

CONCESSION GROSS SALES NOVEMBER 2019

CONCESSION	NOVEMBER 2019	NOVEMBER 2018	CHANGE
ADVERTISING	\$4,645,579	\$4,574,860	+1.5%
DUTYFREE	\$16,334,805	\$17,453,791	-6.4%
F&B	\$30,839,265	\$30,265,026	+1.9%
RETAIL	\$15,717,733	\$16,223,954	-3.1%
SERVICES	\$9,675,161	\$10,005,235	-3.3%
IN-TERMINAL CON.	\$77,212,543	\$78,522,866	-1.7%
RAC	\$56,466,971	\$56,616,792	-0.3%
OFF-TERMINAL CON.	\$56,466,971	\$56,616,792	-0.3%
TOTAL CONCESSION	\$133,679,514	\$135,139,658	-1.1%

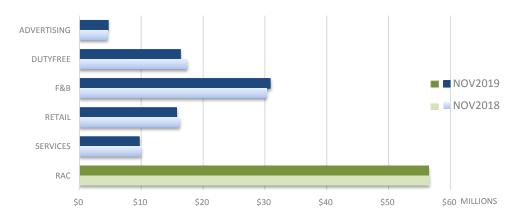
ADVERTISING	NOVEMBER 2019	NOVEMBER 2018	CHANGE
T1	\$260,729	\$284,350	-8.3%
T2	\$337,533	\$329,517	+2.4%
T3	\$435,952	\$409,206	+6.5%
T4	\$503,946	\$674,060	-25.2%
T5	\$325,617	\$433,688	-24.9%
T6	\$234,666	\$210,371	+11.5%
T7	\$382,162	\$480,168	-20.4%
Т8	\$93,327	\$114,162	-18.2%
TBIT	\$2,071,647	\$1,639,340	+26.4%
TOTAL	\$4,645,579	\$4,574,860	+1.5%

DUTY FREE	NOVEMBER 2019	NOVEMBER 2018	CHANGE
T2	\$494,341	\$740,508	-33.2%
T3	\$0	\$18,816	-100.0%
T4 DUTY	\$504,557	\$453,223	+11.3%
T5 FREE	\$42,439	\$43,756	-3.0%
T6	\$270,640	\$268,948	+0.6%
T7	\$350,379	\$380,790	-8.0%
TBIT	\$14,672,449	\$15,547,749	-5.6%
TOTAL	\$16,334,805	\$17,453,791	-6.4%

F & B	NOVEMBER 2019	NOVEMBER 2018	CHANGE
T1	\$3,862,769	\$3,739,194	+3.3%
T2	\$2,755,616	\$2,797,088	-1.5%
T3	\$2,445,140	\$2,460,326	-0.6%
T6	\$3,340,092	\$3,366,515	-0.8%
TBIT	\$5,543,284	\$5,692,217	-2.6%
TCM TERM.	\$17,946,900	\$18,055,339	-0.6%
T4	\$4,325,485	\$4,022,202	+7.5%
T5	\$4,278,018	\$4,018,775	+6.5%
T7	\$3,279,263	\$3,167,474	+3.5%
T8	\$1,009,599	\$1,001,236	+0.8%
NON-TCM TERM.	\$12,892,365	\$12,209,687	+5.6%
TOTAL	\$30,839,265	\$30,265,026	+1.9%

RETAIL	NOVEMBER 2019	NOVEMBER 2018	CHANGE
T1	\$1,491,341	\$1,503,849	-0.8%
T2	\$1,423,930	\$1,429,580	-0.4%
T3	\$589,163	\$549,649	+7.2%
T6	\$1,376,419	\$1,383,574	-0.5%
TBIT	\$5,629,298	\$6,244,801	-9.9%
TCM TERM.	\$10,510,152	\$11,111,453	-5.4%
T4	\$2,013,737	\$1,926,792	+4.5%
T5	\$1,301,615	\$1,289,611	+0.9%
T7	\$1,606,867	\$1,602,353	+0.3%
T8	\$285,362	\$293,746	-2.9%
NON-TCM TERM.	\$5,207,582	\$5,112,501	+1.9%
TOTAL	\$15,717,733	\$16,223,954	-3.1%

