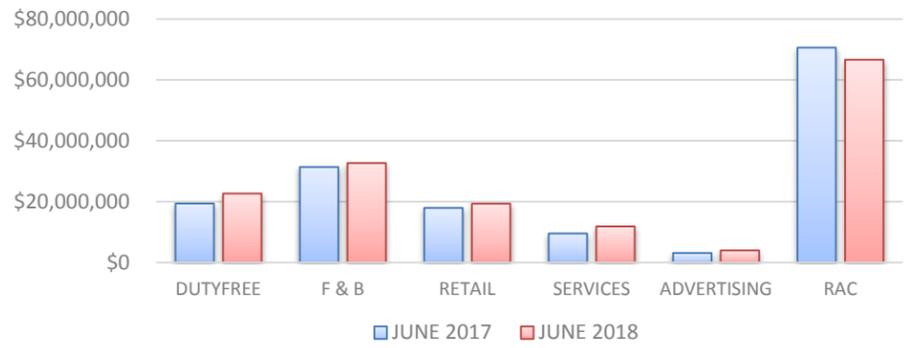


CONCESSION GROSS SALES JUNE 2018

Last Update: 08/02/18
Finance and Budget Division

CONCESSION	JUNE 2017	JUNE 2018	CHANGE
DUTYFREE	\$19,375,301	\$22,673,881	+17%
F & B	\$31,390,910	\$32,684,616	+4%
RETAIL	\$17,955,806	\$19,319,614	+8%
SERVICES	\$9,539,202	\$11,853,061	+24%
IN-TERMINAL CONC.	\$78,261,219	\$86,531,172	+11%
ADVERTISING	\$3,131,444	\$3,968,587	+27%
RAC	\$70,626,849	\$66,663,968	-6%
OTHER CONC.	\$73,758,293	\$70,632,554	-4%
TOTAL CONC.	\$152,019,512	\$157,163,726	+3%



DUTY FREE	JUNE 2017	JUNE 2018	CHANGE
T2	\$937,840	\$1,093,090	+17%
T3	\$61,153	\$69,487	+14%
T4	\$531,484	\$759,206	+43%
T5	\$54,140	\$49,655	-8%
T6	\$259,242	\$318,412	+23%
T7	\$391,776	\$478,748	+22%
TBIT	\$17,139,667	\$19,905,284	+16%
TOTAL	\$19,375,302	\$22,673,881	+17%

ADVERTISING	JUNE 2017	JUNE 2018	CHANGE
T1	\$191,015	\$201,361	+5%
T2	\$237,173	\$259,199	+9%
T3	\$372,654	\$432,619	+16%
T4	\$520,966	\$542,601	+4%
T5	\$140,603	\$270,386	+92%
T6	\$131,558	\$273,726	+108%
T7	\$258,429	\$234,358	-9%
T8	\$24,180	\$82,950	+243%
TBIT	\$1,254,865	\$1,671,387	+33%
TOTAL	\$3,131,443	\$3,968,587	+27%

F & B	JUNE 2017	JUNE 2018	CHANGE
T1	\$3,631,561	\$3,248,244	-11%
T2	\$3,168,638	\$3,003,480	-5%
T3	\$1,958,437	\$2,869,013	+46%
T6	\$3,719,584	\$3,799,734	+2%
TBIT	\$6,075,615	\$6,285,957	+3%
TCM TERM.	\$18,553,836	\$19,206,428	+4%
T4	\$4,507,540	\$4,439,020	-2%
T5	\$4,439,406	\$4,376,764	-1%
T7	\$2,699,493	\$3,386,390	+25%
T8	\$1,190,634	\$1,276,014	+7%
NON-TCM TERM.	\$12,837,073	\$13,478,189	+5%
TOTAL	\$31,390,909	\$32,684,616	+4%

RAC	JUNE 2017	JUNE 2018	CHANGE
LAX	\$70,626,849	\$66,663,968	-6%
TOTAL	\$70,626,849	\$66,663,968	-6%

COMMENTS:

Overall, Concession sales are up 3% (\$5.14m). In-Terminal Concession sales are up 11% (\$8.27m), which is more than the 4% enplaned passenger (epax) growth during the same period. T5 sales are now a lot more stabilized than they have been in the previous months, given that it has been over a year since airlines relocation has taken place.

Duty Free sales are up 17% (\$3.3m). The major growth driver is from TBIT, which has seen a strong growth in international epax number (5%) as well as the ability for DFS to capture value as seen in the conversion rate (e.g. +11% YoY spending per epax in TBIT and +2% overall.)

