

## **CONCESSION GROSS SALES JULY 2020**

Last Update: 10/19/2020 Finance and Budget Division



ADVERTISING						
DUTYFREE						
F&B						JUL2020
RETAIL					-	JUL2019
SERVICES						
RAC						
\$	0 \$2	20 \$4	0 \$60	0 \$8	0 \$10	00 MILLIONS

ADVERTISING	JULY 2020	JULY 2019	CHANGE
T1	\$56,107	\$329,765	-83.0%
T2	\$211,763	\$394,219	-46.3%
T3	\$177,940	\$378,098	-52.9%
T4	\$162,257	\$558,307	-70.9%
T5	\$90,869	\$252,142	-64.0%
T6	\$16,909	\$164,948	-89.7%
T7	\$61,513	\$385,619	-84.0%
Т8	\$706	\$121,942	-99.4%
TBIT	\$233,385	\$1,576,588	-85.2%
TOTAL	\$1,011,449	\$4,161,628	-75.7%

RAC	JULY 2020	JULY 2019	CHANGE
LAX	\$18,089,538	\$86,280,251	-79.0%
TOTAL	\$18,089,538	\$86,280,251	-79.0%

/	Ove
%	sale
%	Sale

**COMMENTS:** 

Overall, Concession sales are down 83.6% (\$147.27m). In-Terminal Concession es are down 88% (\$79.08m), compared to the 81.1% enplaned passenger (PAX) decline during the same period.

Advertising sales are down 75.7% (\$3.15m).

Duty Free sales are down 100% (\$19.11m). All the Duty-Free stores are closed as the Int' PAX numbers are down 91.1% YoY due to impact of COVID-19.

F & B sales are down 89% (\$31.69m), which is worse than the decrease in PAX of 81.1%. Sales in TCM terminals are down 89.4% (\$18.6m), while TCM terminals PAX are down 84.7%. Sales in Non-TCM terminals are down 88.4% (\$13.08m), while the PAX in Non-TCM terminals are down 75.5%.

Retail sales are down 80.6% (\$15.96m). TCM terminals sales are down 85.9% (\$11.78m) compared to the 84.7% decrease in TCM terminals PAX numbers. Sales in Non-TCM terminals are down 68.7% (\$4.18m), while PAX numbers in Non-TCM terminals are down 75.5%.

**CONCESSION SALES ROLLING 12-MONTH** 

Gross sales from Services are down 82.5% (\$9.29m).

RAC sales are down 79% (\$68.19m).

\$250

MILLIONS

DUTY FREE	JULY 2020	JULY 2019	CHANGE
T2	\$0	\$560,289	-100.0%
T3	\$0	\$45,657	-100.0%
T4 DUTY	\$0	\$542,395	-100.0%
T5 FREE	\$0	\$56,956	-100.0%
T6	\$0	\$327,190	-100.0%
T7	\$0	\$345,959	-100.0%
TBIT	\$0	\$17,236,457	-100.0%
TOTAL	\$0	\$19,114,904	-100.0%

F & B	JULY 2020	JULY 2019	CHANGE
T1	\$602,997	\$3,792,155	-84.1%
T2	\$654,070	\$3,343,724	-80.4%
T3	\$2,062	\$3,014,207	-99.9%
T6	\$475,764	\$3,800,758	-87.5%
TBIT	\$467,969	\$6,855,676	-93.2%
TCM TERM.	\$2,202,862	\$20,806,521	-89.4%
T4	\$705,452	\$4,795,481	-85.3%
T5	\$728,495	\$4,966,082	-85.3%
T7	\$278,611	\$3,748,288	-92.6%
T8	\$0	\$1,287,455	-100.0%
NON-TCM TERM.	\$1,712,558	\$14,797,305	-88.4%
TOTAL	\$3,915,420	\$35,603,826	-89.0%

RETAIL	JULY 2020	JULY 2019	CHANGE
T1	\$528,057	\$1,914,998	-72.4%
T2	\$497,684	\$1,685,160	-70.5%
T3	\$1,147	\$755,490	-99.8%
T6	\$308,517	\$1,566,080	-80.3%
TBIT	\$601,175	\$7,793,410	-92.3%
TCM TERM.	\$1,936,580	\$13,715,138	-85.9%
T4	\$695,354	\$2,281,108	-69.5%
T5	\$828,437	\$1,470,766	-43.7%
T7	\$375,974	\$1,942,519	-80.6%
T8	\$0	\$382,296	-100.0%
NON-TCM TERM.	\$1,899,764	\$6,076,690	-68.7%
TOTAL	\$3,836,345	\$19,791,828	-80.6%

