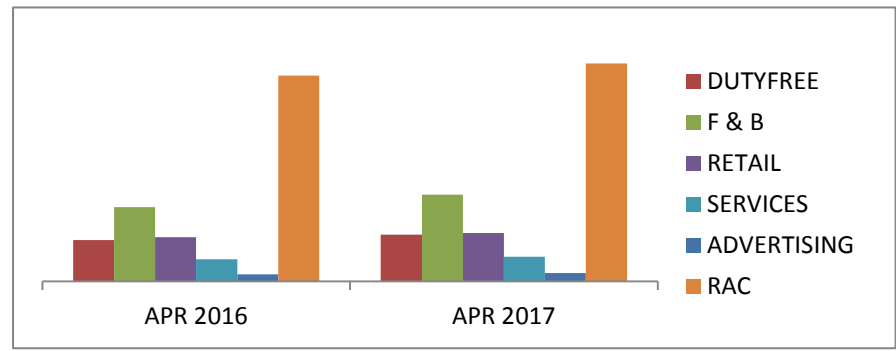


APR 2017

CONCESSION	APR 2016	APR 2017	% CHANGE
DUTYFREE	\$13,518,472	\$15,298,807	13%
F & B	\$24,308,316	\$28,378,057	17%
RETAIL	\$14,457,770	\$15,839,541	10%
SERVICES	\$7,199,072	\$8,032,681	12%
IN-TERMINAL CONC.	\$59,483,630	\$67,549,085	14%
ADVERTISING	\$2,285,580	\$2,695,455	18%
RAC	\$67,288,943	\$71,266,583	6%
OTHER CONC.	\$69,574,523	\$73,962,038	6%
TOTAL CONC.	\$129,058,153	\$141,511,123	10%



DUTY FREE	APR 2016	APR 2017	% CHANGE
T2	\$1,033,289	\$1,179,816	14%
T3	\$34,807	\$36,122	4%
T4	\$227,338	\$428,033	88%
T5	\$361,664	\$345,279	-5%
T6	\$125,523	\$113,947	-9%
T7	\$310,662	\$331,514	7%
TBIT	\$11,425,188	\$12,864,096	13%
TOTAL	\$13,518,472	\$15,298,807	13%

ADVERTISING	APR 2016	APR 2017	% CHANGE
T1	\$140,022	\$128,336	-8%
T2	\$39,276	\$111,746	185%
T3	\$212,742	\$122,174	-43%
T4	\$204,787	\$471,910	130%
T5	\$199,420	\$347,610	74%
T6	\$78,782	\$207,771	164%
T7	\$282,587	\$191,017	-32%
T8	\$91,973	\$82,898	-10%
TBIT	\$1,035,992	\$1,031,994	-0.4%
TOTAL	\$2,285,580	\$2,695,455	18%

F & B	APR 2016	APR 2017	% CHANGE
T1	\$2,926,546	\$3,781,375	29%
T2	\$1,566,184	\$2,042,738	30%
T3	\$2,208,764	\$2,164,946	-2%
T6	\$2,678,129	\$3,537,431	32%
TBIT	\$3,638,486	\$4,664,663	28%
TCM TERM.	\$13,018,109	\$16,191,153	24%
T4	\$3,715,551	\$3,957,955	7%
T5	\$4,186,429	\$3,821,041	-9%
T7	\$2,235,929	\$2,628,976	18%
T8	\$1,152,297	\$1,778,931	54%
NON-TCM TERM.	\$11,290,207	\$12,186,903	8%
TOTAL	\$24,308,316	\$28,378,057	17%

RAC	APR 2016	APR 2017	% CHANGE
LAX	\$67,288,943	\$71,266,583	6%
TOTAL	\$67,288,943	\$71,266,583	6%

RETAIL	APR 2016	APR 2017	% CHANGE
T1	\$1,223,830	\$1,197,456	-2%
T2	\$952,927	\$1,234,586	30%
T3	\$1,138,155	\$1,165,743	2%
T6	\$1,323,626	\$1,415,418	7%
TBIT	\$5,573,320	\$5,984,376	7%
TCM TERM.	\$10,211,858	\$10,997,580	8%
T4	\$1,612,936	\$1,811,413	12%
T5	\$1,180,800	\$1,413,063	20%
T7	\$1,053,836	\$1,226,717	16%
T8	\$398,341	\$390,768	-2%
NON-TCM TERM.	\$4,245,912	\$4,841,961	14%
TOTAL	\$14,457,770	\$15,839,541	10%

Comments:
Overall, **Concession sales** are up 10% (\$12.45M) YoY. When looking at **In Terminal Concession sales** only (excluding Advertising and RAC), sales are up 14% (\$8.07M) YoY, which is more than the 9% pax growth during the same period.
Duty Free sales are up 13% (\$1.78M). Good sales growth from Latin American and Candadian pax, albeit slight decrease in PRC sales led to a 14% growth in **T2**. Good sales growth from Fragrance due to price markdown and local food brands led to a 4% growth in **T3**. Increased pax spending across all categories led to 88% growth in **T4**. Changes in airline patterns led to soft month for Spirits, Food, Cosmetics, and an overall 5% decrease in **T5** despite good performance for fragrancce due to markdown campaign. Changes in airline patterns also led to soft month for all categories with the exception of Food and Cosmetics with an overall 9% reduction in **T6**. At the other end, changes in airline patterns led to a strong month across all categories in **T7**. This is a strong month for **TBIT** due to great sales growth from PRC and local pax. Europeans and Koreans are also benefiting from a more favorable currency position. Strong "Price Match Campaign" driving the business for Consumables and Beauty. Fashion and Luxury riding on key global launches and new assortment and continue to deliver good results. Overall, **TBIT** sales are up 13%.
F&B overall sales are up 17% (\$4.07M). Sales in **TCM terminals (1, 2, 3, 6, TBIT)** are up 24% (\$3.14M) while enplanement in these terminals are up by 11%. Sales in **Non-TCM terminals (4, 5, 7, 8)** increased by 8% (\$897K), while enplanement in these terminals are up 6%.
Retail overall sales are up 10% (\$1.38M). **TCM terminals** sales growth of 8% (\$786K) outpaced the 11% pax growth. In **Non-TCM terminals**, retail sales growth of 14% (\$596K) also outpaced the 8% pax growth.
Sales from **Services** are up 12% (\$834K) YoY.
Advertising sales are up 18% (\$410K) due to iVisions, Bridge Media Brands, and additional inventory post construction. Lastly, sales from **RAC** are up 6% (\$3.98M) YoY.

SERVICES	APR 2016	APR 2017	% CHANGE
T1	\$51,098	\$66,315	30%
T2	\$811,779	\$967,604	19%
T3	\$115,454	\$87,425	-24%
T4	\$596,695	\$774,371	30%
T5	\$930,454	\$775,341	-17%
T6	\$449,968	\$831,098	85%
T7	\$635,023	\$559,390	-12%
T8	\$33,720	\$34,428	2%
TBIT	\$3,574,881	\$3,936,709	10%
TOTAL	\$7,199,072	\$8,032,681	12%

