

# JANUARY 2017 CONCESSION SALES

## CONCESSION SALES

CONCESSION	JAN 2016 SALES	JAN 2017 SALES	% CHANGE
ADVERTISING	\$2,425,912	\$2,906,294	20%
DUTYFREE	\$16,271,946	\$15,802,355	-3%
F & B	\$22,042,499	\$25,863,770	17%
RETAIL	\$13,453,960	\$14,498,751	8%
SERVICES	\$5,635,313	\$6,107,893	8%
RAC	\$64,029,107	\$63,515,931	-1%
<b>TOTAL</b>	<b>\$123,858,735</b>	<b>\$128,694,995</b>	<b>4%</b>

## CONCESSION SALES / ENPLANEMENT

CONCESSION	JAN 2016 SALES/ENP	JAN 2017 SALES/ENP	% CHANGE
ADVERTISING	\$0.83	\$0.95	14%
DUTYFREE	\$5.59	\$5.16	-8%
F & B	\$7.58	\$8.44	11%
RETAIL	\$4.62	\$4.73	2%
SERVICES	\$1.94	\$1.99	3%
RAC	\$22.01	\$20.74	-6%
<b>TOTAL</b>	<b>\$42.57</b>	<b>\$42.02</b>	<b>-1%</b>

## CONCESSION SALES BY TERMINALS

ADVERTISING	JAN 2016 SALES	JAN 2017 SALES	% CHANGE
T1	\$166,640	\$180,785	8%
T2	\$36,020	\$133,757	271%
T3	\$272,216	\$81,406	-70%
T4	\$330,314	\$616,208	87%
T5	\$313,742	\$339,525	8%
T6	\$105,571	\$134,210	27%
T7	\$387,556	\$166,683	-57%
T8	\$85,478	\$72,044	-16%
TBIT	\$728,374	\$1,181,677	62%
<b>TOTAL</b>	<b>\$2,425,912</b>	<b>\$2,906,294</b>	<b>20%</b>

DUTY FREE	JAN 2016 SALES	JAN 2017 SALES	% CHANGE
T2	\$870,259	\$1,047,111	20%
T3	\$25,211	\$37,636	49%
T4	\$309,690	\$410,172	32%
T5	\$574,109	\$438,129	-24%
T6	\$117,953	\$126,398	7%
T7	\$526,789	\$421,802	-20%
TBIT	\$13,847,935	\$13,321,106	-4%
<b>TOTAL</b>	<b>\$16,271,946</b>	<b>\$15,802,355</b>	<b>-3%</b>

F & B	JAN 2016 SALES	JAN 2017 SALES	% CHANGE
T1	\$2,494,903	\$3,188,537	28%
T2	\$1,479,855	\$1,823,903	23%
T3	\$1,973,808	\$2,056,425	4%
T4	\$3,736,359	\$3,579,299	-4%
T5	\$3,754,496	\$3,971,776	6%
T6	\$1,947,365	\$3,345,687	72%
T7	\$2,228,375	\$2,368,655	6%
T8	\$1,036,527	\$943,395	-9%
TBIT	\$3,362,926	\$4,586,094	36%
Theme Structure	\$27,884	\$0	-100%
<b>TOTAL</b>	<b>\$22,042,499</b>	<b>\$25,863,770</b>	<b>17%</b>

RETAIL	JAN 2016 SALES	JAN 2017 SALES	% CHANGE
T1	\$1,111,993	\$1,141,731	3%
T2	\$847,106	\$1,035,474	22%
T3	\$931,897	\$1,079,215	16%
T4	\$1,502,057	\$1,569,682	5%
T5	\$1,020,786	\$1,100,523	8%
T6	\$1,229,157	\$1,426,314	16%
T7	\$1,001,295	\$1,028,707	3%
T8	\$339,284	\$352,906	4%
TBIT	\$5,470,385	\$5,764,198	5%
<b>TOTAL</b>	<b>\$13,453,960</b>	<b>\$14,498,751</b>	<b>8%</b>

SERVICES	JAN 2016 SALES	JAN 2017 SALES	% CHANGE
T1	\$50,677	\$60,269	19%
T2	\$556,947	\$758,709	36%
T3	\$133,270	\$88,358	-34%
T4	\$423,221	\$578,366	37%
T5	\$639,999	\$620,151	-3%
T6	\$456,433	\$698,840	53%
T7	\$539,909	\$522,302	-3%
T8	\$25,964	\$26,535	2%
TBIT	\$2,808,892	\$2,754,363	-2%
<b>TOTAL</b>	<b>\$5,635,313</b>	<b>\$6,107,893</b>	<b>8%</b>

RAC	JAN 2016 SALES	JAN 2017 SALES	% CHANGE
LAX	\$64,029,107	\$63,515,931	-1%
<b>TOTAL</b>	<b>\$64,029,107</b>	<b>\$63,515,931</b>	<b>-1%</b>

**Comments:**  
 Overall, **Concession sales** are up 2% (\$2.43M) YoY. When looking at In-Terminal Concession sales only (excluding RAC), sales are up 5% (\$2.94M). This growth in sales is inline with the 5% enplanement growth.  
**Advertising** sales are up 20% (\$480K) due to iVisions, Bridge Media Brands, and additional inventory post construction.  
**Duty Free** sales are down 0.3% (\$39K) compared to last year. **T2** sales are up due to Hainan Airlines. **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 and T7** sales are down due to competition in Shanghai and value proposition by PRC customers. **T6** sales are up due to a increased Duty-Paid assortment and food sales. **TBIT** sales are down 4% due to PRC customers become increasingly focused on value proposition.  
**F&B** overall sales are up by 17% (\$3.71M). Sales in **Non-TCM terminals (4, 5, 7, 8)** decreased by less than 1% (\$5K), while enplanement decreased by 2%. Sales in **TCM terminals (1, 2, 3, 6, TBIT)** are up 33% (\$3.74M), while enplanement increased by 10%, mainly due to more stores being opened.  
**Retail** overall sales are up 8% (\$1.04M). In **Non-TCM terminals**, retail sales are up 5% (\$188K). **TCM terminals** sales are up 9% (\$856K) due to more stores being opened.  
 Sales from **Services** are up 8% (\$473K) YoY.  
**RAC** overall sales are down 1% (\$513K) YoY.

