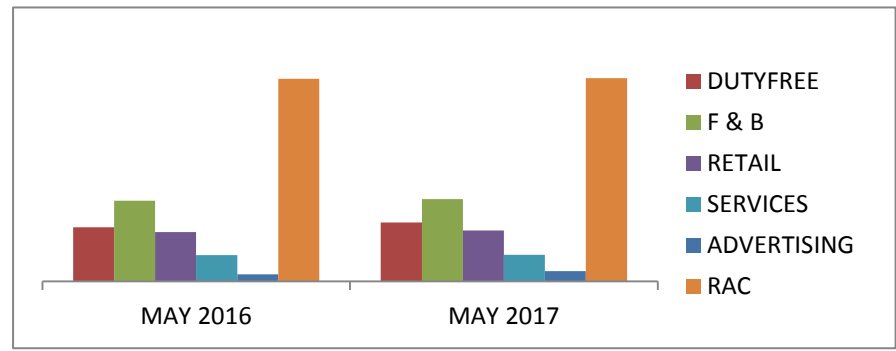


MAY 2017

CONCESSION	MAY 2016	MAY 2017	% CHANGE
DUTYFREE	\$17,709,319	\$19,253,858	9%
F & B	\$26,341,258	\$26,931,295	2%
RETAIL	\$16,097,232	\$16,663,362	4%
SERVICES	\$8,646,467	\$8,703,349	1%
IN-TERMINAL CONC.	\$68,794,276	\$71,551,865	4%
ADVERTISING	\$2,377,489	\$3,418,876	44%
RAC	\$66,303,209	\$66,465,965	0.2%
OTHER CONC.	\$68,680,697	\$69,884,841	2%
TOTAL CONC.	\$137,474,973	\$141,436,706	3%



DUTY FREE	MAY 2016	MAY 2017	% CHANGE
T2	\$1,223,264	\$1,125,871	-8%
T3	\$45,564	\$64,357	41%
T4	\$286,018	\$542,903	90%
T5	\$528,271	\$277,360	-47%
T6	\$130,343	\$177,020	36%
T7	\$485,637	\$460,920	-5%
TBIT	\$15,010,222	\$16,605,427	11%
TOTAL	\$17,709,319	\$19,253,858	9%

ADVERTISING	MAY 2016	MAY 2017	% CHANGE
T1	\$152,186	\$190,528	25%
T2	\$26,781	\$169,472	533%
T3	\$242,366	\$364,434	50%
T4	\$375,174	\$572,140	52%
T5	\$186,436	\$293,839	58%
T6	\$72,394	\$231,630	220%
T7	\$306,439	\$182,205	-41%
T8	\$104,862	\$83,367	-20%
TBIT	\$910,851	\$1,331,260	46%
TOTAL	\$2,377,489	\$3,418,876	44%

F & B	MAY 2016	MAY 2017	% CHANGE
T1	\$3,068,343	\$3,757,784	22%
T2	\$1,881,451	\$2,686,098	43%
T3	\$2,264,321	\$2,176,061	-4%
T6	\$2,881,291	\$3,667,888	27%
TBIT	\$4,357,846	\$5,412,787	24%
TCM TERM.	\$14,453,253	\$17,700,618	22%
T4	\$3,796,744	\$4,109,962	8%
T5	\$4,352,034	\$4,411,150	1%
T7	\$2,511,015	\$2,638,117	5%
T8	\$1,228,212	\$1,080,201	-12%
NON-TCM TERM.	\$11,888,004	\$12,239,430	3%
TOTAL	\$26,341,258	\$29,940,048	14%

RAC	MAY 2016	MAY 2017	% CHANGE
LAX	\$66,303,209	\$66,465,965	0.2%
TOTAL	\$66,303,209	\$66,465,965	0.2%

RETAIL	MAY 2016	MAY 2017	% CHANGE
T1	\$1,375,653	\$1,169,839	-15%
T2	\$1,123,440	\$1,421,896	27%
T3	\$1,241,303	\$968,520	-22%
T6	\$1,444,584	\$1,492,310	3%
TBIT	\$6,428,049	\$6,815,188	6%
TCM TERM.	\$11,613,029	\$11,867,754	2%
T4	\$1,631,479	\$1,910,674	17%
T5	\$1,238,715	\$1,357,096	10%
T7	\$1,189,939	\$1,279,531	8%
T8	\$424,071	\$413,589	-2%
NON-TCM TERM.	\$4,484,203	\$4,960,890	11%
TOTAL	\$16,097,232	\$16,828,644	5%

Comments:
Overall, **Concession sales** are up 3% (\$3.96MM) YoY. When looking at **In-Terminal Concession sales** only (excluding Advertising and RAC), sales are up 4% (\$2.76MM) YoY, which is more than the 6% pax growth during the same period.

Duty Free sales are up 9% (\$1.54MM). In **T2**, significant drop in sales from Latin Americans, Canadians, European was due to airline relocation. An uplift from PRC, Brazil, Japanese and Korean was not able to make up for the drop from key nationalities. Working to re-assort the consumables shop to tailor more for domestic customers. In **T3, T4 and T6**, great performance across all categories due to increased flights as a result of the airline relocation. In **T5**, soft performance across all categories due to reduction of international flights as there is only, on average, one international china flight per day. Work in progress to reduce duty free and add duty paid assortments for the new customer profiles. In **T7**, less international passengers and more domestic led to soft performance for spirit category. Work in progress to increase duty paid food assortment in store. In **TBIT**, a solid performance with good growth in our business from PRC, Europeans, Latin Americans, Philippines due to airline relocation projects.

F&B overall sales are up 14% (\$3.60MM). Sales in **TCM terminals (1, 2, 3, 6, TBIT)** are up 22% (\$3.25MM) while enplanement in these terminals are up by 10%. Sales in **Non-TCM terminals (4, 5, 7, 8)** are up by 3% (\$351K), while enplanement in these terminals are down 1%.

Retail overall sales are up 5% (\$731K). **TCM terminals** sales grew by 2% (\$255K), while sales in **Non-TCM terminals** grew by 11% (\$477K). Sales from **Services** are up 1% (\$57K) YoY.

Advertising sales are up 44% (\$1.04MM) due to huge increases in T2, T3, T4, T5, T6, and TBIT.

Lastly, sales from **RAC** are barely up by 0.2% (\$163K) YoY.

SERVICES	MAY 2016	MAY 2017	% CHANGE
T1	\$56,449	\$70,658	25%
T2	\$1,202,286	\$1,206,228	0%
T3	\$128,920	\$89,229	-31%
T4	\$641,039	\$741,642	16%
T5	\$932,880	\$594,278	-36%
T6	\$426,314	\$870,021	104%
T7	\$812,927	\$633,230	-22%
T8	\$32,169	\$40,833	27%
TBIT	\$4,413,482	\$4,457,230	1%
TOTAL	\$8,646,467	\$8,703,349	1%

