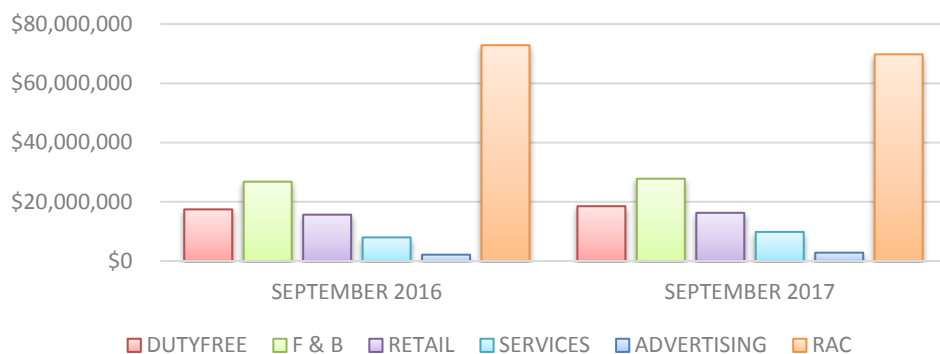


CONCESSION GROSS SALES SEPTEMBER 2017

Last Update: 12/4/17
Chayot Ing-aram

CONCESSION	SEPTEMBER 2016	SEPTEMBER 2017	% CHANGE
DUTYFREE	\$17,424,262	\$18,497,699	6%
F & B	\$26,776,609	\$27,770,203	4%
RETAIL	\$15,636,619	\$16,258,002	4%
SERVICES	\$7,965,649	\$9,810,066	23%
IN-TERMINAL CONC.	\$67,803,139	\$72,335,969	7%
ADVERTISING	\$2,124,812	\$2,801,657	32%
RAC	\$72,855,683	\$69,774,398	-4%
OTHER CONC.	\$74,980,495	\$72,576,055	-3%
TOTAL CONC.	\$142,783,634	\$144,912,024	1%



DUTY FREE	SEPTEMBER 2016	SEPTEMBER 2017	% CHANGE
T2	\$1,295,687	\$1,086,655	-16%
T3	\$43,115	\$73,324	70%
T4	\$452,342	\$484,280	7%
T5	\$504,481	\$66,186	-87%
T6	\$102,124	\$362,589	255%
T7	\$430,991	\$372,050	-14%
TBIT	\$14,595,522	\$16,052,614	10%
TOTAL	\$17,424,262	\$18,497,699	6%

ADVERTISING	SEPTEMBER 2016	SEPTEMBER 2017	% CHANGE
T1	\$118,584	\$166,992	41%
T2	\$28,906	\$180,277	524%
T3	\$176,563	\$239,129	35%
T4	\$334,861	\$332,041	-1%
T5	\$273,245	\$107,819	-61%
T6	\$79,839	\$242,691	204%
T7	\$218,597	\$165,286	-24%
T8	\$73,081	\$68,279	-7%
TBIT	\$821,139	\$1,299,142	58%
TOTAL	\$2,124,812	\$2,801,657	32%

F & B	SEPTEMBER 2016	SEPTEMBER 2017	% CHANGE
T1	\$3,143,465	\$2,988,454	-5%
T2	\$1,945,839	\$2,788,335	43%
T3	\$2,437,118	\$1,935,989	-21%
T6	\$3,246,592	\$3,385,358	4%
TBIT	\$4,719,901	\$5,655,831	20%
TCM TERM.	\$15,492,914	\$16,753,968	8%
T4	\$3,709,555	\$3,927,256	6%
T5	\$4,022,427	\$3,685,572	-8%
T7	\$2,485,874	\$2,514,759	1%
T8	\$1,065,839	\$888,649	-17%
NON-TCM TERM.	\$11,283,694	\$11,016,235	-2%
TOTAL	\$26,776,609	\$27,770,203	4%

RAC	SEPTEMBER 2016	SEPTEMBER 2017	% CHANGE
LAX	\$72,855,683	\$69,774,398	-4%
TOTAL	\$72,855,683	\$69,774,398	-4%

COMMENTS:

Overall, Concession sales are up 1% (\$2.13MM) YoY. When looking at In-Terminal Concession sales only (excluding Advertising and RAC), sales are up 7% (\$4.53MM) YoY, which is more than the 3% pax growth during the same period.