\$1,972,519

\$11,262,885

TOTAL

T2	\$497,684	\$1,685,160	-70.5%	_	
Т3	\$1,147	\$755,490	-99.8%	\$200	
T6	\$308,517	\$1,566,080	-80.3%		
TBIT	\$601,175	\$7,793,410	-92.3%		
TCM TERM.	\$1,936,580	\$13,715,138	-85.9%		
T4	\$695,354	\$2,281,108	-69.5%	\$150	
T5	\$828,437	\$1,470,766	-43.7%		
T7	\$375,974	\$1,942,519	-80.6%		
Т8	\$0	\$382,296	-100.0%		
NON-TCM TERM.	\$1,899,764	\$6,076,690	-68.7%	\$100	
TOTAL	\$3,836,345	\$19,791,828	-80.6%		
SERVICES	JULY 2020	JULY 2019	CHANGE		
SERVICES T1	<b>JULY 2020</b> \$302,724	<b>JULY 2019</b> \$422,300	<b>CHANGE</b> -28.3%	\$50	
				\$50	
T1	\$302,724	\$422,300	-28.3%	\$50	
T1 T2	\$302,724 \$507,328	\$422,300 \$1,747,482	-28.3% -71.0%	\$50	
T1 T2 T3	\$302,724 \$507,328 \$7,159	\$422,300 \$1,747,482 \$92,575	-28.3% -71.0% -92.3%	\$50	
T1 T2 T3 T4	\$302,724 \$507,328 \$7,159 \$163,846	\$422,300 \$1,747,482 \$92,575 \$1,150,606	-28.3% -71.0% -92.3% -85.8%		AUG SEP OCT NOV DEC JAN FEB MAR APR MAY JUN JUL
T1 T2 T3 T4 T5	\$302,724 \$507,328 \$7,159 \$163,846 \$141,561	\$422,300 \$1,747,482 \$92,575 \$1,150,606 \$401,680	-28.3% -71.0% -92.3% -85.8% -64.8%		AUG SEP OCT NOV DEC JAN FEB MAR APR MAY JUN JUL
T1 T2 T3 T4 T5 T6	\$302,724 \$507,328 \$7,159 \$163,846 \$141,561 \$189,604	\$422,300 \$1,747,482 \$92,575 \$1,150,606 \$401,680 \$838,977	-28.3% -71.0% -92.3% -85.8% -64.8% -77.4%		
T1 T2 T3 T4 T5 T6 T7	\$302,724 \$507,328 \$7,159 \$163,846 \$141,561 \$189,604 \$185,150	\$422,300 \$1,747,482 \$92,575 \$1,150,606 \$401,680 \$838,977 \$880,043	-28.3% -71.0% -92.3% -85.8% -64.8% -77.4% -79.0%		AUG SEP OCT NOV DEC JAN FEB MAR APR MAY JUN JUL  — Current Period — Prior Period

