Dallas/Fort Worth International Airport Concessions/Commercial Development Committee Meeting Gross Receipts Appendix

August 1, 2013

Concessions Gross Receipts (GR) Update – June FY13 vs. FY12

Total gross receipts were up 8%, or $2.0M, primarily due to an increase in spend in Terminals A and D and an increase in passengers in Terminals B and E.

	% Change vs. FY12	June	June A	June B	June C	June D	June E
Gross Receipts	8%	★	★	★	★	■	★
Enplanements	3%	■	■	★	■	■	★
Transactions	3%	■	■	■	■	■	★
GR/EPAX	4%	■	★	■	■	★	■

■ Improved/Constant ★ Exceeded by >5%

■ Worse by >5% ■ Worse by 1-5%

* Gross Receipts per Enplaned Passenger

** Gross Receipts per Square Foot

Concessions Gross Receipts (GR) Update – June FY13 vs. FY12

All terminals, remained positive as a result of an increase in passenger spend.

	% Chg vs. FY12	GR*	Enplanements	Sections A	Sections B	Sections C
Terminal A	14%	★	■	★	■	★
Terminal B	6%	★	★	■	★	■
Terminal C	7%	■	■	■	■	■
Terminal D	1%	■	■	■	N/A	■
Terminal E	16%	★	★	★	■	★

- Terminal A, Section B and Terminal B, Section C are down as a result of TRIP closures.

■ Improved/Constant ★ Exceeded by >5%

■ Worse by >5% ■ Worse by 1-5%

Concessions Gross Receipts (GR) Update – June FY13 YTD

Total gross receipts were better than last year due to an increase in passengers and spend.

	% Chg vs. FY12	June YTD Actual	June YTD Actual				
			A	B	C	D	E
Gross Receipts	7%	★	★	■	■	■	★
Enplanements	3%	■	★	★	■	■	★
Transactions	4%	■	★	■	■	■	■
GR/EPAX	4%	■	★	■	■	★	■
GR/Trans	2%	■	■	★	■	■	■

