

**St. Louis Lambert International Airport®**  
**Monthly Concession Sales and Airport Revenue**  
**May 2016/2017 Comparison Summary**

| Enplanements | May 2016 | May 2017 | % Change |
|--------------|----------|----------|----------|
|              | 641,614  | 663,840  | 3.46%    |

| Concessions                   |  | Gross Sales<br>2016 | Gross Sales<br>2017 | Percent<br>Change | Sales/Enplane<br>2016 | Sales/Enplane<br>2017 | Percent<br>Change | Airport Revenue<br>2016 | Airport Revenue<br>2017 | Percent<br>Change | Rev/Enplane<br>2016 | Rev/Enplane<br>2017 | Percent<br>Change |
|-------------------------------|--|---------------------|---------------------|-------------------|-----------------------|-----------------------|-------------------|-------------------------|-------------------------|-------------------|---------------------|---------------------|-------------------|
| News & Gifts                  | Hudson News & Gifts  | \$1,755,898         | \$1,765,080         | 0.52%             | \$2.74                | \$2.66                | -2.84%            | \$333,333               | \$333,333               | 0.00%             | \$0.52              | \$0.50              | -3.35%            |
| Food & Beverage               | Host, OHM Group,<br>Vino Volo  | \$4,049,141         | \$4,205,051         | 3.85%             | \$6.31                | \$6.33                | 0.37%             | \$504,208               | \$527,508               | 4.62%             | \$0.786             | \$0.795             | 1.12%             |
| Car Rental                    | Avis, Budget, Hertz, Enterprise,<br>Alamo, National, Thrifty         | \$10,895,551        | \$10,897,781        | 0.02%             | \$16.98               | \$16.42               | -3.33%            | \$1,089,555             | \$1,089,778             | 0.02%             | \$1.70              | \$1.64              | -3.33%            |
| Specialty Retail              | Tech on the Go   | \$119,910           | \$154,203           | 28.60%            | \$0.19                | \$0.23                | 24.29%            | \$31,250                | \$31,250                | 0.00%             | \$0.049             | \$0.047             | -3.35%            |
| Advertising                   | Clear Channel  | \$108,685           | \$130,252           | 19.84%            | \$0.17                | \$0.20                | 15.83%            | \$60,417                | \$72,094                | 19.33%            | \$0.09              | \$0.11              | 15.33%            |
| Vending                       | Avendco  | \$26,727            | \$30,281            | 13.30%            | \$0.04                | \$0.05                | 9.50%             | \$13,898                | \$15,746                | 13.30%            | \$0.022             | \$0.024             | 9.50%             |
| ATM                           | Bank of America, Cardtronics,<br>AA Federal Credit Union, US<br>Bank | \$13,404            | \$12,372            | -7.70%            | \$0.021               | \$0.019               | -10.79%           | \$7,508                 | \$6,966                 | -7.23%            | \$0.012             | \$0.010             | -10.33%           |
| Wireless Internet             | Concourse<br>Communications  | \$24,620            | \$39,345            | 59.81%            | \$0.04                | \$0.06                | 54.46%            | \$12,500                | \$15,137                | 21.09%            | \$0.019             | \$0.023             | 17.04%            |
| Ground Transportation         | Best Transportation  | \$104,174           | \$99,841            | -4.16%            | \$0.16                | \$0.15                | -7.37%            | \$10,417                | \$9,984                 | -4.16%            | \$0.016             | \$0.015             | -7.37%            |
| Luggage Carts                 | Flight Services &<br>Systems   | \$14,575            | \$13,730            | -5.79%            | \$0.023               | \$0.021               | -8.95%            | \$1,673                 | \$2,413                 | 44.25%            | \$0.003             | \$0.004             | 39.42%            |
| Taxi Cabs                     | Taxi Fees  |                     |                     |                   |                       |                       |                   | \$29,805                | \$113,535               | 280.93%           | \$0.05              | \$0.17              | 268.17%           |
| Parking                       | Super Park   | \$2,891,344         | \$3,029,889         | 4.79%             | \$4.51                | \$4.56                | 1.28%             | \$2,048,543             | \$2,071,357             | 1.11%             | \$3.19              | \$3.12              | -2.27%            |
| <b>Monthly Airport Totals</b> |  | <b>\$20,004,030</b> | <b>\$20,377,826</b> | <b>1.87%</b>      | <b>\$31.18</b>        | <b>\$30.70</b>        | <b>-1.54%</b>     | <b>\$4,143,107</b>      | <b>\$4,289,100</b>      | <b>3.52%</b>      | <b>\$6.457</b>      | <b>\$6.461</b>      | <b>0.06%</b>      |

**Notes**

Airport Revenue is the Airport's unaudited share of the reported Gross Sales.