-82.5%



## CONCESSION GROSS SALES PER ENPLANEMENT JULY 2020

Last Update: 10/19/2020 Finance and Budget Division

	D AIRPORTS								
CONCESSION	JULY 2020	JULY 2019	CHANGE	_					
ADVERTISING	\$1.31	\$1.02	+28.4%	ADVERTISING					
DUTYFREE <sup>1</sup>	\$0.00	\$11.15	-100.0%	DUTYFREE					
F&B	\$5.07	\$8.73	-41.9%		_				
RETAIL	\$5.08	\$4.84	+4.9%	F&B					■ JUL2020
				RETAIL					
SERVICES	\$2.55	\$2.76	-7.5%						JUL2019
IN-TERMINAL CON.	\$14.01	\$22.04	-36.4%	SERVICES					
RAC	\$23.43	\$21.15	+10.8%	RAC					
OFF-TERMINAL CON.	\$23.43	\$21.15	+10.8%						
<b>TOTAL CONCESSION</b>	\$37.44	\$43.19	-13.3%	\$0	\$5	\$10	\$15	\$20	\$25
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ADVERTISING	JULY 2020	JULY 2019	CHANGE						
LAX	\$1.31	\$1.02	+28.4%	LAX					■ JUL2020
LAX	Ş1.31	\$1.02	<b>+20.4</b> /0						JUL2019
TOTAL	\$1.31	\$1.02	+28.4%	\$0.0	\$0.2 \$0.4	\$0.6	\$0.8 \$1.0	\$1.2	\$1.4
DUTY FREE <sup>1</sup>	JULY 2020	JULY 2019	CHANGE						
T2	\$0.00	\$5.04	-100.0%	T2					
T3	\$0.00	\$0.88	-100.0%	Т3					
				T4					■ JUL2020
T4	\$0.00	\$7.40	-100.0%	T5					JUL2019
T5 DUTY FREE	\$0.00 <sup>2</sup>	\$0.11 <sup>2</sup>	-100.0%	T6					
T6	\$0.00	\$2.44	-100.0%						
T7	\$0.00	\$6.94	-100.0%	T7					
TBIT	\$0.00	\$22.04	-100.0%	TBIT			<u> </u>		
TOTAL	\$0.00	\$11.15	-100.0%	\$0	\$5	\$10	\$15	\$20	\$25
F & B	JULY 2020	JULY 2019	CHANGE	Т1					
T1	\$5.24	\$8.99	-41.7%	T1					
T2	\$5.37	\$7.41	-27.5%	T2					
T3	\$0.82	\$7.71	-89.4%	Т3					■JUL2020
T6	\$7.42	\$9.38	-20.8%	Т6					JUL2019
TBIT	\$6.17	\$8.47	-27.1%						
TCM TERM.	\$5.81	\$8.39	-30.8%	TBIT					
T4	\$5.20	\$10.14	-48.7%	T4					
T5	\$4.21	\$9.70	-56.6%	T5					
T7	\$3.51	\$8.63	-59.3%	T7					
Т8	\$0.00	\$7.12	-100.0%	T8					
		4							
NON-TCM TERM.	\$4.36	\$9.25	-52.9%	\$0	\$2 \$4	\$6	\$8	\$10	\$12
TOTAL	\$4.36 \$5.07	\$9.25 \$8.73	-52.9% -41.9%	\$0	\$2 \$4	\$6	\$8	\$10	\$12
TOTAL	\$5.07	\$8.73	-41.9%	\$0	\$2 \$4	\$6	\$8	\$10	\$12
TOTAL RETAIL	\$5.07 JULY 2020	\$8.73 JULY 2019	-41.9% CHANGE	\$0 T1	\$2 \$4	\$6	\$8	\$10	\$12
TOTAL RETAIL T1	\$5.07 JULY 2020 \$4.59	\$8.73 JULY 2019 \$4.54	-41.9% CHANGE +1.1%	Т1	\$2 \$4	\$6	\$8	\$10	\$12
TOTAL  RETAIL T1 T2	\$5.07 JULY 2020 \$4.59 \$4.08	\$8.73 JULY 2019 \$4.54 \$3.73	-41.9% CHANGE +1.1% +9.4%	T1 T2	\$2 \$4	\$6	\$8	\$10	
TOTAL  RETAIL T1 T2 T3	\$5.07 JULY 2020 \$4.59 \$4.08 \$0.46	\$8.73 JULY 2019 \$4.54 \$3.73 \$1.93	-41.9%  CHANGE +1.1% +9.4% -76.4%	Т1	\$2 \$4	\$6	\$8	\$10	■JUL2020
TOTAL  RETAIL  T1  T2  T3  T6	\$5.07 JULY 2020 \$4.59 \$4.08 \$0.46 \$4.81	\$8.73 JULY 2019 \$4.54 \$3.73 \$1.93 \$3.86	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6%	T1 T2	\$2 \$4	\$6	\$8	\$10	
TOTAL  RETAIL T1 T2 T3 T6 TBIT	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93	\$8.73 JULY 2019 \$4.54 \$3.73 \$1.93 \$3.86 \$9.63	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6%	T1 T2 T3 T6	\$2 \$4	\$6	\$8	\$10	■JUL2020
TOTAL  RETAIL  T1  T2  T3  T6	\$5.07 JULY 2020 \$4.59 \$4.08 \$0.46 \$4.81	\$8.73 JULY 2019 \$4.54 \$3.73 \$1.93 \$3.86	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6%	T1 T2 T3 T6 TBIT	\$2 \$4	\$6	\$8	\$10	■JUL2020
TOTAL  RETAIL T1 T2 T3 T6 TBIT	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93	\$8.73 JULY 2019 \$4.54 \$3.73 \$1.93 \$3.86 \$9.63	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6%	T1 T2 T3 T6	\$2 \$4	\$6	\$8	\$10	■JUL2020
