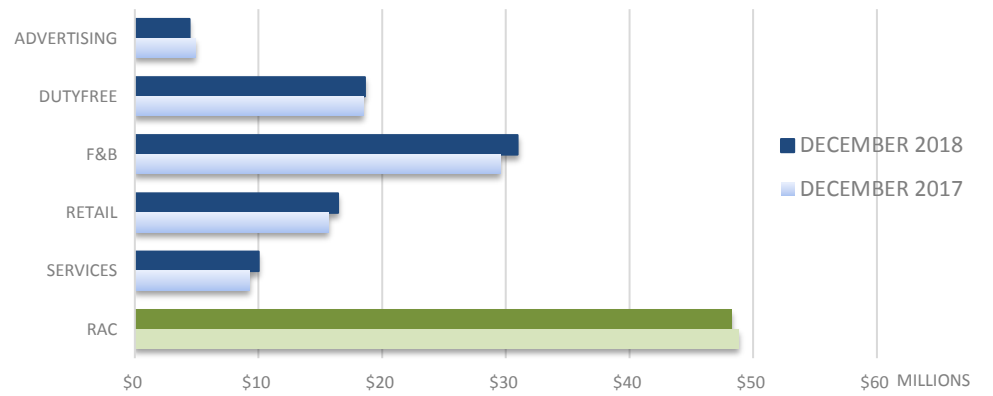


CONCESSION GROSS SALES DECEMBER 2018

Last Update: 02/11/19
Finance and Budget Division

CONCESSION	DECEMBER 2018	DECEMBER 2017	CHANGE
ADVERTISING	\$4,433,976	\$4,942,279	-10%
DUTYFREE	\$18,590,439	\$18,461,585	+1%
F&B	\$30,940,357	\$29,570,750	+5%
RETAIL	\$16,436,840	\$15,641,246	+5%
SERVICES	\$10,014,873	\$9,290,045	+8%
IN-TERMINAL CON.	\$80,416,485	\$77,905,905	+3%
RAC	\$48,289,581	\$48,780,007	-1%
OFF-TERMINAL CON.	\$48,289,581	\$48,780,007	-1%
TOTAL CONCESSION	\$128,706,065	\$126,685,912	+2%



ADVERTISING	DECEMBER 2018	DECEMBER 2017	CHANGE
T1	\$278,172	\$279,043	-0.3%
T2	\$292,553	\$331,204	-12%
T3	\$312,971	\$549,377	-43%
T4	\$706,564	\$672,703	+5%
T5	\$388,224	\$396,448	-2%
T6	\$302,498	\$323,996	-7%
T7	\$410,307	\$247,234	+66%
T8	\$100,412	\$101,037	-1%
TBIT	\$1,642,275	\$2,041,237	-20%
TOTAL	\$4,433,976	\$4,942,279	-10%

RAC	DECEMBER 2018	DECEMBER 2017	CHANGE
LAX	\$48,289,581	\$48,780,007	-1%
TOTAL	\$48,289,581	\$48,780,007	-1%

COMMENTS:

Overall, Concession sales are up 2% (\$2.02m). In-Terminal Concession sales are up 3% (\$2.51m), which is slightly more than the 2% enplaned passenger (PAX) growth during the same period.

Advertising sales are down 10% (\$508k).

Duty Free sales are up 1% (\$129k), while the overall number of international PAX actually declines 1% YoY. T2 has seen the largest decline among all the terminals (-34% or -\$369k) due to the loss of DL89 flights. In T3, DFS continues to work with LAWA on additional signage opportunity to increase exposure. T4 sales continues last month's trend of reduced domestic PAX flying out of the terminal. T5 continues similar trend as last month where majority of business is coming from domestic beauty customers. T6 continues to benefit from addition of European flights. Overall, international PAX is down 9% (10k) but sales are down only 6% (\$19k). T7 sales are down 6% (\$23k) while international PAX is down 19% (11k). TBIT sales increase of 4% (\$596k) is slightly more than the international PAX increase of 3% (24k). This is due to the successful campaign of Holiday Gifting. However, Brexit and fluctuation of GBP is leading to soft sales from European customers.

