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
		2013	2010	e.i.d.i.ge	2013	2010	change	2013	2010	e.i.a.i.ge	2010	2010	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			O	<u>`</u> @′			\$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.

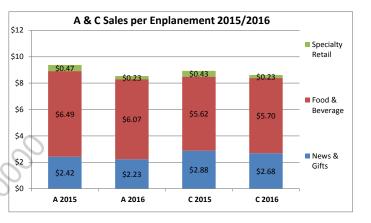
Food & Beverage 2016 includes new Vino Volo as of 12/19/2015.

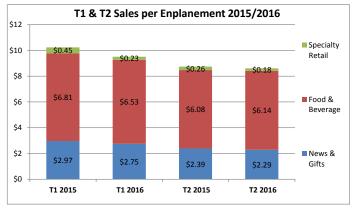
Specialty Retail - Tech on the Go replaced Bookmark-InMotion beginning 12/1/2015.

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	Gross Sales	Percent	Sales/Enplane	Sales/Enplane	Percent
Concession Sales by Location	2015	2016	Change	2015	2016	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%
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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%
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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%
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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%





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

Notes

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