Dallas/Fort Worth International Airport
Gross Receipts Appendix

July 1, 2014

Concessions Gross Receipts (GR) Update – May FY14

Total gross receipts were up 7%, or $1.8M, driven by passenger growth.

	% Change vs. FY13	May	May A	May B	May C	May D	May E
Gross Receipts	7%	■	■	■	■	■	■
Enplanements	5%	■	■	■	■	■	■
Transactions	5%	■	■	■	■	■	■
GR/EPAX	2%	■	■	■	■	■	■
GR/Trans	2%	■	■	■	■	■	■

■ Improved/Constant ■ Declined

- Terminal B transactions were down due to fewer passengers.
- Terminal E remained positive as a result of passenger growth.

* Gross Receipts per Enplaned Passenger
** Gross Receipts per Transaction

Concessions Gross Receipts (GR) Update – May YTD FY14

Total gross receipts were up 5%, or $10.8M, due to an increase in passenger growth and spend.

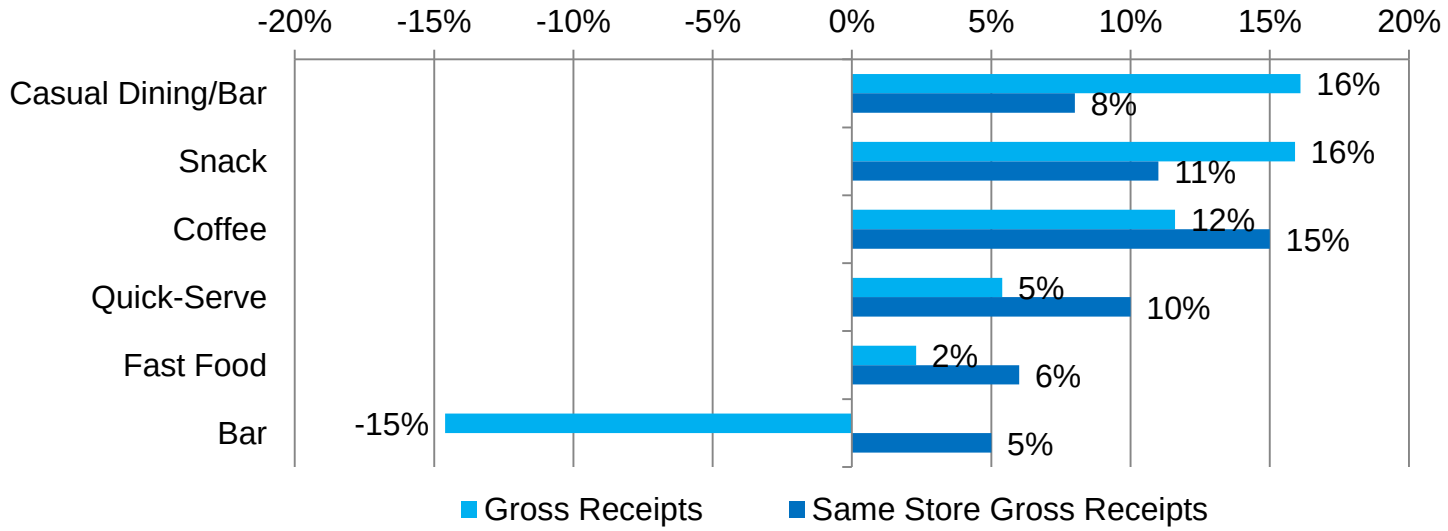
	% Chg vs. FY13	May YTD	May YTD A	B	C	D	E
Gross Receipts	6%	■	■	■	■	■	■
Enplanements	3%	■	■	■	■	■	■
Transactions	2%	■	■	■	■	■	■
GR/EPAX	3%	■	■	■	■	■	■
GR/Trans	4%	■	■	■	■	■	■