TOTAL  RETAIL  T1  T2  T3  T6  TBIT  TCM TERM.	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13	\$8.73 JULY 2019 \$4.54 \$3.73 \$1.93 \$3.86 \$9.63 \$5.53	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7%	T1 T2 T3 T6 TBIT	\$2 \$4	\$6	\$8	\$10	■JUL2020
TOTAL  RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13  \$4.79	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7%	T1 T2 T3 T6 TBIT T4 T5	\$2 \$4	\$6	\$8	\$10	■JUL2020
TOTAL  RETAIL  T1  T2  T3  T6  TBIT  TCM TERM.  T4  T5  T7	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13  \$4.79  \$4.74	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9%	T1 T2 T3 T6 TBIT T4 T5 T7	\$2 \$4	\$6	\$8	\$10	■JUL2020
TOTAL  RETAIL  T1  T2  T3  T6  TBIT  TCM TERM.  T4  T5  T7  T8	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13  \$4.79  \$4.74  \$0.00	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0%	T1 T2 T3 T6 TBIT T4 T5	\$2 \$4	\$6	\$8	\$10	■JUL2020
TOTAL  RETAIL  T1  T2  T3  T6  TBIT  TCM TERM.  T4  T5  T7  T8  NON-TCM TERM.	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13  \$4.79  \$4.74  \$0.00  \$4.84	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +63.% +66.7% +5.9% -100.0% +27.3%	T1 T2 T3 T6 TBIT T4 T5 T7	\$2 \$4	\$6	\$8	\$10	■JUL2020
TOTAL  RETAIL  T1  T2  T3  T6  TBIT  TCM TERM.  T4  T5  T7  T8	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13  \$4.79  \$4.74  \$0.00	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0%	T1 T2 T3 T6 TBIT T4 T5 T7 T8					■ JUL2020 ■ JUL2019
TOTAL  RETAIL  T1  T2  T3  T6  TBIT  TCM TERM.  T4  T5  T7  T8  NON-TCM TERM.	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13  \$4.79  \$4.74  \$0.00  \$4.84	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0% +27.3%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0					■ JUL2020 ■ JUL2019
TOTAL  RETAIL  T1  T2  T3  T6  TBIT  TCM TERM.  T4  T5  T7  T8  NON-TCM TERM.  TOTAL	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13  \$4.79  \$4.74  \$0.00  \$4.84  \$4.97	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +63.% +66.7% +5.9% -100.0% +27.3% +2.4%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0					■ JUL2020 ■ JUL2019
TOTAL  RETAIL  T1  T2  T3  T6  TBIT  TCM TERM.  T4  T5  T7  T8  NON-TCM TERM.  TOTAL  SERVICES	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13  \$4.79  \$4.74  \$0.00  \$4.84  \$4.97  JULY 2020	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85  JULY 2019	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0% +27.3% +2.4%  CHANGE	T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0					■ JUL2020 ■ JUL2019
TOTAL  RETAIL  T1  T2  T3  T6  TBIT  TCM TERM.  T4  T5  T7  T8  NON-TCM TERM.  TOTAL  SERVICES  T1  T2	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13  \$4.79  \$4.74  \$0.00  \$4.84  \$4.97  JULY 2020  \$2.63  \$4.16	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85  JULY 2019  \$1.00  \$3.87	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0% +27.3% +2.4%  CHANGE +162.7% +7.6%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0  T1 T2 T3					■ JUL2020 ■ JUL2019
