Lambert - St. Louis International Airport® **Monthly Concession Sales and Airport Revenue** November 2014/2015 Comparison Summary

Enplanements	November 2014	November 2015	% Change	
	476,889	532,118	11.58%	

Concessions		Gross Sales 2014	Gross Sales 2015	Percent Change	Sales/Enplane 2014	Sales/Enplane 2015	Percent Change	Airport Revenue 2014	Airport Revenue 2015	Percent Change	Rev/Enplane 2014	Rev/Enplane 2015	Percent Change
		2014	2013	Change	2014	2013	Charige	2014	2013	Change	2014	2013	change
News & Gifts	Hudson News & Gifts	\$1,195,016	\$1,323,771	10.77%	\$2.51	\$2.49	-0.72%	\$375,000	\$333,333	-11.11%	\$0.79	\$0.63	-20.34%
Food & Beverage	Host, OHM Group	\$2,980,305	\$3,321,652	11.45%	\$6.25	\$6.24	-0.11%	\$333,640	\$370,969	11.19%	\$0.70	\$0.70	-0.35%
Car Rental	Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty	\$9,457,108	\$9,181,078	-2.92%	\$19.83	\$17.25	-12.99%	\$965,309	\$920,016	-4.69%	\$2.02	\$1.73	-14.58%
Specialty Retail	Bookmark-InMotion	\$163,297	\$73,650	-54.90%	\$0.34	\$0.14	-59.58%	\$19,578	\$12,083	-38.28%	\$0.04	\$0.02	-44.69%
Advertising	Clear Channel	\$145,929	\$132,603	-9.13%	\$0.31	\$0.25	-18.56%	\$77,882	\$73,037	-6.22%	\$0.16	\$0.14	-15.95%
Vending	Avendco	\$21,997	\$24,588	11.78%	\$0.05	\$0.05	0.17%	\$16,917	\$12,786	-24.42%	\$0.04	\$0.02	-32.27%
ATM	Bank of America, Cardtronics, AA Federal Credit Union, US Bank	\$13,110	\$12,543	-4.32%	\$0.03	\$0.02	-14.25%	\$7,004	\$7,034	0.42%	\$0.01	\$0.01	-10.00%
Wireless Internet	Concourse Communications	\$54,880	\$13,981	-74.52%	\$0.12	\$0.03	-77.17%	\$19,208	\$9,167	-52.28%	\$0.04	\$0.02	-57.23%
Ground Transportation	Best Transportation	\$96,104	\$91,584	-4.70%	\$0.20	\$0.17	• -14.59%	\$9,610	\$9,158	-4.70%	\$0.02	\$0.02	-14.59%
Luggage Carts	Flight Services & Systems	\$10,600	\$14,240	34.34%	\$0.02	\$0.03	20.40%	\$480	\$1,572	227.50%	\$0.00	\$0.00	193.51%
Taxi Cabs	Taxi Fees				<u>`</u> @			\$77,720	\$60,960	-21.56%	\$0.16	\$0.11	-29.71%
Parking	Super Park	\$2,251,115	\$2,470,466	9.74%	\$4.72	\$4.64	-1.65%	\$1,319,165	\$1,799,476	36.41%	\$2.77	\$3.38	22.25%
Monthly Airport Totals		\$16,389,460	\$16,660,156	1.65%	\$34.37	\$31.31	-8.90%	\$3,221,514	\$3,609,591	12.05%	\$6.76	\$6.78	0.42%

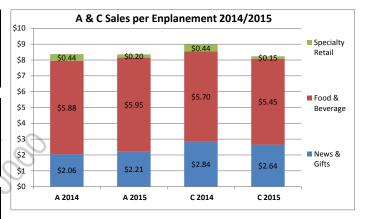
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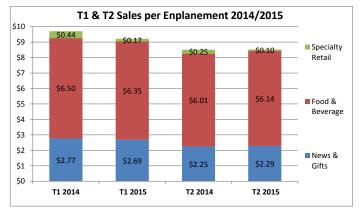
* Ground Transportation Airport Revenue 2015 is a new contract, much lower MAG, in percentages now.

^{*} Specialty Retail - Bookmark InMotion closed down two weeks early before the end of their contract.

Lambert - St. Louis International Airport® Monthly Concession Sales and Airport Revenue November 2014/2015 Comparison Summary

Companies Calcabast and another	Gross Sales	Gross Sales	Percent	Sales/Enplane	Sales/Enplane	Percent
Concession Sales by Location	2014	2015	Change	2014	2015	Change
A Concourse			118,585	130,752	10.26%	
News & Gifts	\$244,381	\$288,535	18.07%	\$2.06	\$2.21	7.08%
Food & Beverage	\$697,399	\$777,692	11.51%	\$5.88	\$5.95	1.14%
Specialty Retail	\$51,683	\$26,250	-49.21%	\$0.44	\$0.20	-53.94%
Totals	\$993,463	\$1,092,478	9.97%	\$8.38	\$8.36	-0.27%
C Concourse	,			118,208	134,400	13.70%
News & Gifts	\$336,249	\$354,304	5.37%	\$2.84	\$2.64	-7.32%
Food & Beverage	\$673,319	\$732,004	8.72%	\$5.70	\$5.45	-4.38%
Specialty Retail	\$52,452	\$20,131	-61.62%	\$0.44	\$0.15	-66.24%
Totals	\$1,062,020	\$1,106,439	4.18%	\$8.98	\$8.23	-8.37%
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Terminal 1 Pre-Security				236,793	265,152	11.98%
News & Gifts	\$74,304	\$70,676	-4.88%	\$0.31	\$0.27	-15.06%
Food & Beverage	\$167,512	\$173,769	3.74%	\$0.71	\$0.66	-7.36%
Totals	\$241,816	\$244,444	1.09%	\$1.02	\$0.92	-9.72%
					0^{-}	
Terminal 1 Total			-	236,793	265,152	11.98%
News & Gifts	\$654,934	\$713,515	8.94%	\$2.77	\$2.69	-2.71%
Food & Beverage	\$1,538,231	\$1,683,465	9.44%	\$6.50	\$6.35	-2.26%
Specialty Retail	\$104,135	\$46,381	-55.46%	\$0.44	\$0.17	-60.22%
Totals	\$2,297,300	\$2,443,361	6.36%	\$9.70	\$9.21	-5.02%
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Terminal 2				240,096	266,966	11.19%
News & Gifts	\$540,082	\$610,256	12.99%	\$2.25	\$2.29	1.62%
Food & Beverage	\$1,442,074	\$1,638,188	13.60%	\$6.01	\$6.14	2.17%
Specialty Retail	\$59,162	\$27,269	-53.91%	\$0.25	\$0.10	-58.55%
Totals	\$2,041,318	\$2,275,713	11.48%	\$8.50	\$8.52	0.26%





Notes

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