

Lambert - St. Louis International Airport®
Monthly Concession Sales and Airport Revenue
March 2015/2016 Comparison Summary

| Enplanements | March 2015 | March 2016 | % Change |
|--------------|------------|------------|----------|
| | 534,627 | 577,474 | 8.01% |

| Concessions | | Gross Sales 2015 | Gross Sales 2016 | Percent Change | Sales/Enplane 2015 | Sales/Enplane 2016 | Percent Change | Airport Revenue 2015 | Airport Revenue 2016 | Percent Change | Rev/Enplane 2015 | Rev/Enplane 2016 | Percent Change |
|-------------------------------|--|---------------------|---------------------|-------------------|-----------------------|-----------------------|-------------------|-------------------------|-------------------------|-------------------|---------------------|---------------------|-------------------|
| News & Gifts | Hudson News & Gifts | \$1,418,921 | \$1,440,900 | 1.55% | \$2.65 | \$2.50 | -5.99% | \$333,333 | \$333,333 | 0.00% | \$0.62 | \$0.58 | -7.42% |
| Food & Beverage | Host, OHM Group, Vino Volo | \$3,429,194 | \$3,647,651 | 6.37% | \$6.41 | \$6.32 | -1.52% | \$418,159 | \$448,547 | 7.27% | \$0.78 | \$0.78 | -0.69% |
| Car Rental | Avis, Budget, Hertz, Enterprise, Alamo, National, Thrifty | \$8,569,830 | \$9,251,715 | 7.96% | \$16.03 | \$16.02 | -0.05% | \$862,129 | \$933,858 | 8.32% | \$1.61 | \$1.62 | 0.28% |
| Specialty Retail | Tech on the Go | \$185,424 | \$118,679 | -36.00% | \$0.35 | \$0.21 | -40.74% | \$22,251 | \$31,250 | 40.44% | \$0.04 | \$0.05 | 30.02% |
| Advertising | Clear Channel | \$106,323 | \$92,946 | -12.58% | \$0.20 | \$0.16 | -19.07% | \$68,688 | \$60,417 | -12.04% | \$0.13 | \$0.10 | -18.57% |
| Vending | Avendco | \$19,810 | \$25,619 | 29.32% | \$0.04 | \$0.04 | 19.73% | \$12,688 | \$13,322 | 5.00% | \$0.02 | \$0.02 | -2.79% |
| ATM | Bank of America, Cardtronics, AA Federal Credit Union, US Bank | \$15,174 | \$13,059 | -13.94% | \$0.03 | \$0.02 | -20.32% | \$8,509 | \$7,319 | -13.99% | \$0.02 | \$0.01 | -20.37% |
| Wireless Internet | Concourse Communications | \$18,548 | \$21,952 | 18.35% | \$0.03 | \$0.04 | 9.57% | \$9,167 | \$12,500 | 36.36% | \$0.02 | \$0.02 | 26.25% |
| Ground Transportation | Best Transportation | \$118,035 | \$101,040 | -14.40% | \$0.22 | \$0.17 | -20.75% | \$11,804 | \$10,104 | -14.40% | \$0.02 | \$0.02 | -20.75% |
| Luggage Carts | Flight Services & Systems | \$11,075 | \$12,320 | 11.24% | \$0.02 | \$0.02 | 2.99% | \$623 | \$996 | 60.00% | \$0.00 | \$0.00 | 48.13% |
| Taxi Cabs | Taxi Fees | | | | | | | \$54,254 | \$38,832 | -28.43% | \$0.10 | \$0.07 | -33.74% |
| Parking | Super Park | \$2,879,649 | \$2,972,408 | 3.22% | \$5.39 | \$5.15 | -4.44% | \$2,023,475 | \$2,067,049 | 2.15% | \$3.78 | \$3.58 | -5.43% |
| Monthly Airport Totals | | \$16,771,984 | \$17,698,290 | 5.52% | \$31.37 | \$30.65 | -2.31% | \$3,825,078 | \$3,957,528 | 3.46% | \$7.15 | \$6.85 | -4.21% |

Notes

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

Food & Beverage 2016 includes new Vino Volo as of 12/19/2015.

Specialty Retail - Tech on the Go replaced Bookmark-InMotion beginning 12/1/2015.

Wireless Internet - Airport receiving additional DAS MAG as of 1/1/2016, now at full MAG.

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| Concession Sales by Location | Gross Sales 2015 | Gross Sales 2016 | Percent Change | Sales/Enplane 2015 | Sales/Enplane 2016 | Percent Change |
|--------------------------------|---------------------|---------------------|-------------------|-----------------------|-----------------------|-------------------|
| A Concourse | | | | 109,620 | 121,626 | 10.95% |
| News & Gifts | \$264,776 | \$270,974 | 2.34% | \$2.42 | \$2.23 | -7.76% |
| Food & Beverage | \$711,957 | \$738,798 | 3.77% | \$6.49 | \$6.07 | -6.47% |
| Specialty Retail | \$51,657 | \$28,346 | -45.13% | \$0.47 | \$0.23 | -50.54% |
| Totals | \$1,028,391 | \$1,038,117 | 0.95% | \$9.38 | \$8.54 | -9.02% |
| C Concourse | | | | 132,190 | 141,456 | 7.01% |
| News & Gifts | \$380,166 | \$379,744 | -0.11% | \$2.88 | \$2.68 | -6.65% |
| Food & Beverage | \$742,480 | \$805,930 | 8.55% | \$5.62 | \$5.70 | 1.44% |
| Specialty Retail | \$57,342 | \$32,546 | -43.24% | \$0.43 | \$0.23 | -46.96% |
| Totals | \$1,179,988 | \$1,218,220 | 3.24% | \$8.93 | \$8.61 | -3.52% |
| Terminal 1 Pre-Security | | | | 241,810 | 263,082 | 8.80% |
| News & Gifts | \$73,285 | \$71,688 | -2.18% | \$0.30 | \$0.27 | -10.09% |
| Food & Beverage | \$193,175 | \$173,436 | -10.22% | \$0.80 | \$0.66 | -17.48% |
| Totals | \$266,460 | \$245,124 | -8.01% | \$1.10 | \$0.93 | -15.45% |
| Terminal 1 Total | | | | 241,810 | 263,082 | 8.80% |
| News & Gifts | \$718,228 | \$722,405 | 0.58% | \$2.97 | \$2.75 | -7.55% |
| Food & Beverage | \$1,647,613 | \$1,718,163 | 4.28% | \$6.81 | \$6.53 | -4.15% |
| Specialty Retail | \$108,999 | \$60,892 | -44.13% | \$0.45 | \$0.23 | -48.65% |
| Totals | \$2,474,839 | \$2,501,461 | 1.08% | \$10.23 | \$9.51 | -7.10% |
| Terminal 2 | | | | 292,817 | 314,392 | 7.37% |
| News & Gifts | \$700,693 | \$718,495 | 2.54% | \$2.39 | \$2.29 | -4.50% |
| Food & Beverage | \$1,781,582 | \$1,929,488 | 8.30% | \$6.08 | \$6.14 | 0.87% |
| Specialty Retail | \$76,426 | \$57,787 | -24.39% | \$0.26 | \$0.18 | -29.58% |
| Totals | \$2,558,701 | \$2,705,770 | 5.75% | \$8.74 | \$8.61 | -1.51% |

Notes

Food & Beverage 2016 includes new Vino Volo as of 12/19/2015.
Specialty Retail - Tech on the Go replaced Bookmark-InMotion beginning 12/1/2015.