RETAIL T1 T2 T3 T6 TBIT TCM TERM. T4 T5 T7 T8 NON-TCM TERM. TOTAL SERVICES T1 T2 T3	\$5.07  JULY 2020 \$4.59 \$4.08 \$0.46 \$4.81 \$7.93 \$5.10 \$5.13 \$4.79 \$4.74 \$0.00 \$4.84 \$4.97  JULY 2020 \$2.63 \$4.16 \$2.84	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85  JULY 2019  \$1.00  \$3.87  \$0.24	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0% +27.3% +2.4%  CHANGE +162.7% +7.6% +1099.6%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0					JUL2020 JUL2019 \$12
TOTAL  RETAIL  T1  T2  T3  T6  TBIT  TCM TERM.  T4  T5  T7  T8  NON-TCM TERM.  TOTAL  SERVICES  T1  T2  T3  T4	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13  \$4.79  \$4.74  \$0.00  \$4.84  \$4.97  JULY 2020  \$2.63  \$4.16  \$2.84  \$1.21	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85  JULY 2019  \$1.00  \$3.87  \$0.24  \$2.43	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0% +27.3% +2.4%  CHANGE +162.7% +7.6% +1099.6% -50.3%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0  T1 T2 T3					■ JUL2020 ■ JUL2019
TOTAL  RETAIL  T1  T2  T3  T6  TBIT  TCM TERM.  T4  T5  T7  T8  NON-TCM TERM.  TOTAL  SERVICES  T1  T2  T3  T4  T5	\$5.07  JULY 2020 \$4.59 \$4.08 \$0.46 \$4.81 \$7.93 \$5.10 \$5.13 \$4.79 \$4.74 \$0.00 \$4.84 \$4.97  JULY 2020 \$2.63 \$4.16 \$2.84 \$1.21 \$0.82	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85  JULY 2019  \$1.00  \$3.87  \$0.24  \$2.43  \$0.78	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0% +27.3% +2.4%  CHANGE +162.7% +7.6% +1099.6% -50.3% +4.3%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0  T1 T2 T3 T4					JUL2020 JUL2019 \$12
TOTAL  RETAIL  T1  T2  T3  T6  TBIT  TCM TERM.  T4  T5  T7  T8  NON-TCM TERM.  TOTAL  SERVICES  T1  T2  T3  T4  T5  T6	\$5.07  JULY 2020 \$4.59 \$4.08 \$0.46 \$4.81 \$7.93 \$5.10 \$5.13 \$4.79 \$4.74 \$0.00 \$4.84 \$4.97  JULY 2020 \$2.63 \$4.16 \$2.84 \$1.21 \$0.82 \$2.96	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85  JULY 2019  \$1.00  \$3.87  \$0.24  \$2.43  \$0.78  \$2.07	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0% +27.3% +2.4%  CHANGE +162.7% +7.6% +1099.6% -50.3% +4.3% +42.9%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0  T1 T2 T3 T4 T5 T7 T8					■ JUL2020 ■ JUL2019 \$12
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	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13  \$4.79  \$4.74  \$0.00  \$4.84  \$4.97  JULY 2020  \$2.63  \$4.16  \$2.84  \$1.21  \$0.82  \$2.96  \$2.33	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85  JULY 2019  \$1.00  \$3.87  \$0.24  \$2.43  \$0.78  \$2.07  \$2.03	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0% +27.3% +2.4%  CHANGE +162.7% +7.6% +1099.6% -50.3% +4.3% +42.9% +15.1%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0  \$1  T1 T2 T3 T4 T5 T7 T8 T1 T2 T3 T4 T5 T6					■ JUL2020 ■ JUL2019 \$12
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	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13  \$4.79  \$4.74  \$0.00  \$4.84  \$4.97  JULY 2020  \$2.63  \$4.16  \$2.84  \$1.21  \$0.82  \$2.96  \$2.33  \$0.01	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85  JULY 2019  \$1.00  \$3.87  \$0.24  \$2.43  \$0.78  \$2.07  \$2.03  \$0.20	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0% +27.3% +2.4%  CHANGE +162.7% +7.6% +1099.6% -50.3% +4.3% +42.9% +15.1% -97.3%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0  T1 T2 T3 T4 T5 T6 T7 T8					■ JUL2020 ■ JUL2019 \$12