SERVICES	NOVEMBER 2019	NOVEMBER 2018	CHANGE
T1	\$514,132	\$444,524	+15.7%
T2	\$1,116,123	\$1,214,116	-8.1%
T3	\$173,608	\$185,145	-6.2%
T4	\$1,150,985	\$1,111,375	+3.6%
T5	\$514,066	\$462,784	+11.1%
T6	\$625,287	\$636,761	-1.8%
T7	\$733,609	\$696,870	+5.3%
T8	\$25,456	\$38,172	-33.3%
TBIT	\$4,821,893	\$5,215,487	-7.5%
TOTAL	\$9,675,161	\$10,005,235	-3.3%



RAC	NOVEMBER 2019	NOVEMBER 2018	CHANGE
LAX	\$56,466,971	\$56,616,792	-0.3%
TOTAL	\$56,466,971	\$56,616,792	-0.3%

COMMENTS:

Overall, Concession sales are down 1.1% (\$1.46m). In-Terminal Concession sales are down 1.7% (\$1.31m), which is better than the 1.93% enplaned passenger (PAX) decline during the same period.

Advertising sales are up 1.5% (\$71k).

Duty Free sales are down 6.4% (\$1.18M) while Int'l PAX traffic has declined 3.4% YoY. Due to the timing of this year's Thanksgiving holiday, Dec 2019 will be credited with a portion of the Thanksgiving travel, whereas this was not the case last year. A combination of continuing loss of PRC passenger activity and store renovations in T3/TBIT continue to put downward pressure on sales.

F & B sales are up 1.9% (\$574k), which is better than the decrease in PAX of 1.9%. Sales in TCM terminals are down 0.6% (\$108k), while TCM terminals PAX are down 3%. Sales in Non-TCM terminals are up 5.6% (\$683k), while the PAX in Non-TCM terminals are down 0.1%.

Retail sales are down 3.1% (\$0.51m). TCM terminals sales are down 5.4% (\$601k) compared to the 3% decrease in TCM terminals PAX numbers. Sales in Non-TCM terminals are up 1.9% (\$95k), while PAX numbers in Non-TCM terminals are down 0.1%.

Gross sales from Services are down 3.3% (\$330k). This is primarily because the increase in Alclear (\$+377k) is unable to offset the decline from the others i.e. Lenlyn (-\$456k), Boingo (-\$128k), and Smarte Carte (-\$73k).

RAC sales are down 0.3% (\$150k). On the per PAX basis, it is up 1.7%.