■ Improved/Constant ■ Declined

* Gross Receipts per Enplaned Passenger
** Gross Receipts per Transaction

Concessions Gross Receipts Update – May YTD FY14

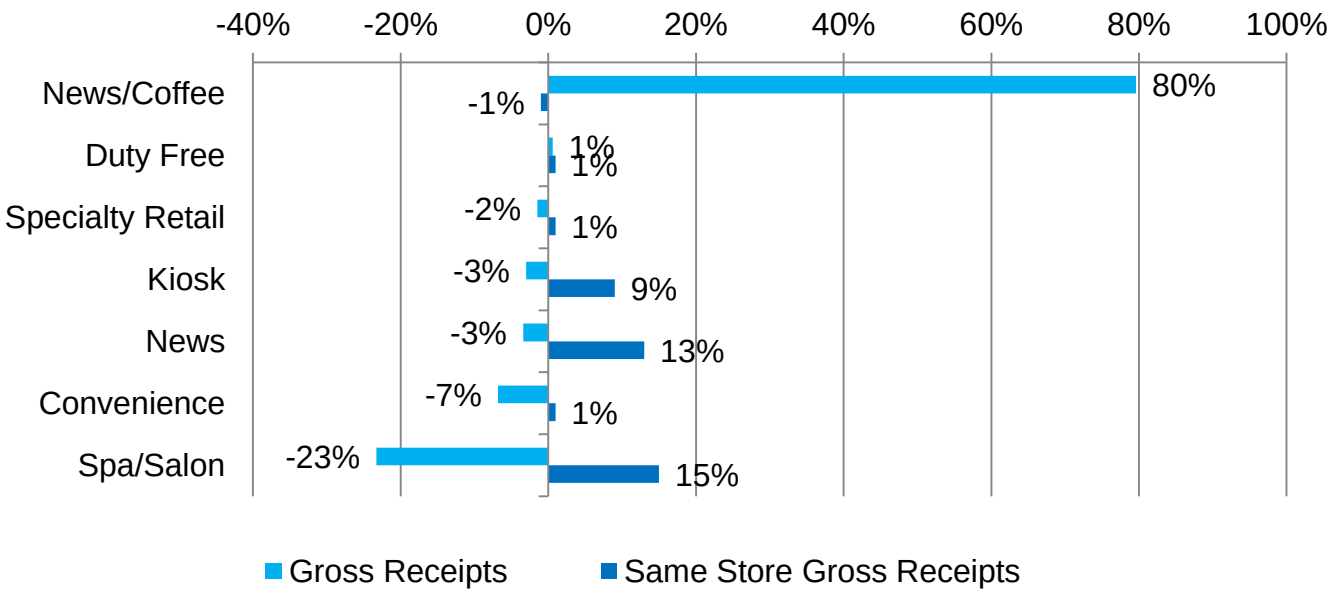
Food & beverage gross receipts were up 9%, or $10.8M, while same store gross receipts were up 9%.



- Spend at new locations in Terminals A, B, C and D resulted in a positive growth for Snack, Casual Dining, Coffee, and Quick-Serve.
- TRIP closures resulted in fewer locations for Bar.

Concessions Gross Receipts Update – May YTD FY14

Retail gross receipts were down 0.0%, or $13K, while same store gross receipts were up 5%.

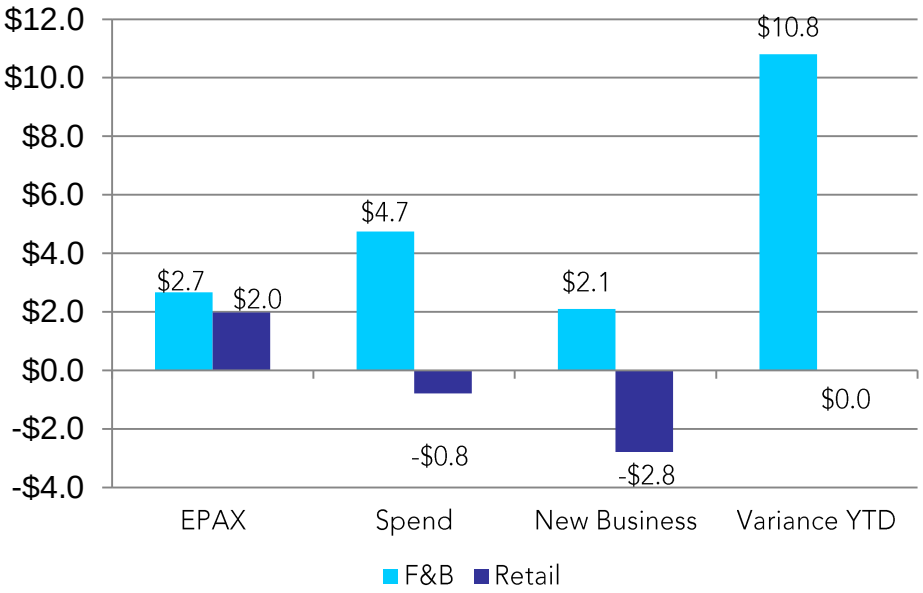


- Spend and new openings have increased News/coffee.
- TRIP closures resulted in fewer locations for Specialty Retail, Kiosks, News, Convenience, and Spa locations.