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	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13  \$4.79  \$4.74  \$0.00  \$4.84  \$4.97  JULY 2020  \$2.63  \$4.16  \$2.84  \$1.21  \$0.82  \$2.96  \$2.33  \$0.01  \$6.27	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85  JULY 2019  \$1.00  \$3.87  \$0.24  \$2.43  \$0.78  \$2.07  \$2.03  \$0.20  \$7.04	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0% +27.3% +2.4%  CHANGE +162.7% +7.6% +1099.6% -50.3% +4.3% +42.9% +15.1% -97.3% -10.9%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0  T1 T2 T3 T4 T5 T6 T7 T8 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT	\$2 \$4	\$6	\$8	\$10	■ JUL2020 ■ JUL2019 \$12 ■ JUL2020 ■ JUL2019
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	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13  \$4.79  \$4.74  \$0.00  \$4.84  \$4.97  JULY 2020  \$2.63  \$4.16  \$2.84  \$1.21  \$0.82  \$2.96  \$2.33  \$0.01	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85  JULY 2019  \$1.00  \$3.87  \$0.24  \$2.43  \$0.78  \$2.07  \$2.03  \$0.20	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0% +27.3% +2.4%  CHANGE +162.7% +7.6% +1099.6% -50.3% +4.3% +42.9% +15.1% -97.3%	T1				\$10	■ JUL2020 ■ JUL2019 \$12
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  TOTAL	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13  \$4.79  \$4.74  \$0.00  \$4.84  \$4.97  JULY 2020  \$2.63  \$4.16  \$2.84  \$1.21  \$0.82  \$2.96  \$2.33  \$0.01  \$6.27  \$2.55	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85  JULY 2019  \$1.00  \$3.87  \$0.24  \$2.43  \$0.78  \$2.07  \$2.03  \$0.20  \$7.04  \$2.76	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0% +27.3% +2.4%  CHANGE +162.7% +7.6% +1099.6% -50.3% +4.3% +42.9% +15.1% -97.3% -10.9% -7.5%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0  T1 T2 T3 T4 T5 T6 T7 T8 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT	\$2 \$4	\$6	\$8	\$10	■ JUL2020 ■ JUL2019 \$12 ■ JUL2020 ■ JUL2019
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	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13  \$4.79  \$4.74  \$0.00  \$4.84  \$4.97  JULY 2020  \$2.63  \$4.16  \$2.84  \$1.21  \$0.82  \$2.96  \$2.33  \$0.01  \$6.27	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85  JULY 2019  \$1.00  \$3.87  \$0.24  \$2.43  \$0.78  \$2.07  \$2.03  \$0.20  \$7.04	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0% +27.3% +2.4%  CHANGE +162.7% +7.6% +1099.6% -50.3% +4.3% +42.9% +15.1% -97.3% -10.9%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0  T1 T2 T3 T4 T5 T6 T7 T8 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT	\$2 \$4	\$6	\$8	\$10	■ JUL2020 ■ JUL2019 \$12 ■ JUL2020 ■ JUL2019
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  RAC	\$5.07  JULY 2020 \$4.59 \$4.08 \$0.46 \$4.81 \$7.93 \$5.10 \$5.13 \$4.79 \$4.74 \$0.00 \$4.84 \$4.97  JULY 2020 \$2.63 \$4.16 \$2.84 \$1.21 \$0.82 \$2.96 \$2.33 \$0.01 \$6.27 \$2.55	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85  JULY 2019  \$1.00  \$3.87  \$0.24  \$2.43  \$0.78  \$2.07  \$2.03  \$0.20  \$7.04  \$2.76  JULY 2019	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0% +27.3% +2.4%  CHANGE +162.7% +7.6% +1099.6% -50.3% +4.3% +42.9% +15.1% -97.3% -10.9% -7.5%  CHANGE	T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0  T1 T2 T3 T4 T5 T6 T7 T8 T8 T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT	\$2 \$4	\$6	\$8	\$10	■ JUL2020 ■ JUL2019 \$12 ■ JUL2020 ■ JUL2019