■ Improved/Constant ★ Exceeded by >5%

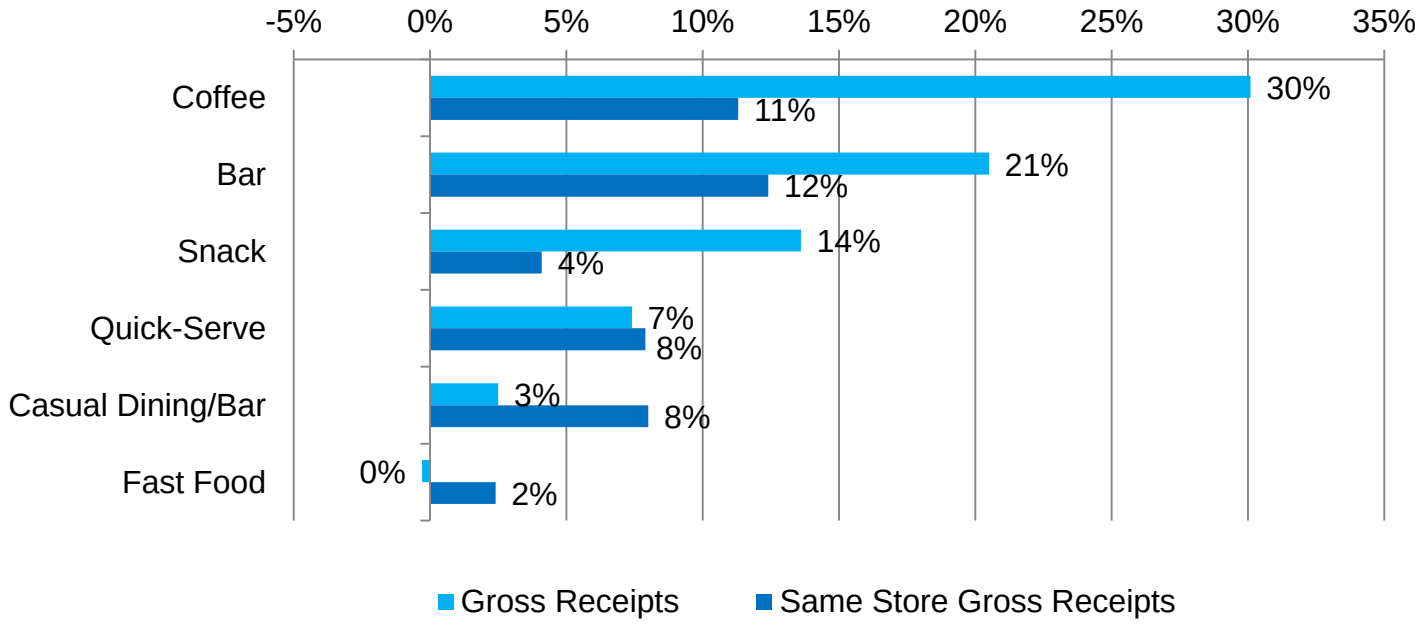
■ Worse by >5% ■ Worse by 1-5%

* Gross Receipts per Enplaned Passenger

** Gross Receipts per Transaction

Concessions Gross Receipts Update – June YTD FY13 vs. FY12

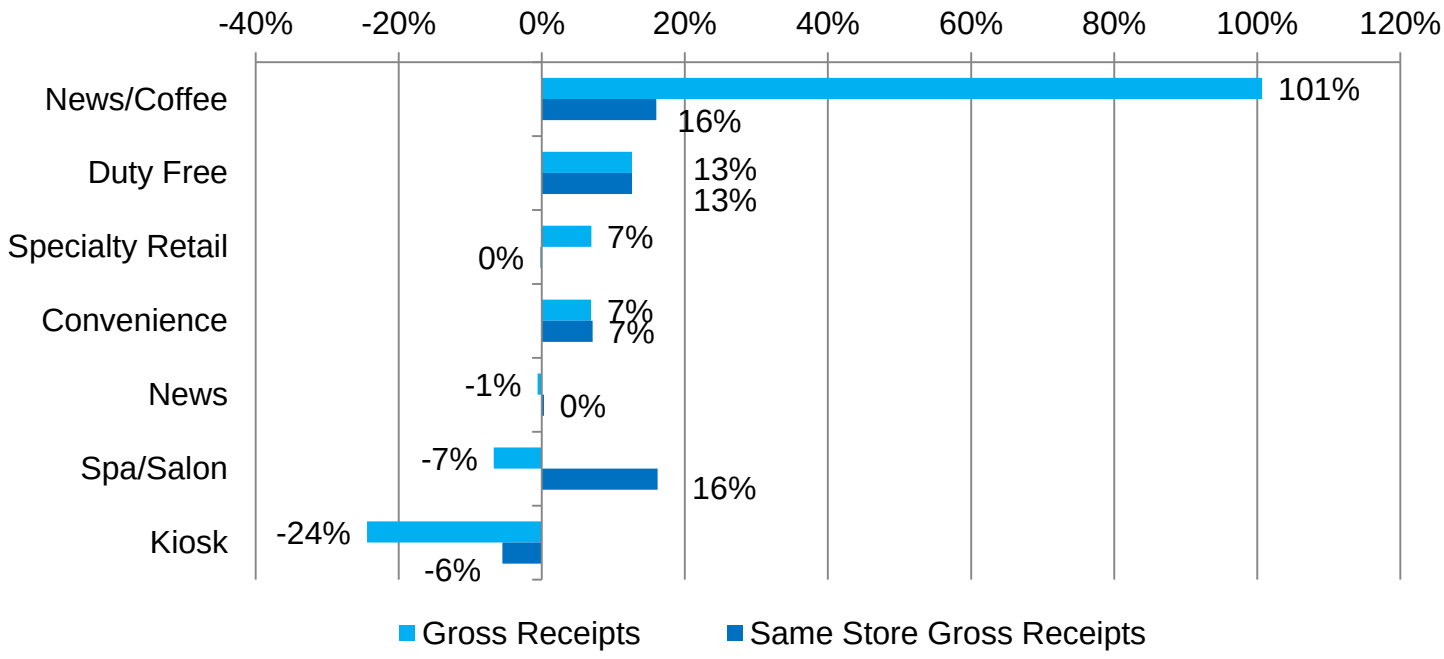
Food & beverage gross receipts were up 7%, or $4.9M, vs. FY12 while Same Store was up 7%, primarily due to TRIP Phasing and increase in passenger spend Airport-wide.