F & B sales are up 5% (\$1.37m), which is more than the change in PAX of 2%. Sales in TCM terminals are up 4% (\$719k), while TCM terminals PAX are down 0.2%. The sizable increase in T1 is due to the opening of Food court. Sales in Non-TCM terminals are up 5% (\$651k), which is in line with PAX increase in Non-TCM terminals of 5%. Note that T5 is performing well post-airlines relocation, while T7 and T8 have seen opening of additional stores (i.e. Ashland Hill, Taste of LA, and Dunkin in T7 and Panda Express in T8).

Retail sales are up 5% (\$796k). TCM terminals sales is up 4% (\$386k), which is more than the 0.2% decline in TCM terminals PAX numbers. The significant increases in T1 is due to additional stores (i.e. Kiehl's and Mac Cosmetics in T1.) Sales in Non-TCM terminals grew 9% (\$410k), while PAX numbers in Non-TCM terminals are up 5%. The majority of this growth comes from the opening of Pier No. 7 Market in T7.

Gross sales from Services are up 8% (\$725k). This increase in sales is due to Alclear (+\$513k), and Lenlyn (\$+180k).

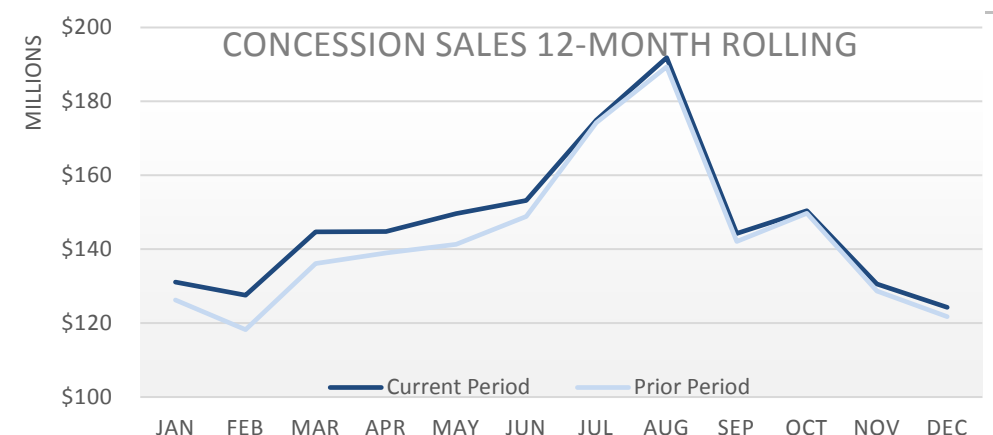
RAC sales are down 1% (\$490k). On the per PAX basis, it is down 3%. After adjusting for Midway dropping out of the On-Airport RAC program, sales are flat YoY (+\$14k or +0.03%) and down 2% on the per PAX basis.

DUTY FREE	DECEMBER 2018	DECEMBER 2017	CHANGE
T2	\$720,168	\$1,089,300	-34%
T3	\$77,493	\$66,359	+17%
T4	\$496,459	\$556,792	-11%
T5	\$56,364	\$64,040	-12%
T6	\$294,974	\$313,622	-6%
T7	\$384,460	\$406,982	-6%
TBIT	\$16,560,521	\$15,964,490	+4%
TOTAL	\$18,590,439	\$18,461,585	+1%

F & B	DECEMBER 2018	DECEMBER 2017	CHANGE
T1	\$3,819,258	\$3,094,705	+23%
T2	\$2,776,672	\$2,863,515	-3%
T3	\$2,541,377	\$2,509,561	+1%
T6	\$3,239,598	\$3,491,626	-7%
TBIT	\$5,982,860	\$5,681,353	+5%
TCM TERM.	\$18,359,765	\$17,640,759	+4%
T4	\$4,192,385	\$4,266,184	-2%
T5	\$4,088,715	\$3,790,148	+8%
T7	\$3,263,129	\$3,061,208	+7%
T8	\$1,036,363	\$812,450	+28%
NON-TCM TERM.	\$12,580,592	\$11,929,990	+5%
TOTAL	\$30,940,357	\$29,570,750	+5%