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  THIT  TOTAL  RAC	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13  \$4.79  \$4.74  \$0.00  \$4.84  \$4.97  JULY 2020  \$2.63  \$4.16  \$2.84  \$1.21  \$0.82  \$2.96  \$2.33  \$0.01  \$6.27  \$2.55	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85  JULY 2019  \$1.00  \$3.87  \$0.24  \$2.43  \$0.78  \$2.07  \$2.03  \$0.20  \$7.04  \$2.76	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0% +27.3% +2.4%  CHANGE +162.7% +7.6% +1099.6% -50.3% +4.3% +42.9% +15.1% -97.3% -10.9% -7.5%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0  T1 T2 T3 T4 T5 T6 T7 T8 \$0 \$0	\$2 \$4	\$6	\$8	\$10	*JUL2020  *JUL2019  \$12  *JUL2020  *JUL2019
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  TCTAL  RAC	\$5.07  JULY 2020 \$4.59 \$4.08 \$0.46 \$4.81 \$7.93 \$5.10 \$5.13 \$4.79 \$4.74 \$0.00 \$4.84 \$4.97  JULY 2020 \$2.63 \$4.16 \$2.84 \$1.21 \$0.82 \$2.96 \$2.33 \$0.01 \$6.27 \$2.55	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85  JULY 2019  \$1.00  \$3.87  \$0.24  \$2.43  \$0.78  \$2.07  \$2.03  \$0.20  \$7.04  \$2.76  JULY 2019	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0% +27.3% +2.4%  CHANGE +162.7% +7.6% +1099.6% -50.3% +4.3% +42.9% +15.1% -97.3% -10.9% -7.5%  CHANGE	T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0  T1 T2 T3 T4 T5 T6 T7 T8 \$0 \$0	\$2 \$4	\$6	\$8	\$10	■ JUL2020 ■ JUL2019  \$12 ■ JUL2020 ■ JUL2019
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  TCTAL  RAC  LAX	\$5.07  JULY 2020  \$4.59  \$4.08  \$0.46  \$4.81  \$7.93  \$5.10  \$5.13  \$4.79  \$4.74  \$0.00  \$4.84  \$4.97  JULY 2020  \$2.63  \$4.16  \$2.84  \$1.21  \$0.82  \$2.96  \$2.33  \$0.01  \$6.27  \$2.55  JULY 2020	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85  JULY 2019  \$1.00  \$3.87  \$0.24  \$2.43  \$0.78  \$2.07  \$2.03  \$0.20  \$7.04  \$2.76  JULY 2019	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0% +27.3% +2.4%  CHANGE +162.7% +7.6% +1099.6% -50.3% +4.3% +42.9% +15.1% -97.3% -10.9% -7.5%  CHANGE +10.8%	T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0  \$0  T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT \$0	\$2 \$4	\$6	\$8	\$10	■ JUL2020 ■ JUL2019  \$12 ■ JUL2020 ■ JUL2019
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  TCTAL  RAC	\$5.07  JULY 2020 \$4.59 \$4.08 \$0.46 \$4.81 \$7.93 \$5.10 \$5.13 \$4.79 \$4.74 \$0.00 \$4.84 \$4.97  JULY 2020 \$2.63 \$4.16 \$2.84 \$1.21 \$0.82 \$2.96 \$2.33 \$0.01 \$6.27 \$2.55	\$8.73  JULY 2019  \$4.54  \$3.73  \$1.93  \$3.86  \$9.63  \$5.53  \$4.82  \$2.87  \$4.47  \$2.11  \$3.80  \$4.85  JULY 2019  \$1.00  \$3.87  \$0.24  \$2.43  \$0.78  \$2.07  \$2.03  \$0.20  \$7.04  \$2.76  JULY 2019	-41.9%  CHANGE +1.1% +9.4% -76.4% +24.6% -17.6% -7.7% +6.3% +66.7% +5.9% -100.0% +27.3% +2.4%  CHANGE +162.7% +7.6% +1099.6% -50.3% +4.3% +42.9% +15.1% -97.3% -10.9% -7.5%  CHANGE	T1 T2 T3 T6 TBIT T4 T5 T7 T8 \$0  \$0  T1 T2 T3 T4 T5 T6 T7 T8 T8 TBIT \$0	\$2 \$4	\$6	\$8	\$10	■ JUL2020 ■ JUL2019  \$12 ■ JUL2020 ■ JUL2019

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

<sup>2</sup> 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.