

Lambert - St. Louis International Airport®
Monthly Concession Sales and Airport Revenue
May 2013/2014 Comparison Summary

Enplanements	May 2013	May 2014	% Change
	593,402	557,135	-6.11%

Concessions	Gross Sales 2013	Gross Sales 2014	Percent Change	Sales/Enplane 2013	Sales/Enplane 2014	Percent Change	Airport Revenue 2013	Airport Revenue 2014	Percent Change	Rev/Enplane 2013	Rev/Enplane 2014	Percent Change
News & Gifts	\$1,358,068	\$1,511,858	11.32%	\$2.29	\$2.71	18.57%	\$375,000	\$375,000	0.00%	\$0.63	\$0.67	6.51%
Food & Beverage	\$3,325,791	\$3,248,655	-2.32%	\$5.60	\$5.83	4.04%	\$404,740	\$408,631	0.96%	\$0.68	\$0.73	7.53%
Car Rental	\$10,341,371	\$10,982,180	6.20%	\$17.43	\$19.71	13.11%	\$1,044,465	\$1,103,288	5.63%	\$1.76	\$1.98	12.51%
Specialty Retail	\$242,058	\$190,716	-21.21%	\$0.41	\$0.34	-16.08%	\$27,984	\$22,868	-18.28%	\$0.05	\$0.04	-12.97%
Advertising	\$139,473	\$113,352	-18.73%	\$0.24	\$0.20	-13.44%	\$77,777	\$69,331	-10.86%	\$0.13	\$0.12	-5.06%
Vending	\$34,749	\$25,771	-25.83%	\$0.06	\$0.05	-21.01%	\$18,069	\$16,917	-6.38%	\$0.0305	\$0.0304	-0.29%
ATM	\$16,703	\$15,792	-5.46%	\$0.0281	\$0.0283	0.70%	\$8,908	\$8,434	-5.33%	\$0.0150	\$0.0151	0.83%
Wireless Internet	\$58,930	\$50,570	-14.19%	\$0.10	\$0.09	-8.60%	\$23,572	\$17,700	-24.91%	\$0.04	\$0.03	-20.02%
Ground Transportation	\$169,575	\$108,613	-35.95%	\$0.29	\$0.19	-31.78%	\$18,333	\$18,833	2.73%	\$0.031	\$0.034	9.41%
Luggage Carts	\$14,182	\$11,875	-16.27%	\$0.024	\$0.021	-10.82%	\$1,555	\$863	-44.52%	\$0.003	\$0.002	-40.91%
Monthly Airport Totals	\$15,700,900	\$16,259,381	3.56%	\$26.46	\$29.18	10.30%	\$2,000,404	\$2,041,864	2.07%	\$3.37	\$3.66	8.72%

Parking	Gross Sales 2013	Gross Sales 2014	Percent Change	Tickets Sold 2013	Tickets Sold 2014	Percent Change	Airport Revenue 2013	Airport Revenue 2014	Percent Change	Rev/Ticket 2013	Rev/Ticket 2014	Percent Change
	\$2,558,048	\$2,498,785	-2.32%	112,111	106,481	-5.02%	\$1,678,438	\$1,163,844	-30.66%	\$14.97	\$10.93	-26.99%

Notes

* Food & Beverage 2014 includes new Pasta House/Schlafly

* Specialty Retail 2014 excludes XpresSpa, closed January 31, 2014

Lambert - St. Louis International Airport®
Monthly Concession Sales and Airport Revenue
May 2013/2014 Comparison Summary

Concession Sales by Location	Gross Sales 2013	Gross Sales 2014	Percent Change	Sales/Enplane 2013	Sales/Enplane 2014	Percent Change
------------------------------	---------------------	---------------------	-------------------	-----------------------	-----------------------	-------------------

A Concourse				138,194	134,332	-2.79%
News & Gifts	\$244,615	\$290,622	18.81%	\$1.77	\$2.16	22.22%
Food & Beverage	\$782,723	\$749,694	-4.22%	\$5.66	\$5.58	-1.47%
Specialty Retail	\$51,237	\$51,737	0.98%	\$0.37	\$0.39	3.88%
Totals	\$1,078,575	\$1,092,053	1.25%	\$7.80	\$8.13	4.16%

C Concourse				150,298	138,281	-8.00%
News & Gifts	\$416,726	\$428,320	2.78%	\$2.77	\$3.10	11.71%
Food & Beverage	\$727,824	\$760,919	4.55%	\$4.84	\$5.50	13.63%
Specialty Retail	\$61,306	\$57,079	-6.89%	\$0.408	\$0.413	1.20%
Totals	\$1,205,856	\$1,246,319	3.36%	\$8.02	\$9.01	12.34%

Terminal 1 Pre-Security				288,492	272,613	-5.50%
News & Gifts	\$93,581	\$91,060	-2.69%	\$0.32	\$0.33	2.97%
Food & Beverage	\$215,331	\$194,458	-9.69%	\$0.75	\$0.71	-4.43%
Totals	\$308,912	\$285,518	-7.57%	\$1.07	\$1.05	-2.19%

Terminal 1 Total				288,492	272,613	-5.50%
News & Gifts	\$754,922	\$810,002	7.30%	\$2.62	\$2.97	13.55%
Food & Beverage	\$1,725,878	\$1,705,071	-1.21%	\$5.98	\$6.25	4.55%
Specialty Retail	\$112,543	\$108,817	-3.31%	\$0.39	\$0.40	2.32%
Totals	\$2,593,343	\$2,623,890	1.18%	\$8.99	\$9.62	7.07%

Terminal 2				304,910	284,522	-6.69%
News & Gifts	\$603,145	\$701,856	16.37%	\$1.98	\$2.47	24.70%
Food & Beverage	\$1,599,914	\$1,543,584	-3.52%	\$5.25	\$5.43	3.39%
Specialty Retail	\$129,515	\$81,899	-36.76%	\$0.42	\$0.29	-32.23%
Totals	\$2,332,574	\$2,327,339	-0.22%	\$7.65	\$8.18	6.93%

Notes

* Terminal 2 Food & Beverage 2014 includes new Pasta House/Schlaflly

* Specialty Retail 2014 excludes XpresSpa, closed January 31, 2014

