Denver International Airport

Gross Revenue Earned by Concessionnaire

November 2017

Unaudited
Finance Accounts Receivable

REVENUE MANAGEMENT

CONCESSIONS GROSS SALES REPORT

November 2017

SUMMARY

Major Category And Concourse		Monthly Sales $	YOY Sales % Change	YTD Sales $	YOY YTD % Change	Monthly Sales per Enplanement	Sales Per Enplanement % Change
GRAND TOTAL		**$31,407,552**	**8.4%**	**$358,089,111**	**5.7%**	**$19.22**	**3.2%**
DUTY FREE							
	CONCOURSE A	$149,585	13.2%	$1,867,087	21.6%	$0.25	20.6%
	CONCOURSE B	$112,850	28.8%	$1,173,321	11.6%	$0.11	22.6%
TOTAL - DUTY FREE		**$262,435**	**19.4%**	**$3,040,408**	**17.6%**	**$0.36**	**21.2%**
FOOD AND BEVERAGE							
	CONCOURSE A	$4,040,494	-2.1%	$50,791,726	6.6%	$6.85	4.3%
	CONCOURSE B	$7,946,367	7.7%	$90,091,208	7.3%	$7.61	2.5%
	CONCOURSE C	$6,869,163	14.6%	$70,627,691	1.6%	$8.28	1.1%
	TERMINAL	$1,460,204	6.7%	$17,625,107	4.5%		
	AIRPORTWIDE	$37,165		$151,029			
TOTAL - FOOD AND BEVERAGE		**$20,353,394**	**7.9%**	**$229,286,762**	**5.2%**	**$22.74**	**2.5%**
PASSENGER SERVICES							
	CONCOURSE A	$286,972	27.9%	$3,685,954	24.1%	$0.49	36.2%
	CONCOURSE B	$390,164	16.5%	$4,376,341	-0.2%	$0.37	10.9%
	CONCOURSE C	$157,821	8.3%	$1,711,649	-4.8%	$0.19	-4.4%
	TERMINAL	$129,016	-15.1%	$2,055,498	5.0%		
TOTAL - PASSENGER SERVICES		**$963,974**	**12.5%**	**$11,829,442**	**6.5%**	**$1.05**	**17.6%**
RETAIL							
	CONCOURSE A	$2,087,139	-2.6%	$27,359,711	9.0%	$3.54	3.8%
	CONCOURSE B	$3,432,151	9.9%	$39,393,662	6.6%	$3.29	4.5%
	CONCOURSE C	$2,112,674	13.3%	$23,030,783	0.0%	$2.55	0.0%
	TERMINAL	$309,226	-19.6%	$4,080,024	3.2%		
TOTAL - RETAIL		**$7,941,190**	**5.7%**	**$93,864,180**	**5.4%**	**$9.37**	**3.0%**
AIRPORTWIDE SERVICES							
	TERMINAL	$100,986	69.4%	$971,769	15.5%		
	AIRPORTWIDE	$1,785,573	22.8%	$19,096,550	11.2%		
TOTAL - AIRPORTWIDE SERVICES		**$1,886,559**	**24.7%**	**$20,068,319**	**11.4%**		

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As of Date: 12/29/2017

REVENUE MANAGEMENT

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
DUTY FREE - CONCOURSE A					
Dufry Shops	2,316	$149,585	13.2%	$1,867,087	21.6%
TOTAL DUTY FREE - CONCOURSE A	**2,316**	**$149,585**	**13.2%**	**$1,867,087**	**21.6%**
DUTY FREE - CONCOURSE B					
Dufry Shops	2,328	$112,850	28.8%	$1,173,321	11.6%
TOTAL DUTY FREE - CONCOURSE B	**2,328**	**$112,850**	**28.8%**	**$1,173,321**	**11.6%**
TOTAL DUTY FREE	**4,644**	**$262,435**	**19.4%**	**$3,040,408**	**17.6%**