Duty Free sales are up 6% (\$1.07MM). In T2, we are seeing a similar trend to last month with drop coming from Europeans and Latin Americans; with a bigger drop to the spirit, wine & tobacco business comparing with beauty. The addition of food is working well. In T3, T4, & T6, we are seeing a great surge in sales due to more international flights with strong growth in Spirits, Tobacco and Fragrance. In T5, we are seeing a decline in sales as terminal is completely domestic. Work in progress to expand fragrance and domestic gifting concepts. Work in place for a total shop brand lineup change in early 2018. In T7, sales pattern has been fluctuating. DFS team is working closely with headquarters on more even stock flow replenishment. In TBIT, we are seeing good growth in sales across all categories. Continuing positive trends on sales, transactions, and spending

F&B overall sales are up 4% (\$0.99MM). Sales in TCM terminals (1, 2, 3, 6, TBIT) are up 8% (\$1.26MM), while enrollment in these terminals are up 9%. Note, however, that Food Court in T1 is currently closed for remodeling. Sales in Non-TCM terminals (4, 5, 7, 8) are down -2% or \$-267K, while enrollment in these terminals are down -7%.

Retail overall sales are up 4% (\$621K). TCM terminals sales grew by 4% (\$501K), while sales in Non-TCM terminals grew by 3% (\$120K).

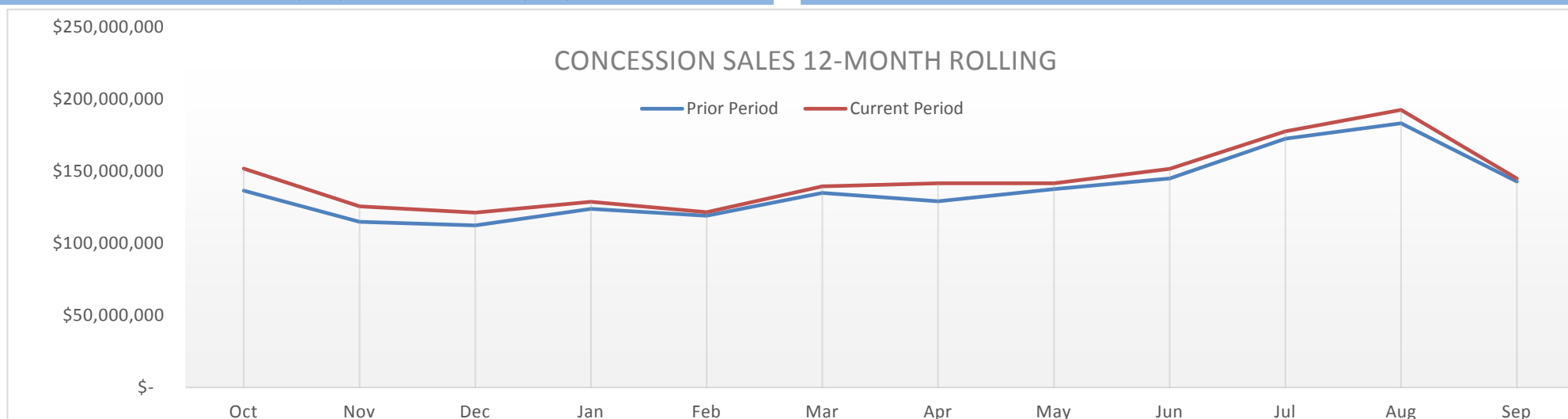
Services overall sales are up 23% (\$1.84MM). This increase in sales are as a result of Lenlyn (currency exchange) and the introduction of new revenue source (Alclear).

Advertising sales are up 32% (\$677K) due to huge increase in T2, T6 and TBIT.

Lastly, RAC sales are down -4% (\$0MM) YoY.

