MARCH 2017 CONCESSION SALES

CONCESSION SALES

CONCESSION	MAR 2016 SALES	MAR 2017 SALES	% CHANGE
ADVERTISING	$2,643,745	$3,345,311	27%
DUTYFREE	$14,520,191	$15,200,471	5%
F & B	$25,258,207	$28,475,206	13%
RETAIL	$14,938,215	$15,676,578	5%
SERVICES	$7,704,950	$7,891,334	2%
RAC	$69,859,304	$68,782,724	-2%
TOTAL	**$134,924,611**	**$139,371,624**	**3%**

CONCESSION SALES / ENPLANEMENT

CONCESSION	MAR 2016 SALES/ENP	MAR 2017 SALES/ENP	% CHANGE
ADVERTISING	$0.83	$1.02	22%
DUTYFREE	$4.57	$4.63	1%
F & B	$7.96	$8.67	9%
RETAIL	$4.71	$4.78	1%
SERVICES	$2.43	$2.40	-1%
RAC	$22.01	$20.95	-4.8%
TOTAL	**$42.51**	**$42.45**	**-0.1%**

CONCESSION SALES BY TERMINALS

ADVERTISING	MAR 2016 SALES	MAR 2017 SALES	% CHANGE
T1	$114,215	$137,104	20%
T2	$48,258	$140,686	192%
T3	$230,808	$131,092	-43%
T4	$274,785	$550,697	100%
T5	$239,366	$488,936	104%
T6	$111,027	$232,667	110%
T7	$332,137	$216,234	-35%
T8	$77,889	$96,168	23%
TBIT	$1,215,258	$1,351,728	11%
TOTAL	**$2,643,745**	**$3,345,311**	**27%**

DUTY FREE	MAR 2016 SALES	MAR 2017 SALES	% CHANGE
T2	$1,103,003	$1,185,491	7%
T3	$33,620	$37,653	12%
T4	$253,511	$441,954	74%
T5	$453,353	$378,421	-17%
T6	$116,007	$123,049	6%
T7	$359,377	$405,214	13%
TBIT	$12,201,321	$12,628,689	4%
TOTAL	**$14,520,191**	**$15,200,471**	**5%**

RETAIL	MAR 2016 SALES	MAR 2017 SALES	% CHANGE
T1	$1,097,751	$1,070,471	-2%
T2	$818,025	$964,741	18%
T3	$955,246	$978,323	2%
T4	$1,450,123	$1,507,384	4%
T5	$1,014,304	$1,150,570	13%
T6	$1,201,091	$1,304,034	9%
T7	$973,035	$928,624	-5%
T8	$345,312	$336,950	-2%
TBIT	$5,059,047	$5,224,689	3%
TOTAL	**$12,913,934**	**$13,465,787**	**4%**

F & B	MAR 2016 SALES	MAR 2017 SALES	% CHANGE
T1	$2,925,842	$3,667,763	25%
T2	$1,657,525	$2,002,250	21%
T3	$2,253,827	$2,169,841	-4%
T4	$3,973,912	$4,070,017	2%
T5	$4,387,383	$4,725,158	8%
T6	$2,738,671	$3,572,174	30%
T7	$2,451,724	$2,641,677	8%
T8	$1,202,638	$1,114,491	-7%
TBIT	$3,632,560	$4,511,834	24%
Theme Structure	$34,126	$0	-100%
TOTAL	**$25,258,207**	**$28,475,206**	**13%**

SERVICES	MAR 2016 SALES	MAR 2017 SALES	% CHANGE
T1	$47,566	$71,646	51%
T2	$875,726	$991,551	13%
T3	$115,498	$85,661	-26%
T4	$517,293	$878,571	70%
T5	$900,720	$385,375	-57%
T6	$506,701	$964,922	90%
T7	$710,485	$642,235	-10%
T8	$34,914	$38,679	11%
TBIT	$3,996,048	$3,832,693	-4%
TOTAL	**$7,704,950**	**$7,891,334**	**2%**

RAC	MAR 2016 SALES	MAR 2017 SALES	% CHANGE
LAX	$69,859,304	$68,782,724	-2%
TOTAL	**$69,859,304**	**$68,782,724**	**-2%**

Comments:

Overall, **Concession sales** are up 3% ($4.45M) Year-Over Year. When looking at In-Terminal Concession sales only (excluding RAC), sales are also up 8% ($5.52M) YoY. This growth in sales outpace the enplanement growth rate of 3% during the same period.

Advertising sales are up 27% ($702K) due to iVisions, Bridge Media Brands, and additional inventory post construction.

Duty Free sales are up 5% ($80K) compared to last year. **T2** sales are up due to increase in pax activities from Air Canada. **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** sales are down due to competition in Shanghai and value proposition by PRC customers. **T6** sales are up due to an increase in duty paid assortment. T7 sales are up due to strong cosmetic sales. **TBIT** sales are up due to the launch of DFS Price Match Guarantee to drive value on best sellers at the best prices.

F&B overall sales are up by 13% ($3.22M). Sales in **Non-TCM terminals (4, 5, 7, 8)** increased 4% ($536K). Sales in **TCM terminals (1, 2, 3, 6, TBIT)** are up 20% ($2.68M).

Retail overall sales are up 4% ($552K). In **Non-TCM terminals,** retail sales are up 4% ($141K). **TCM terminals** sales are up 5% (411K).

Sales from **Services** are up 2% ($186K).

RAC overall sales are down 2% ($1.08M).