# Dallas/Fort Worth International Airport Concessions Committee – Sales Appendix

September 2011

# Concessions Sales Update – July

Sales increases for the month vs. FY10 are primarily due to shifts and increases in enplanements, reporting of RDAs, and new business.

| | % Chg | Jul Actual | Jul Actual A | Jul Actual B | Jul Actual C | Jul Actual D | Jul Actual E |
|---|---|---|---|---|---|---|---|
| Sales | 10% | ★ | ★ | ★ | ★ | ★ | ★ |
| Enplanements | 4% | ■ | ■ | ■ | ★ | □ | ★ |
| Transactions | 5% | ■ | □ | □ | ★ | ■ | ★ |
| Sales/EPAX | 7% | ★ | ■ | ■ | ★ | ★ | ■ |
| Sales/SF | 7% | ★ | ■ | ★ | ★ | ★ | ★ |

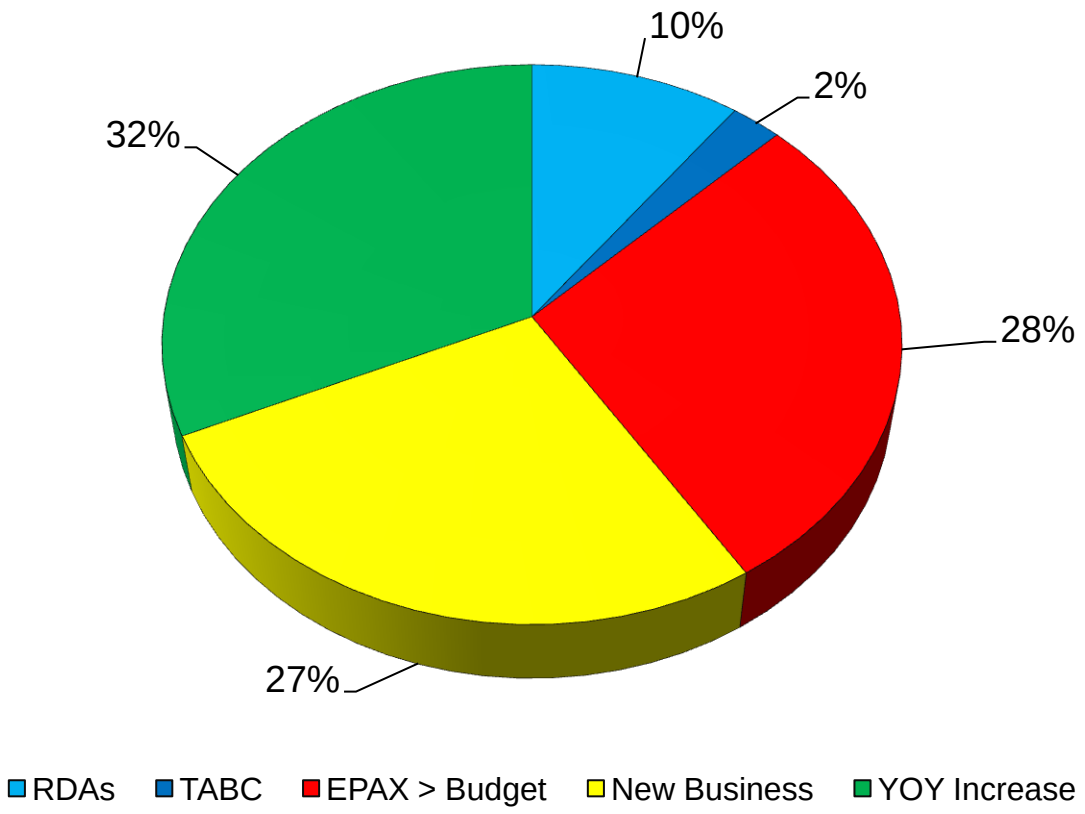
- Transactions in Terminal A and B have decreased to due to TRIP and flight movements.
- Though Terminal D international enplanements are up, the decline in domestic enplanements have resulted in an overall decrease.