RETAIL	SEPTEMBER 2016	SEPTEMBER 2017	% CHANGE
T1	\$1,137,976	\$1,135,125	-0.3%
T2	\$1,189,916	\$1,517,820	28%
T3	\$1,185,456	\$393,890	-67%
T6	\$1,324,529	\$1,516,197	14%
TBIT	\$6,310,321	\$7,086,078	12%
TCM TERM.	\$11,148,198	\$11,649,110	4%
T4	\$1,668,276	\$1,817,789	9%
T5	\$1,265,936	\$1,245,628	-2%
T7	\$1,150,711	\$1,215,976	6%
T8	\$403,498	\$329,499	-18%
NON-TCM TERM.	\$4,488,421	\$4,608,892	3%
TOTAL	\$15,636,619	\$16,258,002	4%

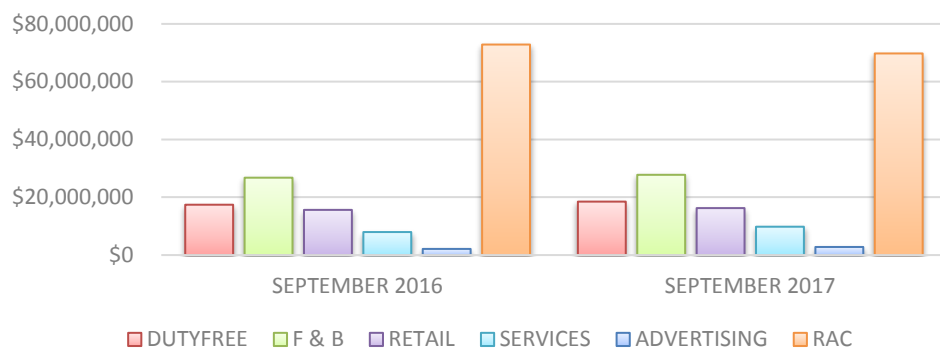
SERVICES	SEPTEMBER 2016	SEPTEMBER 2017	% CHANGE
T1	\$48,381	\$24,436	-49%
T2	\$1,173,049	\$1,904,547	62%
T3	\$71,944	\$58,209	-19%
T4	\$617,821	\$842,387	36%
T5	\$738,060	\$249,657	-66%
T6	\$507,134	\$720,043	42%
T7	\$615,412	\$558,631	-9%
T8	\$26,477	\$21,436	-19%
TBIT	\$4,167,372	\$5,430,720	30%
TOTAL	\$7,965,649	\$9,810,066	23%



