

Dallas/Fort Worth International Airport KPI's and Financial Report – FY 2017

For the Nine Months Ended June 30, 2017 - Unaudited

Key Performance Indicator Scorecard

For the Nine Months Ended June 30, 2017 – Unaudited

Key Performance Indicators	FY16 Actuals YTD	FY17 Plan YTD	FY17 Actuals YTD	FY17A vs FY16A	FY17A vs FY17P	FY17 Annual Plan**	Data As Of
Business Performance							
Total Passengers (Ms) *	48.5	48.3	48.7	■	■	66.4	Jun 30
International Seat Capacity Growth	1.16%	2.50%	4.00%	n/a	■	2.5%	Jun 30
Total Landed Weights (Bs)	30.8	31.0	31.6	■	■	42.0	Jun 30
DFW Cost Center Net Revenues (Ms)	\$103.8	\$94.7	\$99.7	■	■	\$128.0	Jun 30
Total Airline Cost (Ms)	\$228.3	\$296.7	\$278.0	n/a	■	\$411.3	Jun 30
Cost Per Enplaned Passenger	n/a	\$11.73	\$11.28	n/a	■	\$11.70	Jun 30
Total 102 Fund Expenditure Budget (Ms) *	\$566.2	\$644.6	\$632.9	n/a	■	\$889.7	Jun 30
Cold chain cargo refrigeration facility *	n/a	■	■	n/a	■	Complete	Jun 30
Customer Experience							
ACI Customer Survey Score	4.21	4.23	4.25	■	■	4.23	Jun 30
ACI Terminal Cleanliness Survey Score *	4.28	4.29	4.31	■	■	4.29	Jun 30
New enhanced TSA screening lanes	n/a	■	■	n/a	■	5	Jun 30
DFW's online Parking system*	n/a	■	■	n/a	■	Complete	Jun 30

■ Improved/Constant

■ Worse

■ End of Year/Quarter Completion

* Key Goals and Initiatives

** Plan reflects 100% Target except for total DFW Cost Center Net Revenues, and Total Airline Cost which reflect budget.

Key Performance Indicator Scorecard

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Key Performance Indicators	FY16 Actuals YTD	FY17 Plan YTD	FY17 Actuals YTD	FY17A vs FY16A	FY17A vs FY17P	FY17 Annual Plan**	Data As Of
<u>Operational Excellence</u>							
Regulatory Enforcement Violation Notices	0	0	0			0	Jun 30
Integrated Baggage System provider - Term B and E*	n/a	Complete	Complete			Complete	Jun 30
Completion of TRIP Schedule *	0			n/a		4 of 4	Jun 30
Restoration of identified erosion sites*	n/a	12	12	n/a		12 sites	Jun 30
<u>Safe and Secure</u>							
Runway Incursions	0	0	1			1	Jun 30
Define metrics for Safe and Secure*	n/a			n/a		2 of 2	Jun 30
<u>Community Engagement</u>							
MBE/DBE/ACDBE Programs	54%/2%/44%	25%/28%/34%	69%/23%/43%			25%/28%/34%	Jun 30
Define metrics for Community Engagement*	n/a			n/a		1 of 1	Jun 30
<u>Employee Engagement</u>							
Engagement score	77%	77%				77%	Available 9/17
Train employees on new strategic plan		95%	99%			95%	Jun 30
Blue zones certification*		Complete	Complete	n/a		Complete	Apr 30
* <u>Key Goals and Initiatives</u>	9/10	8/10				8/10	Available 9/17

Improved/Constant
 Worse
 End of Year/Quarter Completion

** Plan reflects 100% Target except for total DFW Cost Center Net Revenues, and Total Airline Cost which reflect budget.

DFW Cost Center

For the Nine Months Ended June 30, 2017 – Unaudited

(in millions)	YTD Actual vs. Budget Comparison					Annual
	FY 2016 Actual YTD	FY 2017 Actual YTD	FY 2017 Budget YTD	FY '17 Actual Increase/(Decrease) vs. FY '17 Budget		FY 2017 Annual Budget
Revenues						
Parking*	\$114.2	\$120.1	\$125.5	(\$5.4)	(4.3%)	\$171.6
Concessions	53.2	59.7	58.3	1.4	2.4%	82.2
Rental Car	24.9	24.0	24.5	(0.5)	(2.2%)	33.0
Commercial Development	40.0	33.1	31.2	1.9	6.1%	41.4
Other Revenues	25.8	27.2	28.3	(1.1)	(3.9%)	38.3
Total Revenues	258.2	264.0	267.8	(3.8)	(1.4%)	366.6
DFW CC Expenditures						
Operating Expenditures	89.2	93.8	99.1	(5.3)	(5.3%)	137.0
Debt Service, net	34.8	40.2	41.1	(0.9)	(2.1%)	55.4
Total Expenditures	124.0	134.0	140.2	(6.1)	(4.4%)	192.3
Gross Margin - DFW Cost Center	134.2	130.0	127.6	2.4	1.9%	174.2
Less Transfers and Skylink						
DFW Terminal Contribution	4.1	1.6	2.8	(1.3)	(45.0%)	3.8
Skylink Costs	26.3	28.7	30.0	(1.3)	(4.5%)	42.4
Net Revenues from DFW Cost Center	\$103.8	\$99.7	\$94.7	\$5.0	5.3%	\$128.0