■ Improved/Constant ★ Exceeded by >5%

■ Worse by >5% □ Worse by 1-5%

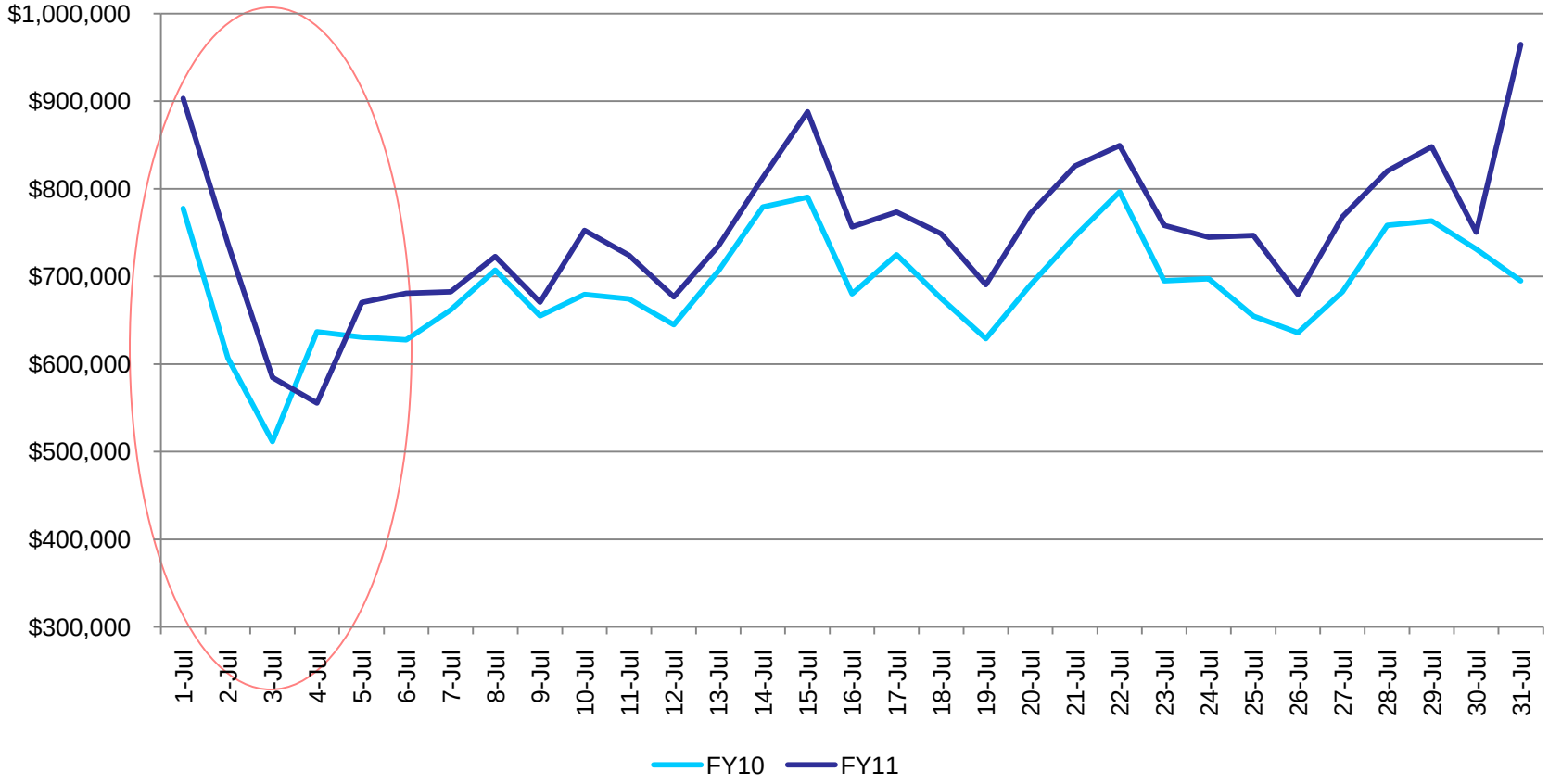
# Concessions Sales Update – July

Total sales were up 10.5% or $2.3M due to an increase of enplanements, RDA adjustments and new business.