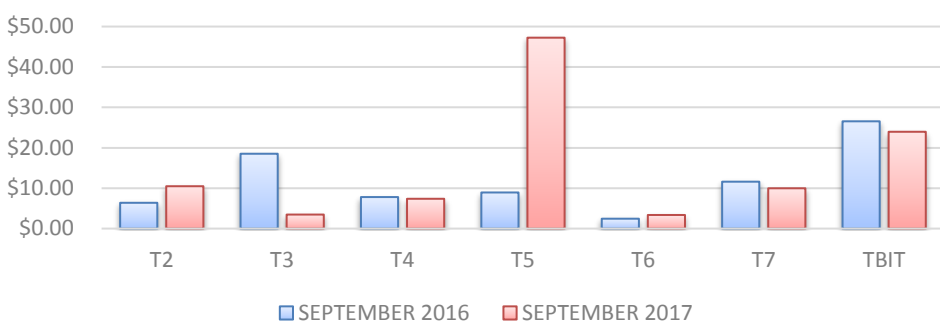
CONCESSION GROSS SALES PER ENPLANEMENT SEPTEMBER 2017

Last Update: 12/4/17
Chayot Ing-aram

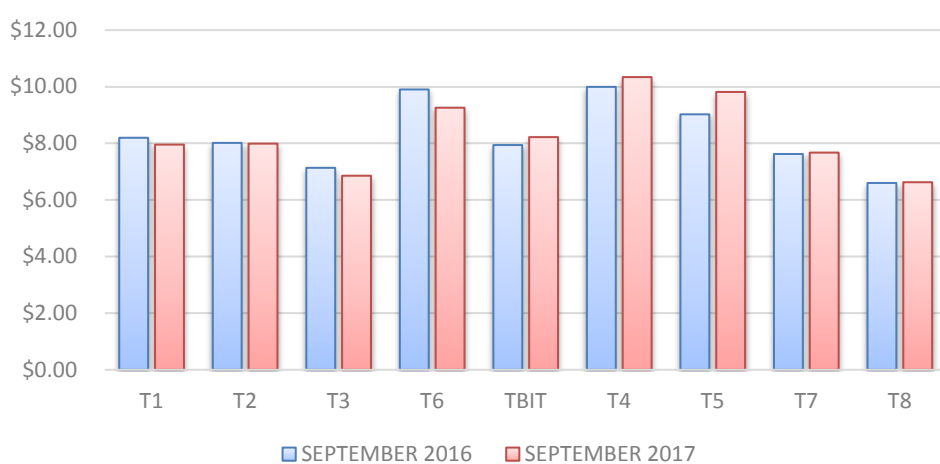
CONCESSION	SEPTEMBER 2016	SEPTEMBER 2017	% CHANGE
DUTYFREE*	\$18.20	\$18.24	0.2%
F & B	\$8.38	\$8.47	1%
RETAIL	\$4.90	\$4.96	1%
SERVICES	\$2.49	\$2.99	20%
IN-TERMINAL CONC.	\$21.23	\$22.07	4%
ADVERTISING	\$0.67	\$0.85	29%
RAC	\$22.81	\$21.29	-7%
OTHER CONC.	\$23.47	\$22.14	-6%
TOTAL CONC.	\$44.70	\$44.21	-1%



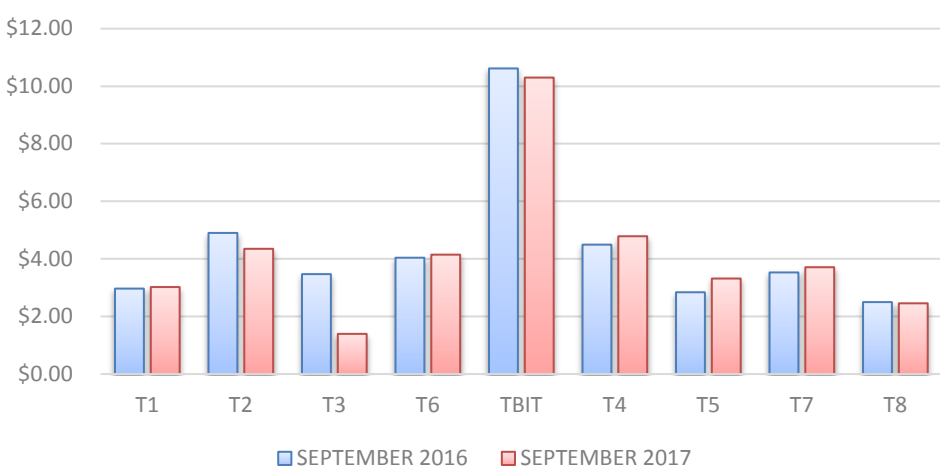
DUTY FREE*	SEPTEMBER 2016	SEPTEMBER 2017	% CHANGE
T2	\$6.38	\$10.48	64%
T3	\$18.52	\$3.47	-81%
T4	\$7.80	\$7.38	-5%
T5	\$8.94	\$47.24	429%
T6	\$2.45	\$3.37	38%
T7	\$11.61	\$9.97	-14%
TBIT	\$26.55	\$23.96	-10%
TOTAL	\$18.20	\$18.24	0.2%