F & B sales at LAX are up 4% (\$1.29m), and overall epax is up 4%. Sales in TCM terminals (1, 2, 3, 6, TBIT) are up 4% (\$0.65m), while TCM terminals epax are up 3%. Note that T1 Food Court is still currently closed for remodeling. Sales in Non-TCM terminals (4, 5, 7, 8) are up 5% (\$641k), while epax in Non-TCM terminals are up 5%. The big increase in T7 is due to the opening of additional stores (i.e. Ashland Hill and Dunkin Donuts.)

Retail sales at LAX are up 8% (1.36m). TCM terminals sales grew 7% (\$0.9m), while TCM terminals epax numbers are up 3%. Sales in Non-TCM terminals grew 9% (\$461k), while epax numbers in Non-TCM terminals are up 5%. Note that T5 sales is up by only 1%, when T5 epax numbers are up by 0%. This is because the current spending per epax in T5 is much higher post-airlines relocation.

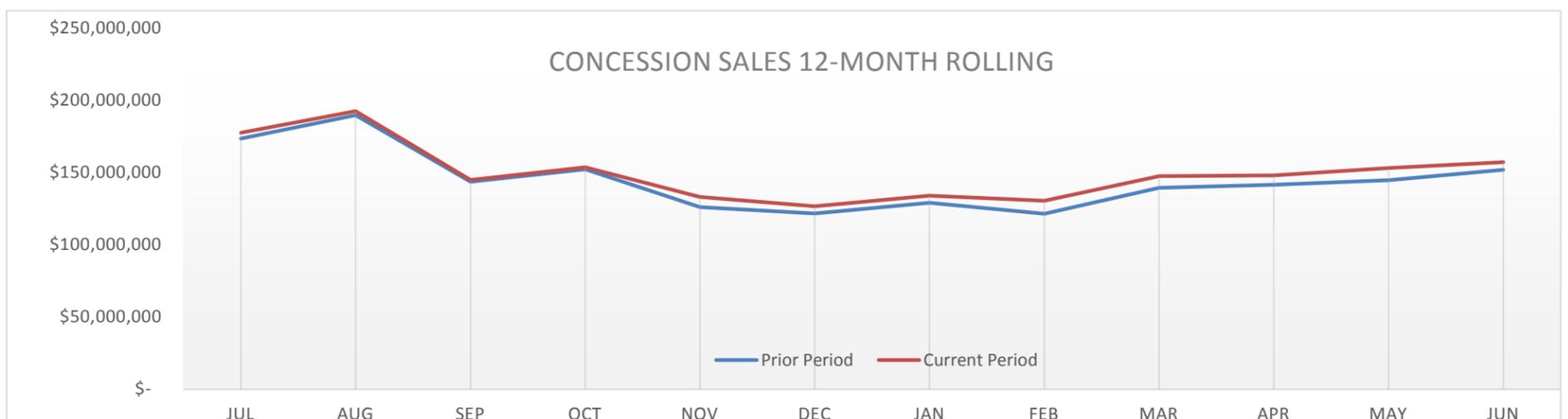
Gross sales from Services at LAX are up 24% (\$2.31m). This increase in sales is due to Alclear (+\$716k) and Lenlyn (+\$1.656m).

Advertising sales are up 27% (\$837k).

RAC sales are down 6% (\$3.96m) YoY. The RAC sales per epax is down 9%.

RETAIL	JUNE 2017	JUNE 2018	CHANGE
T1	\$1,155,306	\$1,548,239	+34%
T2	\$1,666,949	\$1,613,389	-3%
T3	\$781,966	\$999,976	+28%
T6	\$1,614,381	\$1,659,511	+3%
TBIT	\$7,351,193	\$7,651,765	+4%
TCM TERM.	\$12,569,795	\$13,472,880	+7%
T4	\$2,108,345	\$2,151,725	+2%
T5	\$1,449,980	\$1,458,222	+1%
T7	\$1,359,930	\$1,800,787	+32%
T8	\$467,756	\$435,999	-7%
NON-TCM TERM.	\$5,386,011	\$5,846,734	+9%
TOTAL	\$17,955,806	\$19,319,614	+8%

SERVICES	JUNE 2017	JUNE 2018	CHANGE
T1	\$176,490	\$331,319	+88%
T2	\$1,347,997	\$1,381,839	+3%
T3	\$168,798	\$263,247	+56%
T4	\$1,009,214	\$1,113,895	+10%
T5	\$438,606	\$400,761	-9%
T6	\$1,043,211	\$896,889	-14%
T7	\$700,840	\$922,039	+32%
T8	\$42,224	\$36,041	-15%
TBIT	\$4,611,820	\$6,507,033	+41%
TOTAL	\$9,539,201	\$11,853,061	+24%