# Concessions Sales Update – July

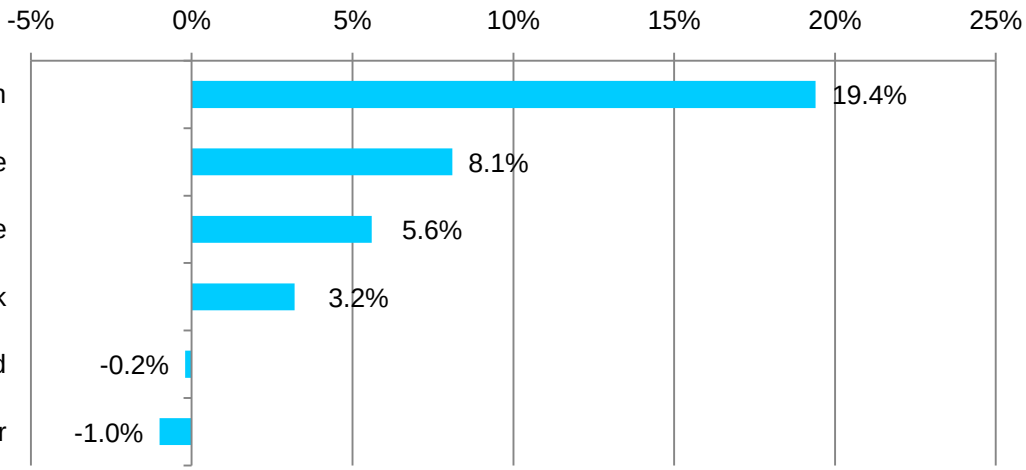
July experienced normal trends vs. FY10 with no significant weather impacts. Total Sales for the July 4th weekend were up 10% vs. FY10.



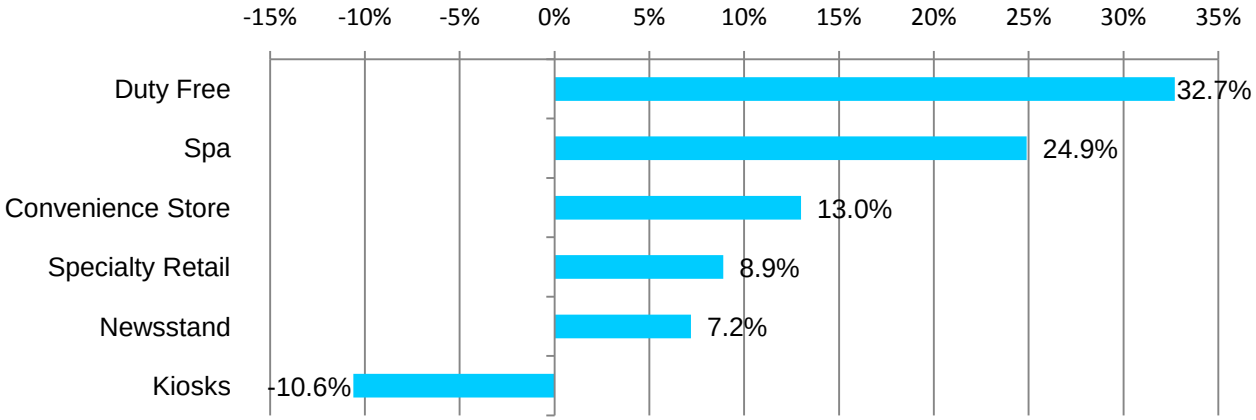
# Concessions Sales Update – July

All in-line operations showed significant growth. Food & Beverage and Retail were up 10.2% and 10.5%, respectively.