- Fast Food is down due to TRIP closures resulting in fewer locations.

Concessions Gross Receipts Update – June YTD FY13 vs. FY12

Retail gross receipts were up 4%, or $0.4M, vs. FY12 while Same Store was up 3% primarily due to TRIP Phasing.

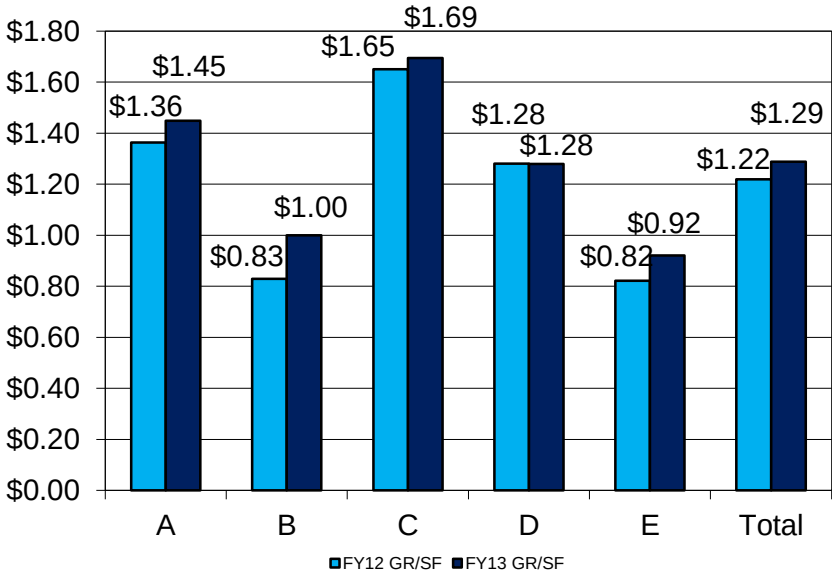


- News, Spa and Kiosk categories were down due to TRIP closures resulting in fewer locations.

Concessions Gross Receipts (GR) Update – June FY13 YTD

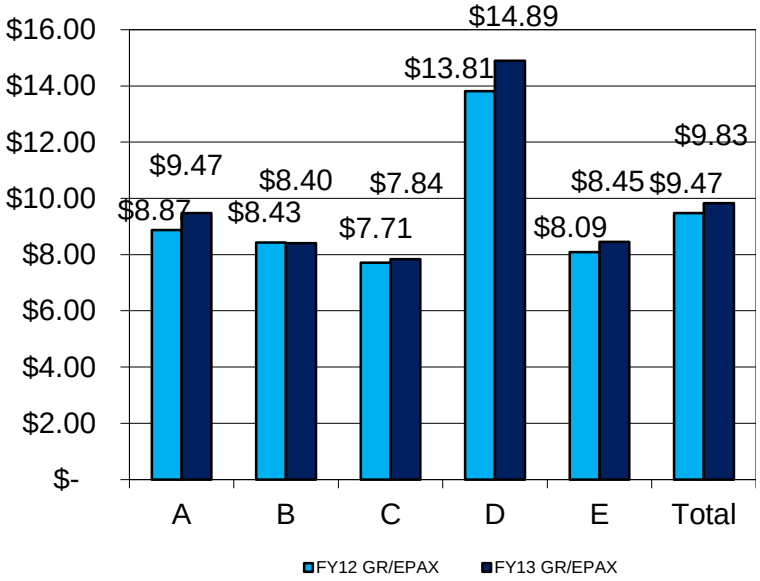
GR/SF* increased by 6%, while GR/EPAX** increased by 4% compared to last fiscal year.