CONCESSION GROSS SALES PER ENPLANEMENT NOVEMBER 2019

Last Update: 1/13/20 Finance and Budget Division

CONCESSION	NOVEMBER 2010	NOVEMBED 2010	CHANGE						
CONCESSION ADVERTISING	NOVEMBER 2019 \$1.40	NOVEMBER 2018 \$1.35	+3.5%	ADVERTISING					
DUTYFREE ¹	\$12.07	\$12.69	-4.9%	DUTYFREE					
F&B	\$9.31	\$8.96	+3.9%						
RETAIL	\$4.74	\$4.80	-1.2%	F&B					■ NOV2019
SERVICES	\$2.92	\$2.96	-1.4%	RETAIL					
IN-TERMINAL CON.	\$23.30	\$23.24	+0.3%	SERVICES					NOV2018
RAC	\$17.04	\$16.75	+1.7%		$\overline{}$				
OFF-TERMINAL CON.	\$17.04	\$16.75	+1.7%	RAC					
TOTAL CONCESSION	\$40.34	\$39.99	+0.9%	\$0	\$2 \$4	\$6 \$8	\$10	\$12 \$14	\$16 \$18
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ADVERTISING	NOVEMBER 2019	NOVEMBER 2018	CHANGE						
2477				_					■ NOV2019
LAX	\$1.40	\$1.35	+3.5%	LAX				'	NOV2018
	44.40	44.0=	. 0. =0/						
TOTAL	\$1.40	\$1.35	+3.5%	\$0.0	\$0.3 \$0.5	\$0.8 \$1.	0 \$1.3	\$1.5 \$1	.8 \$2.0
DUTY FREE ¹	NOVEMBER 2019	NOVEMBER 2018	CHANGE					1	ı
T2	\$8.29	\$7.05	+17.7%	T2					
T3	\$0.00	\$0.91	-100.0%	T3					
T4	\$7.05	\$6.58	+7.2%	T4	$\overline{}$	'			■ NOV2019
T5 DUTY FREE	\$0.11 ²	\$0.11 ²	-5.6%	T5					NOV2018
T6	\$2.71	\$2.81	-3.6%	T6					
T7	\$8.65	\$9.85	-12.2%	T7					
TBIT	\$22.94	\$23.68	-3.1%	TBIT					
TOTAL	\$12.07	\$12.69	-4.9%	\$0	\$5	\$10	\$15	\$20	\$25
F & B	NOVEMBER 2019	NOVEMBER 2018	CHANGE						
T1	\$10.21	\$9.14	+11.7%	T1					
T2	\$8.40	\$8.52	-1.4%	T2					
T3	\$8.62	\$8.00	+7.7%						■ NOV2019
T6	\$10.05	\$10.04	+0.1%	T3					
TBIT	\$8.26	\$8.41	-1.7%	Т6					NOV2018
TCM TERM.	\$9.00	\$8.78	+2.6%	TBIT					
T4	\$10.16	\$9.79	+3.7%	T4				-	
T5	\$10.68	\$10.30	+3.7%	T5					
T7	\$9.13	\$8.39							
		10 19	+8 8%	T7					
			+8.8% +7.4%	T7			_		
Т8	\$7.48	\$6.96	+7.4%	Т8			-		
T8 NON-TCM TERM.	\$7.48 \$9.76	\$6.96 \$9.23	+7.4% +5.7%		\$2 \$4	1 \$6	\$8	\$10 \$1	12 \$14
T8 NON-TCM TERM. TOTAL	\$7.48 \$9.76 \$9.31	\$6.96 \$9.23 \$8.96	+7.4% +5.7% +3.9%	Т8	\$2 \$4	1 \$6	\$8	\$10 \$1	.2 \$14
T8 NON-TCM TERM. TOTAL RETAIL	\$7.48 \$9.76 \$9.31 NOVEMBER 2019	\$6.96 \$9.23 \$8.96 NOVEMBER 2018	+7.4% +5.7% +3.9% CHANGE	T8 \$0	\$2 \$4	1 \$6	\$8	\$10 \$1	12 \$14
T8 NON-TCM TERM. TOTAL RETAIL T1	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68	+7.4% +5.7% +3.9% CHANGE +7.2%	T8 \$0	\$2 \$4	\$6	\$8	\$10 \$1	12 \$14
T8 NON-TCM TERM. TOTAL RETAIL T1 T2	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3%	T8 \$0 T1 T2	\$2 \$4	\$6	\$8	\$10 \$1	
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1%	T8 \$0	\$2 \$4	\$6	\$8	\$10 \$1	■ NOV2019
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4%	T8 \$0 T1 T2	\$2 \$4	\$6	\$8	\$10 \$1	
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0%	T8 \$0 T1 T2 T3	\$2 \$4	\$6	\$8	\$10 \$1	■ NOV2019
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM.	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4%	T8 \$0 T1 T2 T3 T6	\$2 \$4	\$6	\$8	\$10 \$1	■ NOV2019
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8%	T8 \$0 \$0 T1 T2 T3 T6 TBIT T4	\$2 \$4	\$6	\$8	\$10 \$1	■ NOV2019
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7%	T8 \$0 T1 T2 T3 T6 TBIT T4 T5	\$2 \$4	\$6	\$8	\$10 \$1	■ NOV2019
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4%	T8 \$0 \$0 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1	\$2 \$4	\$6	\$8	\$10 \$1	■ NOV2019
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5%	T8 \$0 T1 T2 T3 T6 TBIT T4 T5	\$2 \$4	\$6	\$8	\$10 \$1	■ NOV2019
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM.	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0%	T8 \$0 \$0 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1	\$2 \$4	\$4	\$8	\$10 \$1	■ NOV2019
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94 \$4.74	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87 \$4.80	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0% -1.2%	T8 \$0 \$0 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1 \$1					■ NOV2019 ■ NOV2018
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94 \$4.74 NOVEMBER 2019	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87 \$4.80 NOVEMBER 2018	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0% -1.2% CHANGE	T8 \$0 \$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0					■ NOV2019 ■ NOV2018