## Food & Beverage

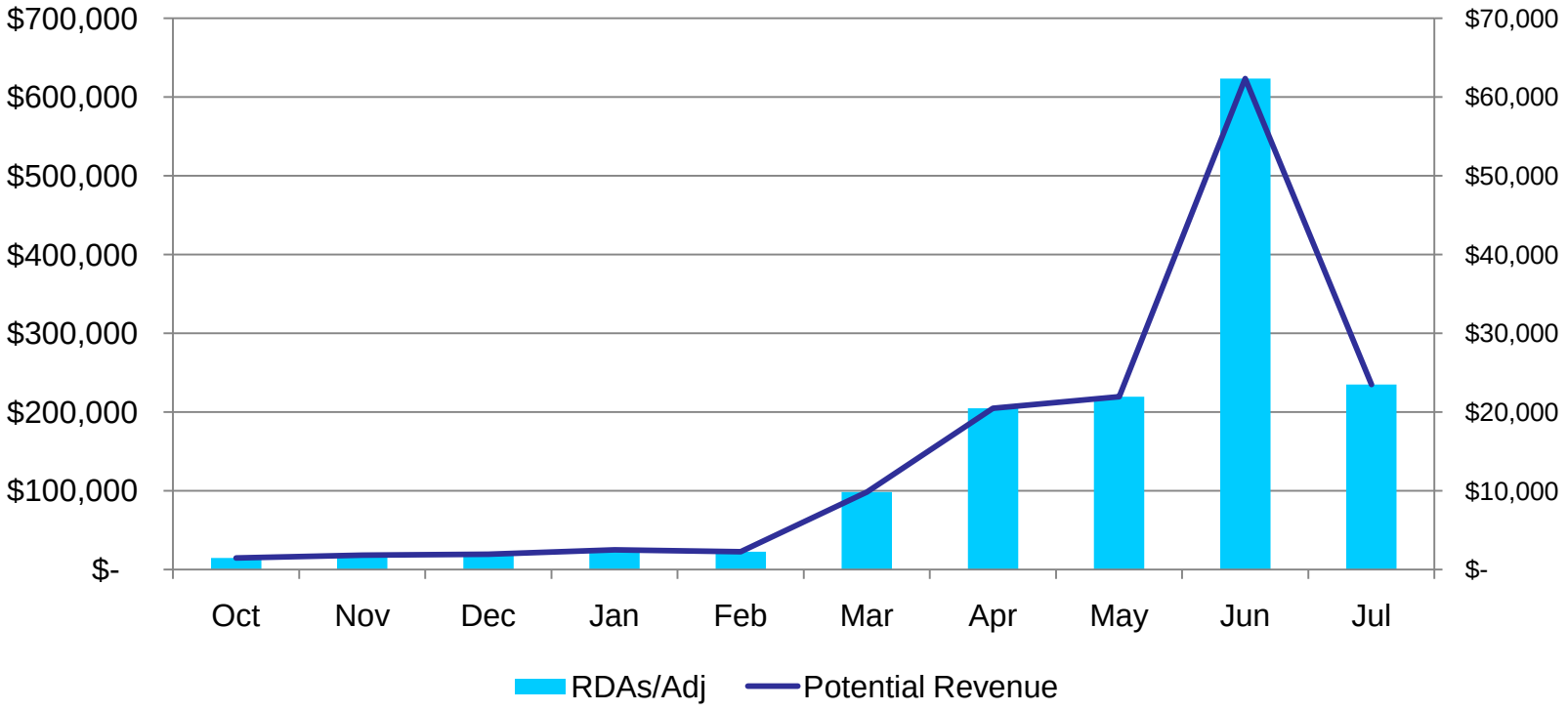



## Retail



# Concessions Sales Update – July

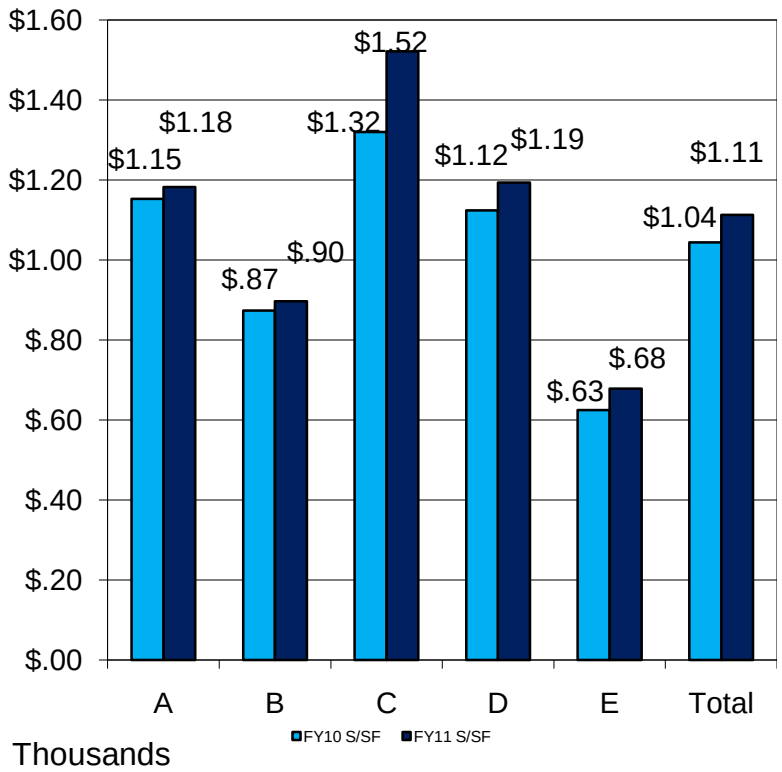
Retail Sales continue to experience positive YOY growth while 20% of the