \$9.15 \$3.07 APRIL 2019	\$6.38 \$9.03 \$8.56  APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95  APRIL 2018 \$0.81 \$3.48 \$0.41 \$2.56 \$0.79 \$1.61 \$1.77 \$0.23 \$8.46 \$2.88  APRIL 2018	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% +4% +4% +10% +12%  CHANGE +39% -14% +31% +32% +5% -6% -77% +8% +7%  CHANGE	T8 \$  \$  T1	50 \$2	\$4 \$6	5 \$8	*APRIL 2019 APRIL 2018  \$10 \$12  APRIL 2019 APRIL 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	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019 \$1.13 \$3.01 \$0.54 \$2.64 \$0.97 \$1.68 \$1.67 \$0.05 \$9.15 \$3.07	\$6.38 \$9.03 \$8.56 APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95 APRIL 2018 \$0.81 \$3.48 \$0.41 \$2.56 \$0.79 \$1.61 \$1.77 \$0.23 \$8.46 \$2.88	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% +4% +4% +28% -11% +10% +2%  CHANGE +39% -14% +31% +31% +3% +22% +5% -6% -77% +8% +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 T8 TBIT	50 \$2	\$4 \$6	5 \$8	*APRIL 2019 APRIL 2018  \$10 \$12  APRIL 2019 APRIL 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 THIT TCM TTAL  RAC	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019 \$1.13 \$3.01 \$0.54 \$2.64 \$0.97 \$1.68 \$1.67 \$0.05 \$9.15 \$3.07 APRIL 2019	\$6.38 \$9.03 \$8.56  APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95  APRIL 2018 \$0.81 \$3.48 \$0.41 \$2.56 \$0.79 \$1.61 \$1.77 \$0.23 \$8.46 \$2.88  APRIL 2018	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% +4% +4% +10% +12%  CHANGE +39% -14% +31% +32% +5% -6% -77% +8% +7%  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 T8 TBIT	50 \$2	\$4 \$6	5 \$8	*APRIL 2019 APRIL 2018  \$10 \$12  APRIL 2019 APRIL 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 THIT TCM TERM. TOTAL  RAC  LAX	\$7.17 \$9.45 \$9.05  APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03  APRIL 2019 \$1.13 \$3.01 \$0.54 \$2.64 \$0.97 \$1.68 \$1.67 \$0.05 \$9.15 \$3.07  APRIL 2019  \$20.39	\$6.38 \$9.03 \$8.56  APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95  APRIL 2018 \$0.81 \$3.48 \$0.41 \$2.56 \$0.79 \$1.61 \$1.77 \$0.23 \$8.46 \$2.88  APRIL 2018  \$20.33	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% +4% +4% +28% -11% +10% +2%  CHANGE +39% -14% +31% +31% +3% +5% -6% -77% +8% +7%  CHANGE +0.3%	T1 T2 T3 T6 TBIT T4 T5 T7 T8  \$  T1 T2 T3 T4 T5 T6 T7 T8 TBIT  \$  LAX	0 \$2	\$4 \$6	\$6	APRIL 2019 APRIL 2018  \$10 \$12  APRIL 2019 APRIL 2018  \$8 \$10  APRIL 2019 APRIL 2019 APRIL 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 THIT TCM TTAL  RAC	\$7.17 \$9.45 \$9.05 APRIL 2019 \$3.83 \$4.30 \$1.97 \$4.09 \$9.88 \$5.57 \$4.99 \$3.53 \$4.69 \$2.14 \$4.16 \$5.03 APRIL 2019 \$1.13 \$3.01 \$0.54 \$2.64 \$0.97 \$1.68 \$1.67 \$0.05 \$9.15 \$3.07 APRIL 2019	\$6.38 \$9.03 \$8.56  APRIL 2018 \$3.37 \$4.73 \$2.61 \$3.99 \$10.06 \$5.67 \$4.79 \$3.39 \$3.66 \$2.41 \$3.77 \$4.95  APRIL 2018 \$0.81 \$3.48 \$0.41 \$2.56 \$0.79 \$1.61 \$1.77 \$0.23 \$8.46 \$2.88  APRIL 2018	+12% +5% +6%  CHANGE +14% -9% -24% +3% -2% +4% +4% +10% +12%  CHANGE +39% -14% +31% +32% +5% -6% -77% +8% +7%  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 T8 TBIT	0 \$2	\$4 \$6	5 \$8	*APRIL 2019 APRIL 2018  \$10 \$12  APRIL 2019 APRIL 2018

<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.