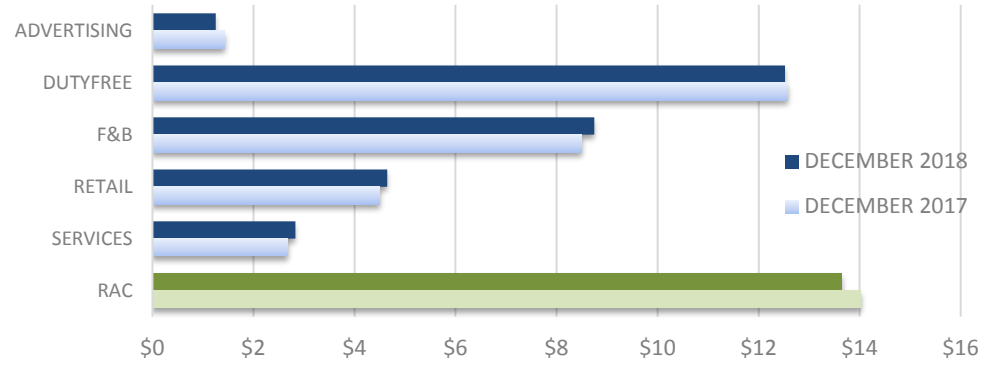
RETAIL	DECEMBER 2018	DECEMBER 2017	CHANGE
T1	\$1,489,901	\$1,202,924	+24%
T2	\$1,407,460	\$1,441,464	-2%
T3	\$539,663	\$468,346	+15%
T6	\$1,320,863	\$1,466,380	-10%
TBIT	\$6,526,305	\$6,319,068	+3%
TCM TERM.	\$11,284,192	\$10,898,181	+4%
T4	\$1,918,093	\$1,870,254	+3%
T5	\$1,303,961	\$1,252,206	+4%
T7	\$1,638,460	\$1,337,391	+23%
T8	\$292,134	\$283,215	+3%
NON-TCM TERM.	\$5,152,648	\$4,743,065	+9%
TOTAL	\$16,436,840	\$15,641,246	+5%


SERVICES	DECEMBER 2018	DECEMBER 2017	CHANGE
T1	\$489,964	\$295,988	+66%
T2	\$1,182,684	\$1,202,304	-2%
T3	\$203,693	\$170,912	+19%
T4	\$1,186,177	\$962,773	+23%
T5	\$406,513	\$356,157	+14%
T6	\$552,129	\$810,027	-32%
T7	\$771,376	\$761,763	+1%
T8	\$50,306	\$39,253	+28%
TBIT	\$5,172,030	\$4,690,868	+10%
TOTAL	\$10,014,873	\$9,290,045	+8%

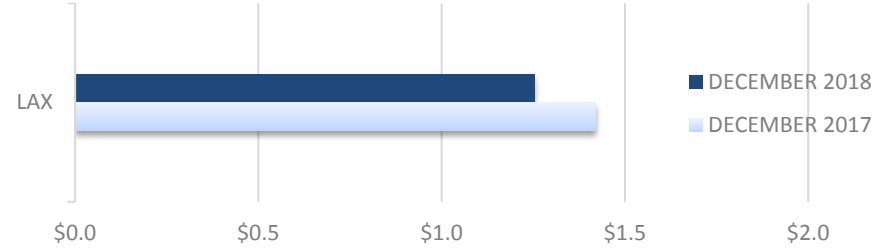



CONCESSION GROSS SALES PER ENPLANEMENT DECEMBER 2018

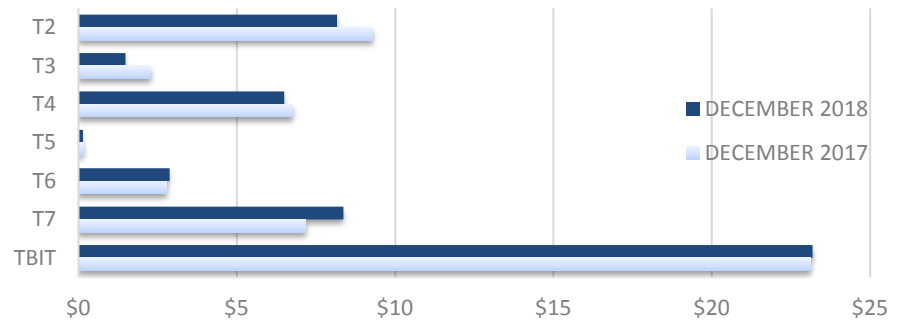
CONCESSION	DECEMBER 2018	DECEMBER 2017	CHANGE
ADVERTISING	\$1.25	\$1.42	-12%
DUTYFREE ¹	\$12.52	\$12.56	-0.3%
F&B	\$8.75	\$8.50	+3%
RETAIL	\$4.65	\$4.49	+3%
SERVICES	\$2.83	\$2.67	+6%
IN-TERMINAL CON.	\$22.73	\$22.39	+2%
RAC	\$13.65	\$14.02	-3%
OFF-TERMINAL CON.	\$13.65	\$14.02	-3%
TOTAL CONCESSION	\$36.38	\$36.41	-0.1%