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
FOOD AND BEVERAGE - CONCOURSE A					
Ben & Jerry's / Caribou Coffee	1,232	$252,827	-5.3%	$3,101,709	4.2%
Denver Chop House & Brewery	4,026	$576,834	2.5%	$6,753,380	6.9%
Dunkin' Donuts	317	$107,924	-6.1%	$1,371,592	7.3%
Hope's Country Fresh Cookies	337	$73,449	-7.3%	$1,010,610	2.3%
Jimmy's Bistro	2,636	$568,856	-6.6%	$7,309,442	1.1%
KFC / Pizza Hut	642	$144,715	-4.9%	$1,951,305	-0.7%
Lefty's Colorado Trail Grille	3,076	$341,922	-5.6%	$4,590,416	10.4%
McDonald's	1,142	$547,368	0.3%	$6,546,707	10.9%
Mesa Verde Lounge	4,706	$368,475	-7.3%	$5,029,587	5.5%
Panda Express	810	$356,329	2.0%	$4,313,174	11.5%
Quizno's	4,092	$499,141	-1.0%	$6,198,071	7.4%
Schlotzsky's	819	$131,362	27.8%	$1,664,177	19.7%
Vino Volo Wine Bar	923	$71,292	-10.5%	$951,554	-6.9%
TOTAL FOOD AND BEVERAGE - CONCOURSE A	**24,759**	**$4,040,494**	**-2.1%**	**$50,791,726**	**6.6%**
FOOD AND BEVERAGE - CONCOURSE B					
Aviator's Club BBQ	4,398	$382,835	29.2%	$4,453,165	31.1%
Cantina Grill	3,204	$412,851	41.9%	$4,527,545	28.3%
Caribou Coffee	770	$153,103	5.9%	$1,691,248	4.1%
Chick-Fil-A	1,146	$541,514	20.3%	$5,864,424	430.3%
City Wok	1,958	$285,679	13.8%	$3,301,498	4.2%
Colorado Sports Bar & Grille	3,573	$443,313	5.1%	$5,264,686	12.8%
Cru Wine Bar	935	$188,390	23.2%	$2,156,352	16.8%
Elway's	4,026	$925,262	14.5%	$10,395,581	11.7%
Etai's Café	1,488	$267,982	11.3%	$3,119,216	3.4%
Heidi's Brooklyn Deli	958	$207,749	5.1%	$2,280,144	-7.6%

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DETAILS

Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Jamba Juice	770	$123,642	9.2%	$1,399,777	1.4%
Lefty's Mile High Bar & Grille		N/A		$93,830	
Lounge 5280	1,540	$113,869	21.6%	$1,243,847	19.7%
McDonald's	1,552	$475,168	9.2%	$5,345,504	-0.8%
Mod Market	906	$288,685	13.2%	$3,321,020	9.6%
New Belgium Hub	3,001	$254,299	10.3%	$2,799,461	5.2%
Pizza Hut Express/Haagen Daz	1,000	$149,952	9.9%	$1,853,971	12.2%
Pour La France	6,419	$642,938	26.3%	$6,667,554	7.9%
Que Bueno! Mexican Grille	1,491	$330,175	25.2%	$3,698,822	27.9%
Rocky Mountain Café	574	$36,520	5.1%	$423,397	3.9%
Rocky Mt. Chocolate Factory	817	$118,407	0.9%	$1,411,954	-1.7%
Sara Lee Sandwich Shoppe	1,455	$194,224	2.5%	$2,500,586	5.4%
Starbucks	548	$180,407	4.0%	$1,941,583	-4.2%
Starbucks (kiosk)	224	$76,839	0.9%	$851,783	-5.6%
Steve's Snappin' Dogs	1,446	$182,100	25.7%	$1,988,448	8.0%
TCBY Yogurt	609	$131,733	0.3%	$1,663,827	3.0%
The Candy Shoppe	641	$62,369	-8.5%	$846,867	-1.2%
Wetzel's Pretzels	623	$80,568	26.1%	$875,668	15.4%
Wolfgang Puck	2,450	$337,430	17.1%	$4,071,781	9.3%
Woody Creek Bakery	3,653	$358,367	14.6%	$4,037,670	1.2%
TOTAL FOOD AND BEVERAGE - CONCOURSE B	**52,171**	**$7,946,367**	**7.7%**	**$90,091,208**	**7.3%**
FOOD AND BEVERAGE - CONCOURSE C					
Allegro/Happy Cakes	165	$49,184	-11.0%	$652,999	0.8%
Auntie Anne's	2,247	$204,830	0.5%	$2,361,146	-1.5%
Big Bowl/Magic Pan	1,219	$298,685	5.1%	$3,426,402	4.5%
Caribou Coffee	603	$152,818	-2.6%	$1,698,875	2.7%