GR/SF*



Thousands

GR/EPAX**

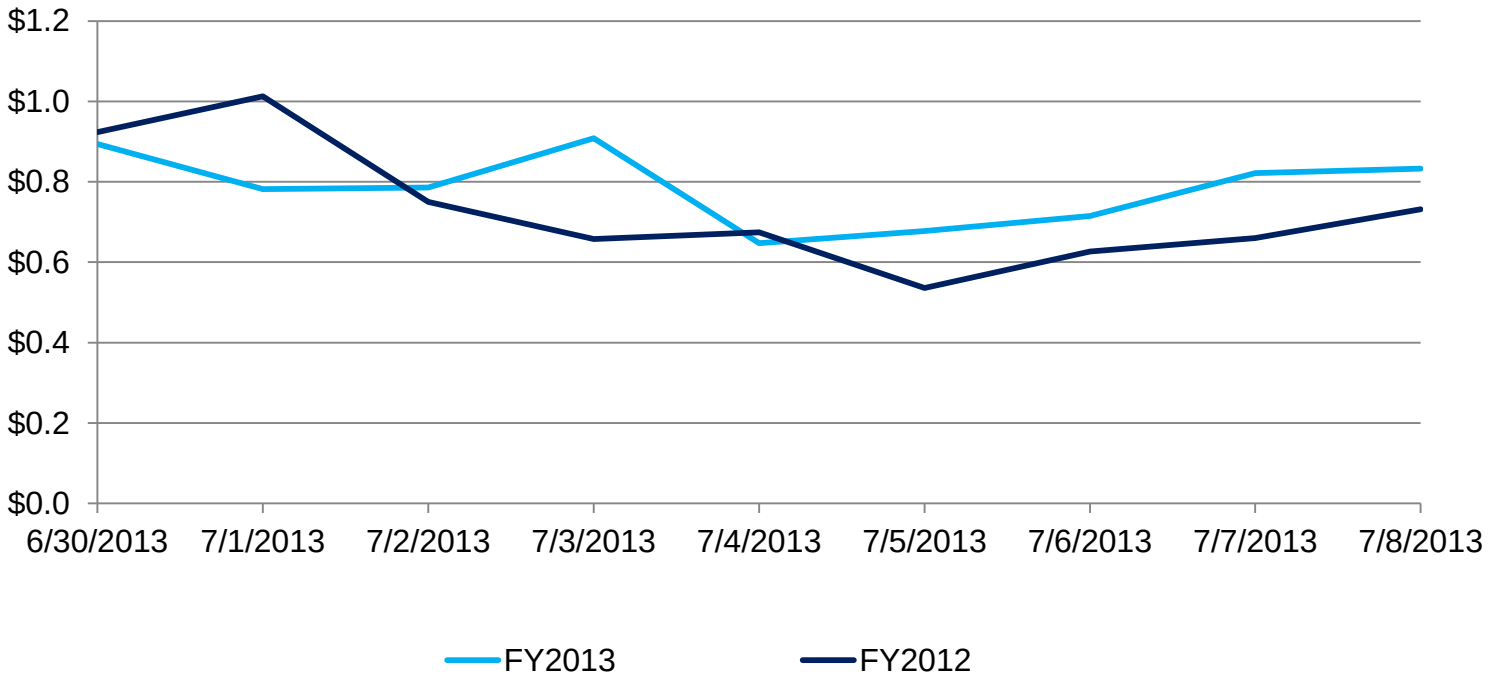


Dollars

*Gross Receipts per Square Foot
**Gross Receipts per Enplaned Passenger

Concessions Gross Receipts (GR) Update – 4th of July Week

Total Gross Receipts were up 7% or $0.5M as a result of a increase in passenger spend.



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August 6, 2013