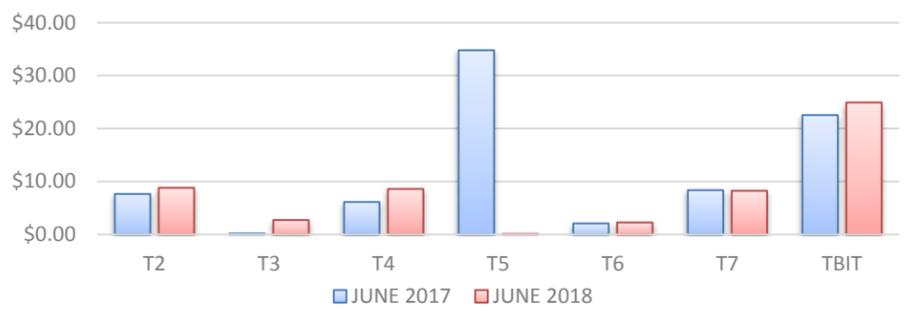


CONCESSION GROSS SALES PER ENPLANEMENT JUNE 2018

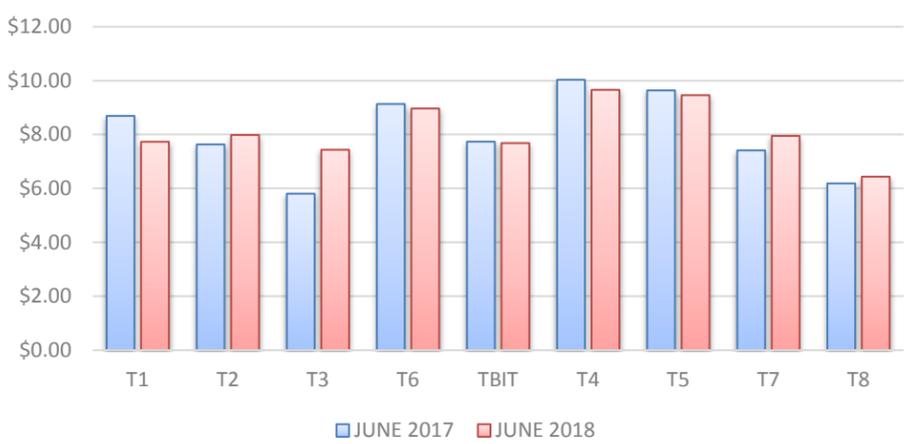
CONCESSION	JUNE 2017	JUNE 2018	CHANGE
DUTYFREE ¹	\$16.35	\$18.13	+11%
F & B	\$8.20	\$8.23	+0.4%
RETAIL	\$4.69	\$4.87	+4%
SERVICES	\$2.49	\$2.99	+20%
IN-TERMINAL CONC.	\$20.44	\$21.79	+7%
ADVERTISING	\$0.82	\$1.00	+22%
RAC	\$18.44	\$16.79	-9%
OTHER CONC.	\$19.26	\$17.79	-8%
TOTAL CONC.	\$39.70	\$39.58	-0.3%



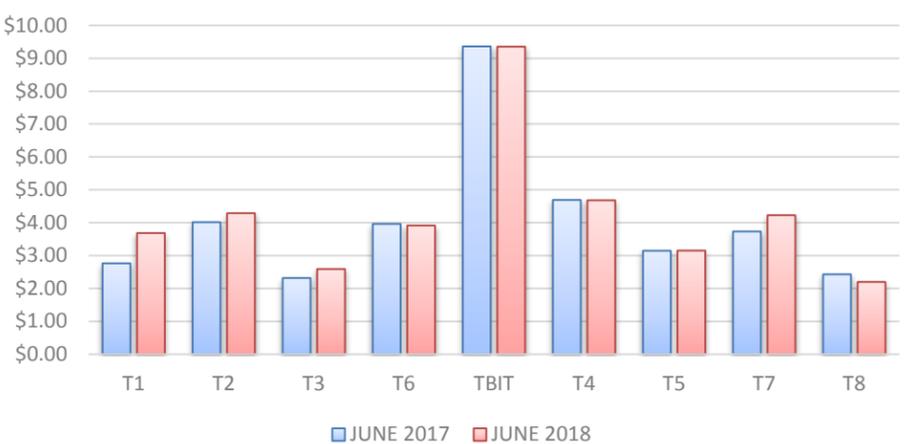
DUTY FREE ¹	JUNE 2017	JUNE 2018	CHANGE
T2	\$7.65	\$8.81	+15%
T3	\$0.18 ²	\$2.72	+1,403%
T4	\$6.13	\$8.60	+40%
T5	\$34.79	\$0.11 ²	-100%
T6	\$2.08	\$2.27	+9%
T7	\$8.37	\$8.25	-1%
TBIT	\$22.56	\$24.93	+11%
TOTAL	\$13.10	\$13.36	+2%