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Coffee Bean/Tea Leaf	582	$99,930	-1.0%	$1,086,880	-7.3%
Coors Silver Bullet	2,922	$458,560	19.4%	$4,729,585	22.7%
Dazbog Coffee	639	$99,441	54.0%	$935,049	13.7%
Jamba Juice	639	$140,863	-0.8%	$1,568,172	-0.3%
McDonald's	924	$551,614	12.2%	$5,760,752	14.8%
Modmarket	1,664	$267,815	4.0%	$3,028,505	12.1%
Rockbottom Brewery	3,061	$550,977	-1.1%	$6,495,898	-1.4%
Root Down	3,979	$1,019,178	16.2%	$10,954,272	8.8%
SMASH Burgers & Bar	2,327	$241,462		$241,462	
Smokin Bear Lodge Smoking Lounge	4,826	$1,588,433	22.9%	$15,161,649	-3.8%
Tamales by La Casita	1,354	$279,237	-1.3%	$3,244,351	4.2%
Tapas Sky Bar	1,100	$124,577	12.8%	$1,308,320	14.7%
TCBY Yogurt	756	$162,375	6.0%	$1,872,572	-2.9%
Villa Pizza	711	$270,417	8.3%	$2,949,308	-0.6%
Vino Volo Wine Bar	624	$85,391	117.8%	$817,404	58.0%
Woody Creek Bakery	1,586	$223,376	63.4%	$2,334,090	22.7%
TOTAL FOOD AND BEVERAGE - CONCOURSE C	**31,928**	**$6,869,163**	**17.6%**	**$70,627,691**	**5.2%**
FOOD AND BEVERAGE - TERMINAL					
Boulder Beer Tap House	1,776	$169,303	20.5%	$2,131,325	13.7%
Burger King	1,163	$203,008	6.4%	$2,354,350	1.9%
Cantina Grill	1,612	$69,452	11.9%	$948,612	3.3%
Caribou	541	$116,367		$1,253,689	-2.2%
Einstein Bagels	695	$172,018	-1.6%	$2,138,042	-0.3%
Jamba Juice	582	$58,105	11.7%	$718,699	0.3%
Panda Express	1,164	$263,701	9.6%	$2,910,430	3.7%
Pour La France		N/A		$160,493	

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Red Rocks Bar	1,814	$108,323	13.8%	$1,305,873	6.1%
Roasting Plant		N/A		$92,486	
Rocky Mountain Café	904	$16,754	-10.5%	$216,769	-12.4%
Subway	1,814	$55,313		$755,814	
Taco Bell	525	$122,315	5.5%	$1,416,196	6.1%
The CofTea Shop	764	$36,687	-16.6%	$444,893	-9.7%
Vertical Mile Market	539	$68,860	-0.1%	$777,436	-3.0%
TOTAL FOOD AND BEVERAGE - TERMINAL	**13,894**	**$1,460,204**	**6.7%**	**$17,625,107**	**4.5%**
FOOD AND BEVERAGE - AIRPORTWIDE					
Roasting Plant	1,321	$37,165		$151,029	
TOTAL FOOD AND BEVERAGE - AIRPORTWIDE	**1,321**	**$37,165**		**$151,029**	
TOTAL FOOD AND BEVERAGE	**124,073**	**$20,353,394**	**8.8%**	**$229,286,762**	**6.4%**