* Includes Ground Transportation

Airfield and Terminal Cost Centers

For the Nine Months Ended June 30, 2017 – Unaudited

(in millions)	YTD Actual vs. Budget Comparison					Annual
	FY 2016	FY 2017	FY 2017	FY '17 Actual		FY 2017
	Actual	Actual	Budget	Increase/(Decrease)		Annual
	YTD	YTD	YTD	vs. FY '17 Budget		Budget
Revenues						
Landing Fees	\$75.5	\$79.1	\$74.4	\$4.8	6.4%	\$100.8
Other Airfield	7.7	8.2	7.7	0.5	7.2%	10.8
Transfer from DFW Cost Center	30.8	36.3	36.3	0.0	0.0%	47.6
Total Airfield Revenue	114.0	123.6	118.3	5.3	4.5%	159.2
Terminal Leases	147.1	179.5	188.1	(8.6)	(4.6%)	250.8
FIS Fees	17.0	18.1	17.3	0.7	4.3%	24.3
Turn Fees and Other Office Rents	17.7	22.2	22.6	(0.4)	(1.8%)	30.8
Other Terminal	12.3	14.3	12.3	2.1	16.8%	17.3
Total Terminal Revenues	194.0	234.1	240.3	(6.2)	(2.6%)	323.2
DFW Terminal Contributions	4.1	1.6	2.8	(1.3)	(45.0%)	3.8
Joint Capital Transfer	6.0	3.0	3.0	0.0	0.0%	4.0
Total Transfers	10.1	4.6	5.8	(1.3)	(21.9%)	7.8
Total Revenues	318.1	362.3	364.4	(2.1)	(0.6%)	490.2
Expenditures						
Operating Expenditures	182.0	196.4	203.3	(6.9)	(3.4%)	286.0
Debt Service, net *	117.5	146.8	153.4	(6.7)	(4.3%)	208.1
Total Expenditures	299.5	343.1	356.7	(13.6)	(3.8%)	494.1
Total Airfield /Terminal Net Income/(Loss)	\$18.6	\$19.2	\$7.7	\$11.4	148.3%	(\$3.9)

* - Net of Passenger Facility Charges (PFC's) and Customer Facility Charges (CFC's)

Operating Fund – Total Expenditures

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(in millions)	YTD Actual vs. Budget Comparison				Annual
	FY 2016 Actual YTD	FY 2017 Actual YTD	FY 2017 Budget YTD	FY '17 Actual Increase/(Decrease) vs. FY '17 Budget	FY 2017 Annual Budget
Operating Expenditures					
Salaries and Wages	\$95.6	\$100.0	\$101.4	(\$1.4) (1.4%)	\$140.8
Benefits	46.8	49.5	52.0	(2.5) (4.7%)	69.6
Facility Maintenance Contracts	42.4	46.7	47.5	(0.8) (1.8%)	64.5
Other Contract Services	60.9	66.8	70.3	(3.4) (4.9%)	110.1
Utilities	18.7	18.7	19.2	(0.5) (2.5%)	26.4
Equipment and Other Supplies	11.4	12.8	13.3	(0.6) (4.1%)	20.8
Insurance	3.7	3.9	4.3	(0.4) (10.1%)	6.0
Fuels	1.6	3.0	3.1	(0.1) (3.7%)	4.0
General, Administrative, and Other	4.7	5.4	5.6	(0.2) (3.5%)	8.6
Change in Operating Reserves	7.4	7.6	8.4	(0.8) (9.2%)	8.4
Total Operating Expenditures	293.2	314.4	325.1	(10.7) (3.3%)	459.2
Debt Service, gross	273.0	318.5	319.6	(1.1) (0.3%)	430.4
Total 102 Fund Expenditures	\$566.2	\$632.9	\$644.6	(\$11.8) (1.8%)	\$889.7