Dallas/Fort Worth International Airport
Gross Receipts Appendix

September 3, 2013

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

Total gross receipts were up 10%, or $2.3M, primarily due to an increase in passengers and transaction value.

	% Change vs. FY12	July	July A	July B	July C	July D	July E
Gross Receipts	10%	★	★	★	★	■	★
Enplanements	5%	■	■	★	■	▫	★
Transactions	3%	■	▪	★	■	■	★
GR/EPAX*	5%	■	★	▫	■	★	★
GR/Trans**	7%	★	★	■	■	■	▫

■ Improved/Constant ★ Exceeded by >5%

▪ Worse by >5% ▫ Worse by 1-5%

* Gross Receipts per Enplaned Passenger

** Gross Receipts per Transaction

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

Gross Receipts increased in all terminals primarily due to passenger growth and spend, and new concepts.

	% 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%

*Gross Receipts

Concessions Gross Receipts (GR) Update – July YTD FY13 YTD

Total gross receipts were up 7%, or $16.2M, primarily due to an increase in passengers and spend.

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

■ 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 – July YTD FY13 vs. FY12

Food & beverage gross receipts were up 12%, or $1.8M, driven by an increase in average spend overall.

	Gross Receipts vs. FY12		Drivers vs. FY12	
	% Change	July YTD	Transactions	Spend
Coffee	32%	★	★	★
Bar	21%	★	★	■
Snack	14%	★	★	■
Quick-Serve	7%	★	■	■
Casual Dining/Bar	3%	■	■	★
Fast Food	0%	■	■	■

- Bar and coffee were up as a result of an increase in total transactions and spend.

Concessions Gross Receipts Update – July YTD FY13 vs. FY12

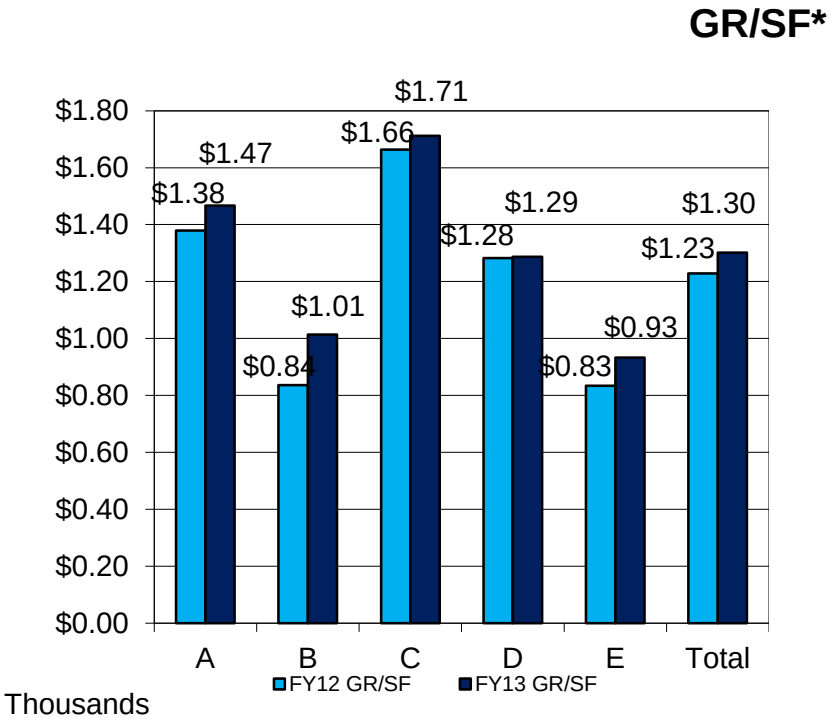
Retail gross receipts were up 6%, or $0.5M, driven by an increase in average spend overall.

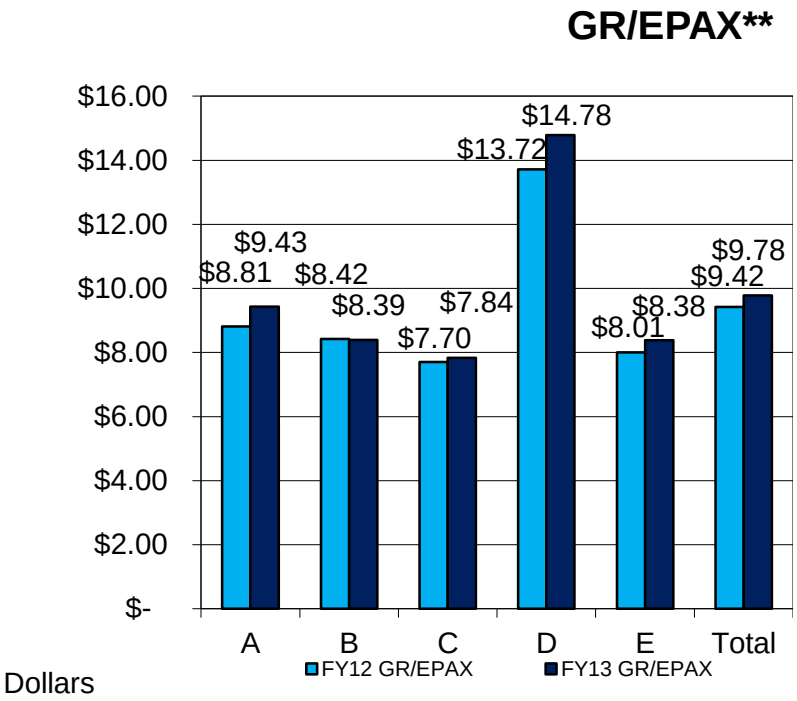
	Gross Receipts vs. FY12		Drivers vs. FY12	
	% Change	July YTD	Transactions	Spend
News/Coffee	114%	★	★	★
Duty Free	12%	★	■	★
Specialty Retail	7%	★	■	★
Convenience	7%	★	■	★
News	-1%	■	■	■
Spa/Salon	-8%	■	■	★
Kiosks	-12%	■	■	■

- News/coffee is up due to TRIP openings resulting in more locations.
- Kiosks, news and spa categories were down due to TRIP closures, resulting in fewer locations.

Concessions Gross Receipts (GR) Update – July FY13 YTD

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





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

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