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94 \$4.74 NOVEMBER 2019 \$1.36	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87 \$4.80 NOVEMBER 2018 \$1.09	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0% -1.2% CHANGE +25.1%	T8 \$0 \$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 \$0					■ NOV2019 ■ NOV2018
T8 NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94 \$4.74 NOVEMBER 2019 \$1.36 \$3.40	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87 \$4.80 NOVEMBER 2018 \$1.09 \$3.70	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0% -1.2% CHANGE +25.1% -8.0%	T8 \$0 \$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 \$0					■ NOV2019 ■ NOV2018
NON-TCM TERM. TOTAL RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2 T3	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94 \$4.74 NOVEMBER 2019 \$1.36 \$3.40 \$0.61	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87 \$4.80 NOVEMBER 2018 \$1.09 \$3.70 \$0.60	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0% -1.2% CHANGE +25.1% -8.0% +1.6%	T8 \$0 \$0 T1 T2 T3 T6 T8 \$0 \$0 T1 T2 T3 T3 T6 T7 T8 T1 T2 T3					■ NOV2019 ■ NOV2018
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	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94 \$4.74 NOVEMBER 2019 \$1.36 \$3.40 \$0.61 \$2.70	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87 \$4.80 NOVEMBER 2018 \$1.09 \$3.70 \$0.60 \$2.71	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0% -1.2% CHANGE +25.1% -8.0% +1.6% -0.1%	T8 \$0 T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0 \$0					■ NOV2019 ■ NOV2018
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	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94 \$4.74 NOVEMBER 2019 \$1.36 \$3.40 \$0.61 \$2.70 \$1.28	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87 \$4.80 NOVEMBER 2018 \$1.09 \$3.70 \$0.60 \$2.71 \$1.19	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0% -1.2% CHANGE +25.1% -8.0% +1.6% -0.1% +8.2%	T8 \$0 \$0 T1 T2 T3 T6 T8 \$0 \$0 T1 T2 T3 T3 T6 T7 T8 T1 T2 T3					NOV2019 NOV2018
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 T1 T2 T3 T4 T5 T6	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94 \$4.74 NOVEMBER 2019 \$1.36 \$3.40 \$0.61 \$2.70 \$1.28 \$1.88	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87 \$4.80 NOVEMBER 2018 \$1.09 \$3.70 \$0.60 \$2.71 \$1.19 \$1.90	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0% -1.2% CHANGE +25.1% -8.0% +1.6% -0.1% +8.2% -0.9%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$					NOV2019 NOV2018 \$10
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	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94 \$4.74 NOVEMBER 2019 \$1.36 \$3.40 \$0.61 \$2.70 \$1.28 \$1.88 \$2.04	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87 \$4.80 NOVEMBER 2018 \$1.09 \$3.70 \$0.60 \$2.71 \$1.19 \$1.90 \$1.85	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0% -1.2% CHANGE +25.1% -8.0% +1.6% -0.1% +8.2% -0.9% +10.6%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$					NOV2019 NOV2018 \$10
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	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94 \$4.74 NOVEMBER 2019 \$1.36 \$3.40 \$0.61 \$2.70 \$1.28 \$1.88 \$2.04 \$0.19	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87 \$4.80 NOVEMBER 2018 \$1.09 \$3.70 \$0.60 \$2.71 \$1.19 \$1.90 \$1.85 \$0.27	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0% -1.2% CHANGE +25.1% -8.0% +1.6% -0.1% +8.2% -0.9% +10.6% -28.9%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$					NOV2019 NOV2018 \$10
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	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94 \$4.74 NOVEMBER 2019 \$1.36 \$3.40 \$0.61 \$2.70 \$1.28 \$1.88 \$2.04 \$0.19 \$7.19	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87 \$4.80 NOVEMBER 2018 \$1.09 \$3.70 \$0.60 \$2.71 \$1.19 \$1.90 \$1.85 \$0.27 \$7.70	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0% -1.2% CHANGE +25.1% -8.0% +1.6% -0.1% +8.2% -0.9% +10.6% -28.9% -6.7%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$2	\$4	\$6	\$8	NOV2019 NOV2018 \$10