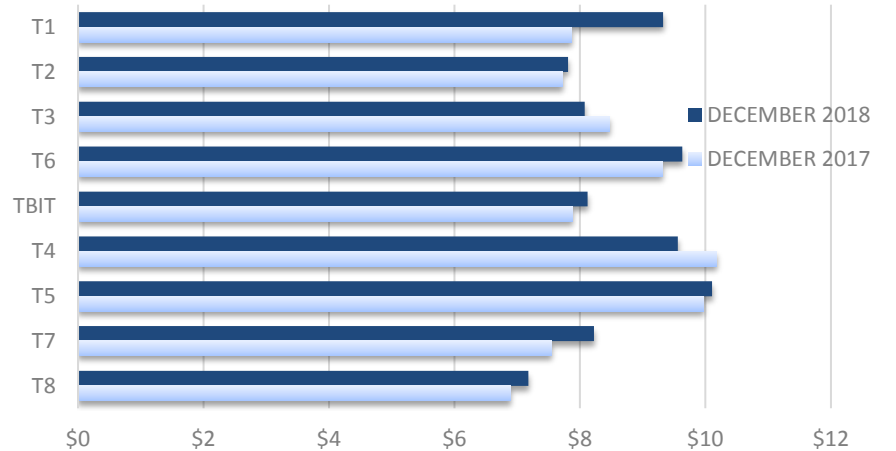
ADVERTISING	DECEMBER 2018	DECEMBER 2017	CHANGE
LAX 	\$1.25	\$1.42	-12%
TOTAL	\$1.25	\$1.42	-12%



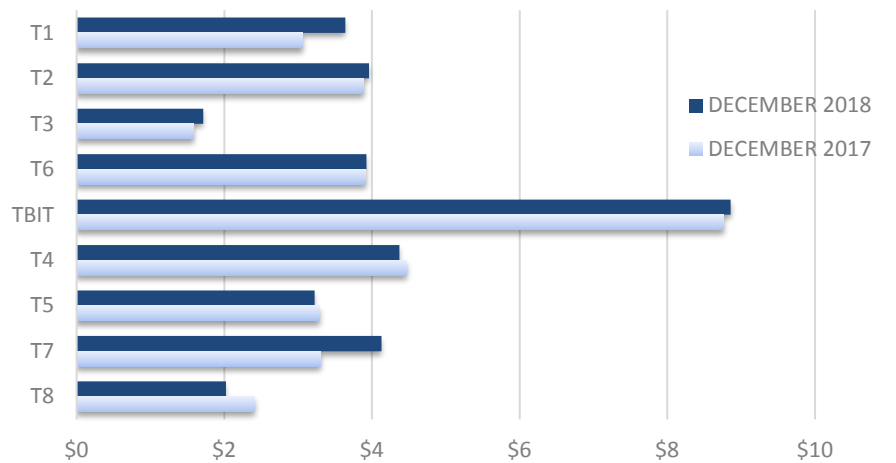
DUTY FREE ¹	DECEMBER 2018	DECEMBER 2017	CHANGE
T2	\$8.16	\$9.27	-12%
T3	\$1.48	\$2.28	-35%
T4 	\$6.49	\$6.77	-4%
T5	\$0.14 ²	\$0.17 ²	-17%
T6	\$2.87	\$2.77	+4%
T7	\$8.36	\$7.18	+16%
TBIT	\$23.18	\$23.12	+0.2%
TOTAL	\$12.52	\$12.56	-0.3%