total increase is due to RDAs. Gross Receipts from RDAs have exceeded $1.4M YTD.



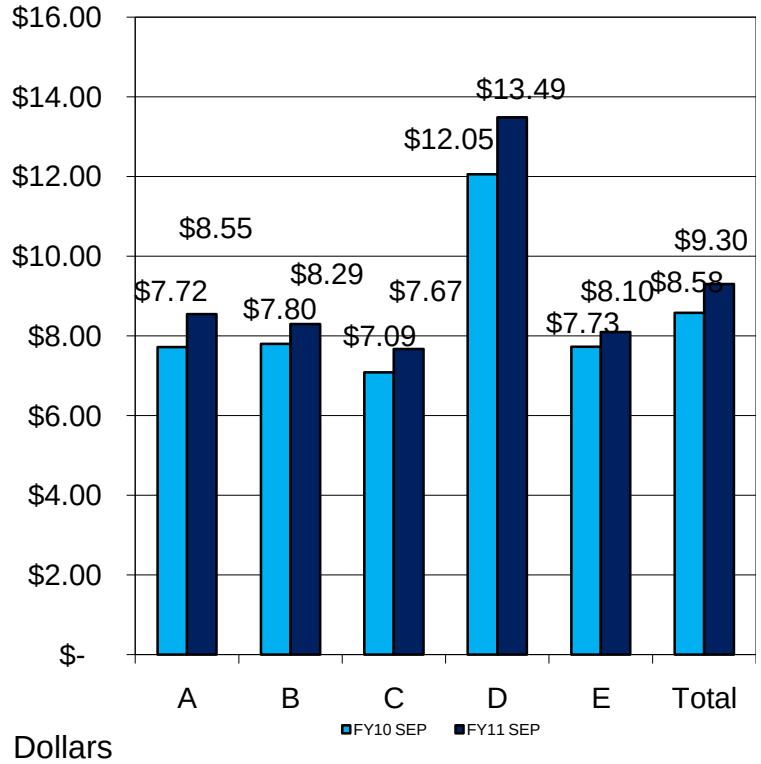
# Concessions Sales Update – July YTD

S/SF and SEP increased in FY11 by 6.6% and 8.4%, respectively.