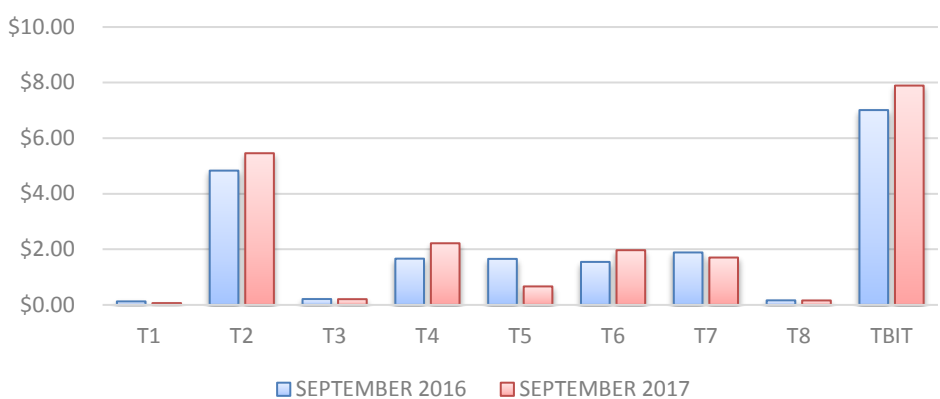
F & B	SEPTEMBER 2016	SEPTEMBER 2017	% CHANGE
T1	\$8.20	\$7.96	-3%
T2	\$8.02	\$7.99	-0.3%
T3	\$7.14	\$6.86	-4%
T6	\$9.90	\$9.26	-7%
TBIT	\$7.94	\$8.22	4%
TCM TERM.	\$8.20	\$8.13	-1%
T4	\$9.99	\$10.34	3%
T5	\$9.03	\$9.82	9%
T7	\$7.62	\$7.67	1%
T8	\$6.60	\$6.63	0.4%
NON-TCM TERM.	\$8.65	\$9.05	5%
TOTAL	\$8.38	\$8.47	1%



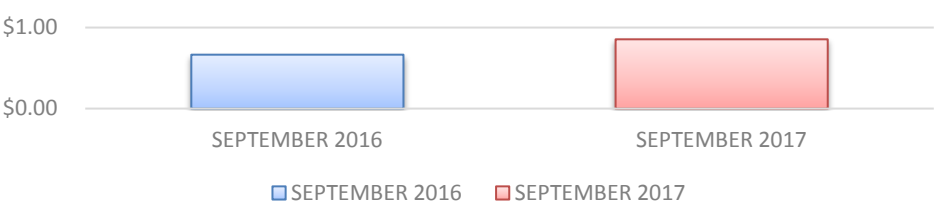
RETAIL	SEPTEMBER 2016	SEPTEMBER 2017	% CHANGE
T1	\$2.97	\$3.02	2%
T2	\$4.90	\$4.35	-11%
T3	\$3.47	\$1.40	-60%
T6	\$4.04	\$4.15	3%
TBIT	\$10.62	\$10.30	-3%
TCM TERM.	\$5.90	\$5.65	-4%
T4	\$4.49	\$4.79	6%
T5	\$2.84	\$3.32	17%
T7	\$3.53	\$3.71	5%
T8	\$2.50	\$2.46	-2%
NON-TCM TERM.	\$3.44	\$3.79	10%
TOTAL	\$4.90	\$4.96	1%



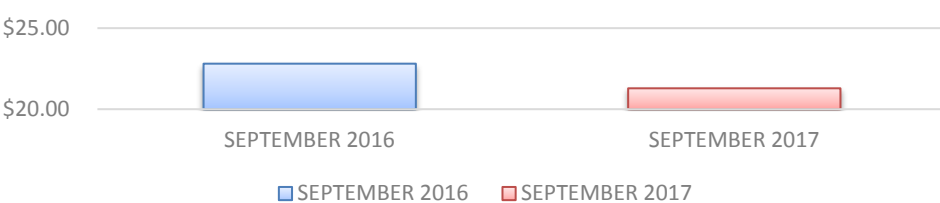
SERVICES	SEPTEMBER 2016	SEPTEMBER 2017	% CHANGE
T1	\$0.13	\$0.07	-48%
T2	\$4.83	\$5.46	13%
T3	\$0.21	\$0.21	-2%
T4	\$1.66	\$2.22	33%
T5	\$1.66	\$0.66	-60%
T6	\$1.55	\$1.97	27%
T7	\$1.89	\$1.70	-10%
T8	\$0.16	\$0.16	-3%
TBIT	\$7.01	\$7.89	13%
TOTAL	\$2.49	\$2.99	20%



ADVERTISING	SEPTEMBER 2016	SEPTEMBER 2017	% CHANGE
ADVERTISING	\$0.67	\$0.85	29%



RAC	SEPTEMBER 2016	SEPTEMBER 2017	% CHANGE
RAC	\$22.81	\$21.29	-7%



* Duty Free Sales per Enplanement (SPE) is based on international enplanement only. Everything else uses total enplanement.