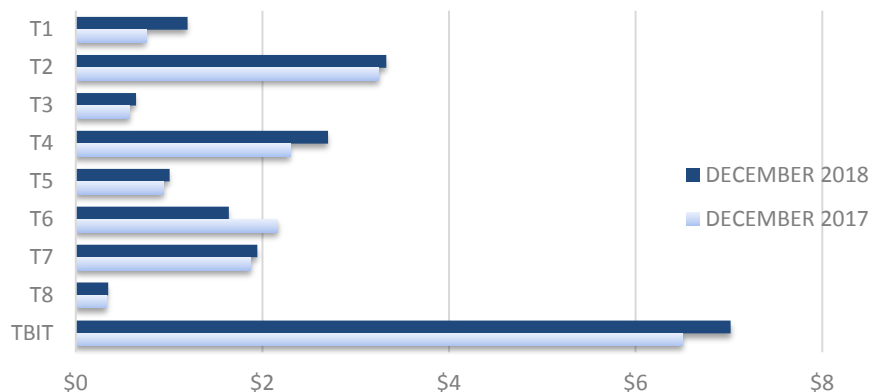
F & B	DECEMBER 2018	DECEMBER 2017	CHANGE
T1	\$9.32	\$7.87	+19%
T2	\$7.81	\$7.72	+1%
T3	\$8.07	\$8.47	-5%
T6	\$9.63	\$9.32	+3%
TBIT 	\$8.12	\$7.88	+3%
TCM TERM.	\$8.53	\$8.18	+4%
T4	\$9.56	\$10.18	-6%
T5	\$10.10	\$9.96	+1%
T7	\$8.22	\$7.54	+9%
T8	\$7.18	\$6.90	+4%
NON-TCM TERM.	\$9.09	\$9.02	+1%
TOTAL	\$8.75	\$8.50	+3%



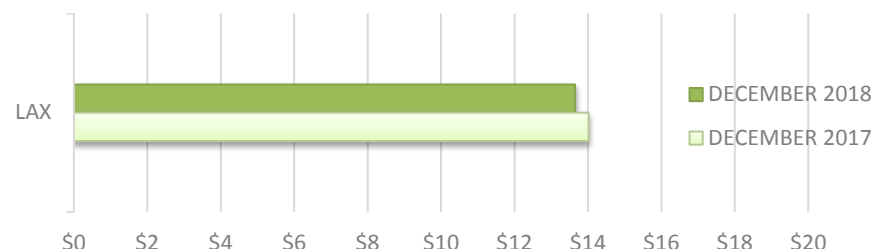
RETAIL	DECEMBER 2018	DECEMBER 2017	CHANGE
T1	\$3.64	\$3.06	+19%
T2	\$3.96	\$3.89	+2%
T3	\$1.71	\$1.58	+8%
T6	\$3.93	\$3.91	+0.3%
TBIT 	\$8.86	\$8.76	+1%
TCM TERM.	\$5.24	\$5.05	+4%
T4	\$4.37	\$4.46	-2%
T5	\$3.22	\$3.29	-2%
T7	\$4.13	\$3.30	+25%
T8	\$2.02	\$2.40	-16%
NON-TCM TERM.	\$3.72	\$3.58	+4%
TOTAL	\$4.65	\$4.49	+3%



SERVICES	DECEMBER 2018	DECEMBER 2017	CHANGE
T1	\$1.20	\$0.75	+59%
T2	\$3.33	\$3.24	+3%
T3	\$0.65	\$0.58	+12%
T4 	\$2.70	\$2.30	+18%
T5	\$1.00	\$0.94	+7%
T6	\$1.64	\$2.16	-24%
T7	\$1.94	\$1.88	+4%
T8	\$0.35	\$0.33	+5%
TBIT	\$7.02	\$6.50	+8%
TOTAL	\$2.83	\$2.67	+6%



RAC	DECEMBER 2018	DECEMBER 2017	CHANGE
LAX 	\$13.65	\$14.02	-3%
TOTAL	\$13.65	\$14.02	-3%



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 one exception being Duty Free SPE in T5. This is due to the fact that, post-airlines relocation, T5 is made up almost entirely of domestic PAX. Therefore, it is more appropriate to use the all enplaned PAX number as the denominator instead of the international enplaned PAX.