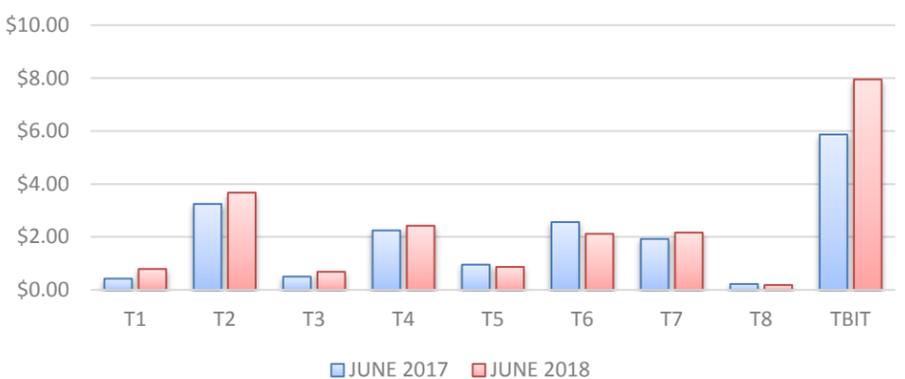
F & B	JUNE 2017	JUNE 2018	CHANGE
T1	\$8.69	\$7.73	-11%
T2	\$7.63	\$7.98	+5%
T3	\$5.81	\$7.44	+28%
T6	\$9.13	\$8.97	-2%
TBIT	\$7.74	\$7.68	-1%
TCM TERM.	\$7.85	\$7.92	+1%
T4	\$10.03	\$9.66	-4%
T5	\$9.64	\$9.46	-2%
T7	\$7.41	\$7.95	+7%
T8	\$6.19	\$6.44	+4%
NON-TCM TERM.	\$8.75	\$8.72	-0.4%
TOTAL	\$8.20	\$8.23	+0.4%



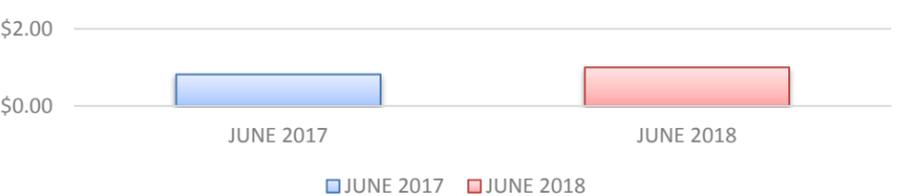
RETAIL	JUNE 2017	JUNE 2018	CHANGE
T1	\$2.77	\$3.69	+33%
T2	\$4.02	\$4.29	+7%
T3	\$2.32	\$2.59	+12%
T6	\$3.96	\$3.92	-1%
TBIT	\$9.36	\$9.35	-0.1%
TCM TERM.	\$5.32	\$5.56	+4%
T4	\$4.69	\$4.68	-0.2%
T5	\$3.15	\$3.15	+0%
T7	\$3.73	\$4.23	+13%
T8	\$2.43	\$2.20	-10%
NON-TCM TERM.	\$3.67	\$3.78	+3%
TOTAL	\$4.69	\$4.87	+4%



SERVICES	JUNE 2017	JUNE 2018	CHANGE
T1	\$0.42	\$0.79	+87%
T2	\$3.25	\$3.67	+13%
T3	\$0.50	\$0.68	+36%
T4	\$2.25	\$2.42	+8%
T5	\$0.95	\$0.87	-9%
T6	\$2.56	\$2.12	-17%
T7	\$1.92	\$2.16	+13%
T8	\$0.22	\$0.18	-17%
TBIT	\$5.87	\$7.95	+35%
TOTAL	\$2.49	\$2.99	+20%



ADVERTISING	JUNE 2017	JUNE 2018	CHANGE
LAX	\$0.82	\$1.00	+22%



RAC	JUNE 2017	JUNE 2018	CHANGE
LAX	\$18.44	\$16.79	-9%



1 Duty Free Sales per Enplanement (SPE) is based on international enplanement, while all the others are based on all enplanement.

2 The prior year's Duty Free sales in T3 and current year's Duty Free sales in T5 are, in practice, made up mostly of Duty Paid sales as opposed to Duty Free sales. Therefore, the all enplanement numbers are being used as the denominator instead of international enplanement numbers.