## S/SF




## SEP

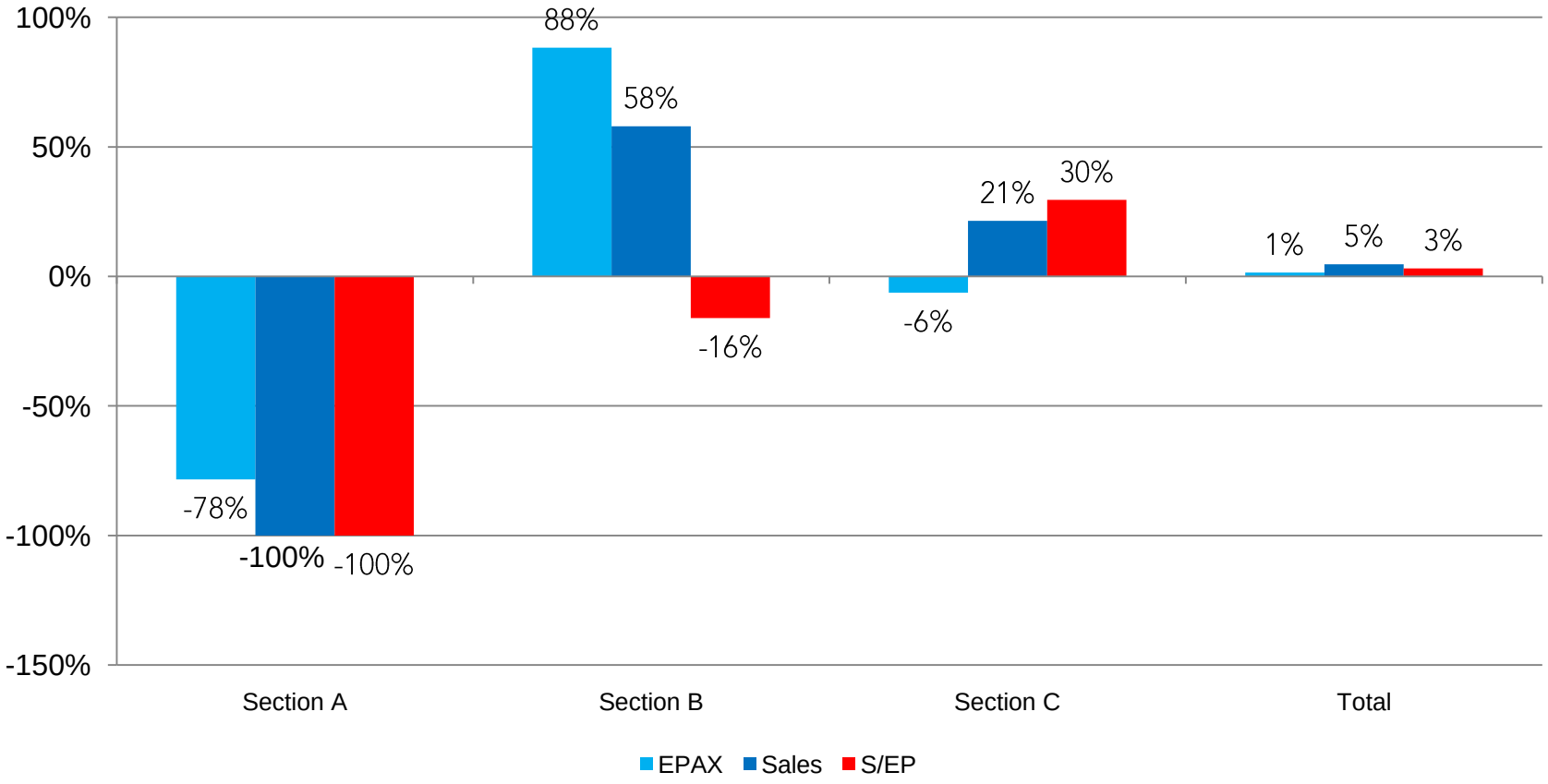


# TRIP Update

September 2011

# TRIP Update: Terminal A - July

Despite the closure of Section A, Sales were up 5% while enplanements were up 1%.