Concessions Gross Receipts Update – May YTD FY14

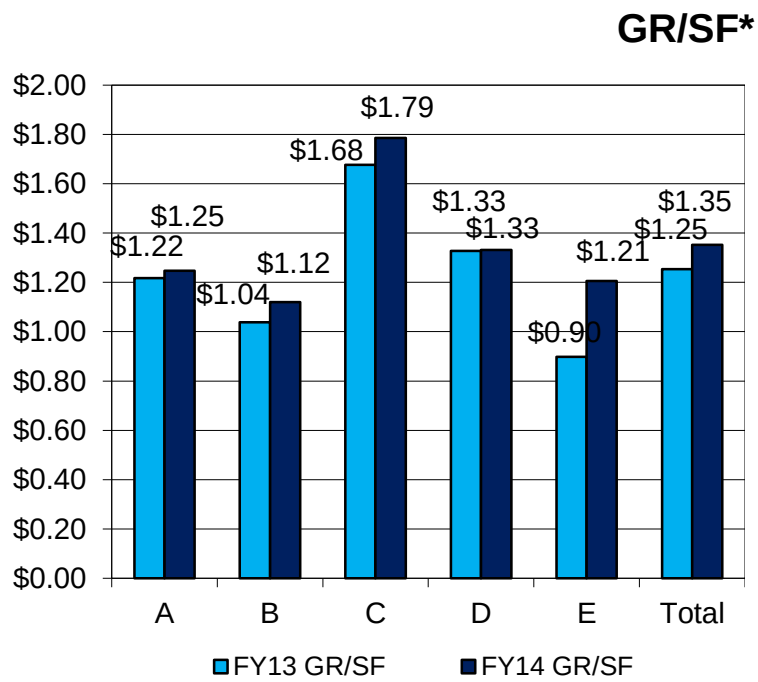
Total gross receipts were up 5%, or $10.8M, due to an increase in passenger growth and spend.

- Passenger growth has increased gross receipts by $4.7M
- Spend resulted in $3.9M
  - Driven by F&B
  - Retail has fewer locations with lower spend and passenger movement
- With TRIP Phasing, new business is down $0.7M

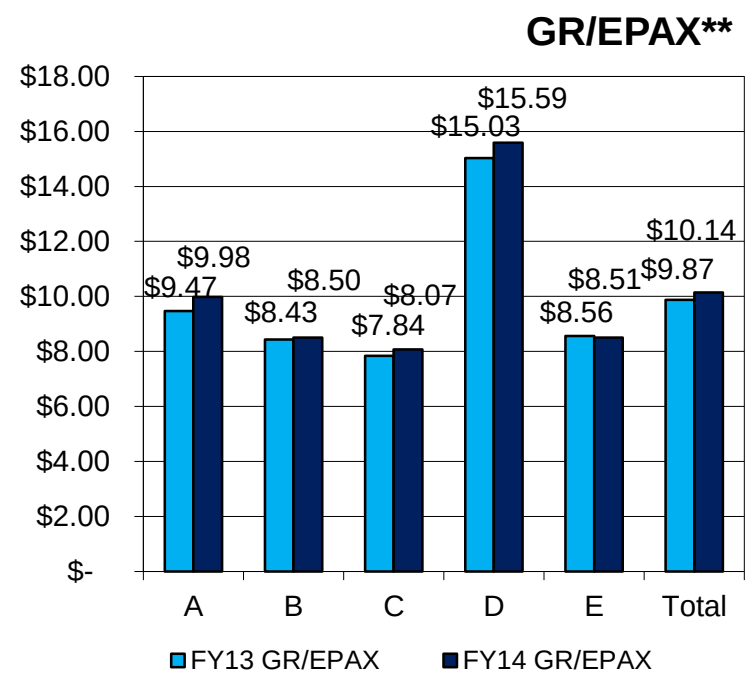


Concessions Gross Receipts (GR) Update – May YTD FY14

GR/SF* increased by 8%, while GR/EPAX** increased by 3% compared to last fiscal year as a result of an increase in passenger growth and spend.



Thousands



Dollars

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

Dallas/Fort Worth International Airport
Gross Receipts Appendix

July 1, 2014