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	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94 \$4.74 NOVEMBER 2019 \$1.36 \$3.40 \$0.61 \$2.70 \$1.28 \$1.88 \$2.04 \$0.19	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87 \$4.80 NOVEMBER 2018 \$1.09 \$3.70 \$0.60 \$2.71 \$1.19 \$1.90 \$1.85 \$0.27	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0% -1.2% CHANGE +25.1% -8.0% +1.6% -0.1% +8.2% -0.9% +10.6% -28.9%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$					NOV2019 NOV2018 \$10
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 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94 \$4.74 NOVEMBER 2019 \$1.36 \$3.40 \$0.61 \$2.70 \$1.28 \$1.88 \$2.04 \$0.19 \$7.19	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87 \$4.80 NOVEMBER 2018 \$1.09 \$3.70 \$0.60 \$2.71 \$1.19 \$1.90 \$1.85 \$0.27 \$7.70	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0% -1.2% CHANGE +25.1% -8.0% +1.6% -0.1% +8.2% -0.9% +10.6% -28.9% -6.7%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$2	\$4	\$6	\$8	NOV2019 NOV2018 \$10
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 TCM TT	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94 \$4.74 NOVEMBER 2019 \$1.36 \$3.40 \$0.61 \$2.70 \$1.28 \$1.88 \$2.04 \$0.19 \$7.19 \$2.92	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87 \$4.80 NOVEMBER 2018 \$1.09 \$3.70 \$0.60 \$2.71 \$1.19 \$1.90 \$1.85 \$0.27 \$7.70 \$2.96	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0% -1.2% CHANGE +25.1% -8.0% +1.6% -0.1% +8.2% -0.9% +10.6% -28.9% -6.7% -1.4%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$2	\$4	\$6	\$8	NOV2019 NOV2018 \$10 NOV2019 NOV2018
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 TBIT TCM TERM. TOTAL RAC	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94 \$4.74 NOVEMBER 2019 \$1.36 \$3.40 \$0.61 \$2.70 \$1.28 \$1.88 \$2.04 \$0.19 \$7.19 \$2.92 NOVEMBER 2019	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87 \$4.80 NOVEMBER 2018 \$1.09 \$3.70 \$0.60 \$2.71 \$1.19 \$1.90 \$1.85 \$0.27 \$7.70 \$2.96 NOVEMBER 2018	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0% -1.2% CHANGE +25.1% -8.0% +1.6% -0.1% +8.2% -0.9% +10.6% -28.9% -6.7% -1.4% CHANGE	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$2	\$4	\$6	\$8	NOV2019 NOV2018 \$10 NOV2019 NOV2018
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 TTAL RAC	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94 \$4.74 NOVEMBER 2019 \$1.36 \$3.40 \$0.61 \$2.70 \$1.28 \$1.88 \$2.04 \$0.19 \$7.19 \$2.92	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87 \$4.80 NOVEMBER 2018 \$1.09 \$3.70 \$0.60 \$2.71 \$1.19 \$1.90 \$1.85 \$0.27 \$7.70 \$2.96	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0% -1.2% CHANGE +25.1% -8.0% +1.6% -0.1% +8.2% -0.9% +10.6% -28.9% -6.7% -1.4%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$2	\$4	\$6	\$8	NOV2019 NOV2018 \$10 NOV2019 NOV2018
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 LAX	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94 \$4.74 NOVEMBER 2019 \$1.36 \$3.40 \$0.61 \$2.70 \$1.28 \$1.88 \$2.04 \$0.19 \$7.19 \$2.92 NOVEMBER 2019	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87 \$4.80 NOVEMBER 2018 \$1.09 \$3.70 \$0.60 \$2.71 \$1.19 \$1.90 \$1.85 \$0.27 \$7.70 \$2.96 NOVEMBER 2018	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0% -1.2% CHANGE +25.1% -8.0% +1.6% -0.1% +8.2% -0.9% +10.6% -28.9% -6.7% -1.4% CHANGE +1.7%	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$2	\$4	\$6	\$8	NOV2019 NOV2018 \$10 NOV2019 NOV2018
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 NON-TCM TERM. TOTAL RAC	\$7.48 \$9.76 \$9.31 NOVEMBER 2019 \$3.94 \$4.34 \$2.08 \$4.14 \$8.39 \$5.27 \$4.73 \$3.25 \$4.47 \$2.11 \$3.94 \$4.74 NOVEMBER 2019 \$1.36 \$3.40 \$0.61 \$2.70 \$1.28 \$1.88 \$2.04 \$0.19 \$7.19 \$2.92 NOVEMBER 2019	\$6.96 \$9.23 \$8.96 NOVEMBER 2018 \$3.68 \$4.35 \$1.79 \$4.13 \$9.22 \$5.40 \$4.69 \$3.31 \$4.24 \$2.04 \$3.87 \$4.80 NOVEMBER 2018 \$1.09 \$3.70 \$0.60 \$2.71 \$1.19 \$1.90 \$1.85 \$0.27 \$7.70 \$2.96 NOVEMBER 2018	+7.4% +5.7% +3.9% CHANGE +7.2% -0.3% +16.1% +0.4% -9.0% -2.4% +0.8% -1.7% +5.4% +3.5% +2.0% -1.2% CHANGE +25.1% -8.0% +1.6% -0.1% +8.2% -0.9% +10.6% -28.9% -6.7% -1.4% CHANGE	\$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$2	\$4	\$6	\$8	NOV2019 NOV2018 \$10 NOV2019 NOV2018

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

² 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.