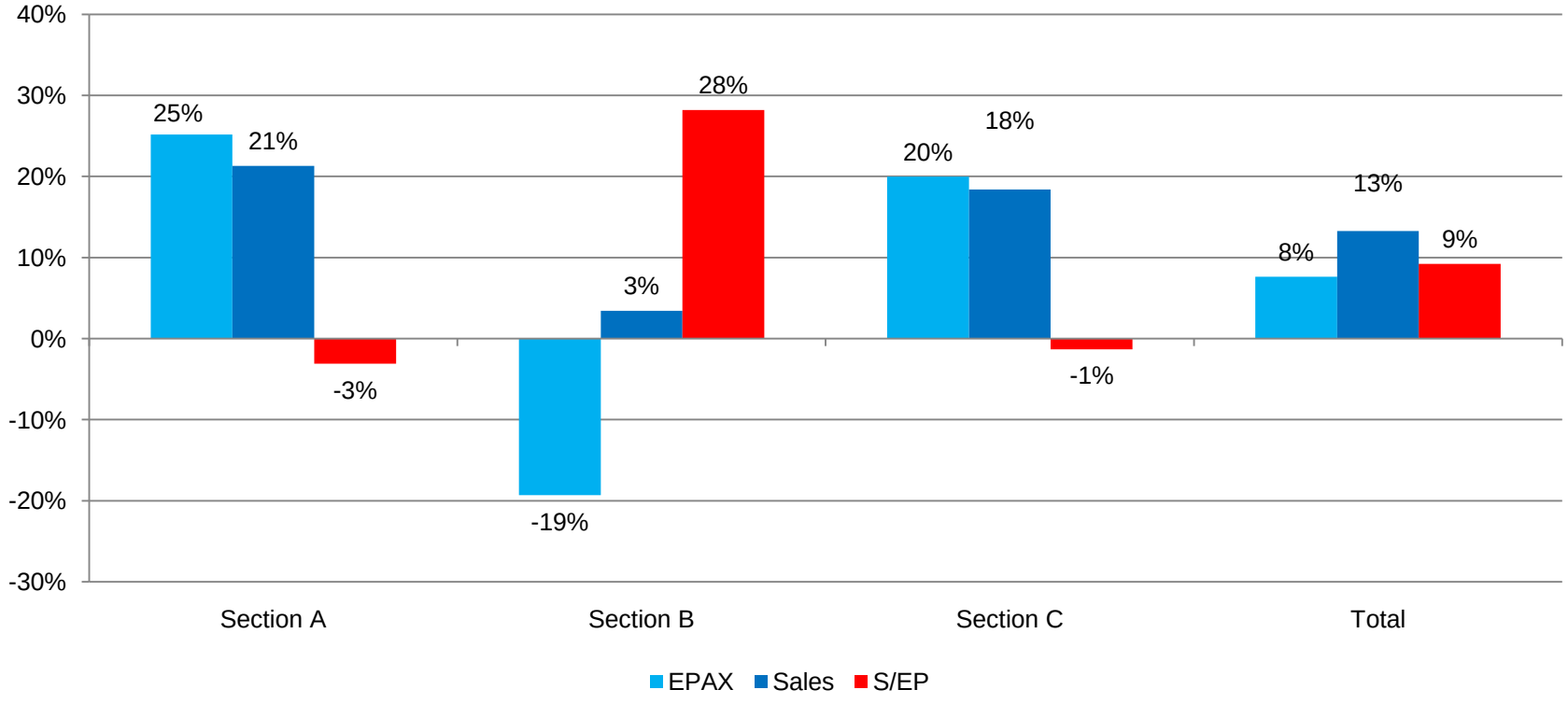





Note: None Transactional Gross Receipts have been removed from comparison.

# TRIP Update: Terminal C - July

Overall, enplanements were up 7% with Sections A and C experiencing the largest increases. The majority of the locations in Section B are experiencing double-digit sales growth resulting in a large increase in Sales per Enplaned passenger.






Note: None Transactional Gross Receipts have been removed from comparison.