Ryan Stoffel  
Airport Properties Supervisor  
6/23/2017

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**Monthly Concession Sales and Airport Revenue**  
**May 2016/2017 Comparison Summary**

| Concession Sales by Location | Gross Sales<br>2016 | Gross Sales<br>2017 | Percent<br>Change | Sales/Enplane<br>2016 | Sales/Enplane<br>2017 | Percent<br>Change |
|------------------------------|---------------------|---------------------|-------------------|-----------------------|-----------------------|-------------------|
|------------------------------|---------------------|---------------------|-------------------|-----------------------|-----------------------|-------------------|

|                    |                    |                    |               |               |               |               |
|--------------------|--------------------|--------------------|---------------|---------------|---------------|---------------|
| <b>A Concourse</b> |                    |                    |               | 143,356       | 142,336       | -0.71%        |
| News & Gifts       | \$354,628          | \$319,483          | -9.91%        | \$2.47        | \$2.24        | -9.26%        |
| Food & Beverage    | \$867,798          | \$877,484          | 1.12%         | \$6.05        | \$6.16        | 1.84%         |
| Specialty Retail   | \$34,838           | \$43,304           | 24.30%        | \$0.24        | \$0.30        | 25.19%        |
| <b>Totals</b>      | <b>\$1,257,264</b> | <b>\$1,240,271</b> | <b>-1.35%</b> | <b>\$8.77</b> | <b>\$8.71</b> | <b>-0.64%</b> |

|                    |                    |                    |              |               |               |              |
|--------------------|--------------------|--------------------|--------------|---------------|---------------|--------------|
| <b>C Concourse</b> |                    |                    |              | 148,439       | 146,551       | -1.27%       |
| News & Gifts       | \$446,006          | \$434,455          | -2.59%       | \$3.00        | \$2.96        | -1.34%       |
| Food & Beverage    | \$858,225          | \$856,059          | -0.25%       | \$5.78        | \$5.84        | 1.03%        |
| Specialty Retail   | \$30,951           | \$45,265           | 46.24%       | \$0.21        | \$0.31        | 48.13%       |
| <b>Totals</b>      | <b>\$1,335,183</b> | <b>\$1,335,778</b> | <b>0.04%</b> | <b>\$8.99</b> | <b>\$9.11</b> | <b>1.33%</b> |

|                                |           |                  |                |               |               |               |
|--------------------------------|-----------|------------------|----------------|---------------|---------------|---------------|
| <b>Terminal 1 Pre-Security</b> |           |                  |                | 291,795       | 288,887       | -1.00%        |
| News & Gifts                   | \$88,408  | \$91,061         | 3.00%          | \$0.30        | \$0.32        | 4.04%         |
| Food & Beverage                | \$186,508 | \$179,461        | -3.78%         | \$0.64        | \$0.62        | -2.81%        |
| <b>Totals</b>                  |           | <b>\$270,521</b> | <b>#DIV/0!</b> | <b>\$0.94</b> | <b>\$0.94</b> | <b>-0.61%</b> |

|                         |                    |                    |               |               |               |              |
|-------------------------|--------------------|--------------------|---------------|---------------|---------------|--------------|
| <b>Terminal 1 Total</b> |                    |                    |               | 291,795       | 288,887       | -1.00%       |
| News & Gifts            | \$889,043          | \$844,999          | -4.95%        | \$3.05        | \$2.93        | -4.00%       |
| Food & Beverage         | \$1,912,532        | \$1,913,004        | 0.02%         | \$6.55        | \$6.62        | 1.03%        |
| Specialty Retail        | \$65,790           | \$88,568           | 34.62%        | \$0.23        | \$0.31        | 35.98%       |
| <b>Totals</b>           | <b>\$2,867,364</b> | <b>\$2,846,571</b> | <b>-0.73%</b> | <b>\$9.83</b> | <b>\$9.85</b> | <b>0.27%</b> |

|                   |                    |                    |              |               |               |              |
|-------------------|--------------------|--------------------|--------------|---------------|---------------|--------------|
| <b>Terminal 2</b> |                    |                    |              | 349,819       | 374,953       | 7.18%        |
| News & Gifts      | \$866,855          | \$920,082          | 6.14%        | \$2.48        | \$2.45        | -0.97%       |
| Food & Beverage   | \$2,136,610        | \$2,292,048        | 7.27%        | \$6.11        | \$6.11        | 0.08%        |
| Specialty Retail  | \$54,120           | \$65,635           | 21.28%       | \$0.15        | \$0.18        | 13.15%       |
| <b>Totals</b>     | <b>\$3,057,586</b> | <b>\$3,277,764</b> | <b>7.20%</b> | <b>\$8.74</b> | <b>\$8.74</b> | <b>0.02%</b> |

Notes