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
PASSENGER SERVICES - CONCOURSE A					
A Massage	955	$57,704	8.8%	$680,750	-1.3%
Executive Shine	60	$12,734	6.2%	$148,090	7.9%
Worldwide Insurance Services	1,027	$216,534	35.8%	$2,857,114	33.3%
TOTAL PASSENGER SERVICES - CONCOURSE A	**2,042**	**$286,972**	**27.9%**	**$3,685,954**	**24.1%**
PASSENGER SERVICES - CONCOURSE B					
A Massage	900	$85,332	18.7%	$1,003,539	9.2%
Executive Shine	220	$44,885	4.1%	$507,861	12.5%
Worldwide Insurance Services	277	$259,947	18.7%	$2,864,942	-4.1%
TOTAL PASSENGER SERVICES - CONCOURSE B	**1,397**	**$390,164**	**16.5%**	**$4,376,341**	**-0.2%**
PASSENGER SERVICES - CONCOURSE C					
Executive Shine	30	$7,342	24.5%	$72,847	-7.6%
Xpress Spa	2,234	$150,479	7.9%	$1,638,802	5.1%
TOTAL PASSENGER SERVICES - CONCOURSE C	**2,264**	**$157,821**	**8.3%**	**$1,711,649**	**-4.8%**
PASSENGER SERVICES - TERMINAL					
Public Service Credit Union		$55,178	-1.2%	$653,091	-8.3%
Worldwide Insurance Services	268	$73,839	-23.2%	$1,402,407	12.5%
TOTAL PASSENGER SERVICES - TERMINAL	**268**	**$129,016**	**-15.1%**	**$2,055,498**	**5.0%**
TOTAL PASSENGER SERVICES	**5,972**	**$963,974**	**12.5%**	**$11,829,442**	**6.5%**

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
RETAIL - CONCOURSE A					
Flight Stop	1,917	$462,779	-3.0%	$6,451,615	30.5%
Greetings From Colorado	946	$215,024	4.0%	$2,820,978	9.3%
Hudson News	955	$354,178	-8.3%	$4,877,113	5.3%
Peak News & Gifts	1,058	$361,931	0.9%	$4,512,507	-0.2%
Radio Road/Fly Babies	1,128	$41,094	0.9%	$478,994	-5.4%
RMU	791	$403,360	24.9%	$4,955,066	28.1%
Spirit of the Horse	1,342	$94,671	9.6%	$1,234,655	13.7%
Tattered Cover Bookstore	1,209	$154,103	-15.2%	$2,028,782	-3.2%
TOTAL RETAIL - CONCOURSE A	**9,346**	**$2,087,139**	**-2.6%**	**$27,359,711**	**9.0%**
RETAIL - CONCOURSE B					
Brookstone	702	$67,397	-19.1%	$1,020,720	-17.6%
Connections Made EZ		N/A		$2,193,715	
Connections Newsstand	342	$66,280	6.4%	$763,088	-3.3%
Earth Spirit	644	$63,852	-6.2%	$821,870	-15.8%
Express Market	1,271	$192,469		$192,469	
Flight Stop	12,696	$167,305		$259,799	
Gifts in Flight		N/A		$121,114	
Hudson News	1,827	$494,284	46.4%	$6,188,391	47.7%
InMotion Entertainment	1,342	$219,093	66.5%	$2,475,084	47.4%
Johnston & Murphy	818	$132,625	10.7%	$1,576,472	5.8%
Kazoo Toys	1,631	$58,300	10.4%	$677,136	8.9%
MAC	796	$98,665	-19.1%	$1,190,393	-2.5%
Mile High Harley Davidson		N/A		$389,584	
Misura, Crislu, Tumi	2,224	$194,933		$1,914,134	135.9%
Mosaic Gallery	1,360	$88,571	-0.3%	$973,195	-15.7%

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Newsstand (Peak Concepts)	633	$163,605	23.3%	$1,878,762	11.5%
Peak News & Gifts	1,280	$251,364	22.0%	$2,929,305	7.4%
RMU	920	$604,577	382.4%	$6,806,506	-18.9%
Sunglass Hut	898	$89,377	34.2%	$1,144,571	-0.7%
Tags Evolution	637	$30,728	-22.9%	$390,121	-14.5%
Tattered Cover Bookstore	1,011	$143,975	5.7%	$1,617,622	10.1%
Time Travel	2,328	$41,900	-40.3%	$476,537	-43.9%
Travel Mart	2,344	$159,117	1.2%	$2,200,808	278.8%
Tuleh Ruche	1,050	$83,728	2.4%	$906,166	1.6%
Victoria's Secret	713	$20,008	-25.9%	$286,103	-36.3%
TOTAL RETAIL - CONCOURSE B	**37,465**	**$3,432,151**	**9.9%**	**$39,393,662**	**6.6%**
RETAIL - CONCOURSE C					
CNBC	385	$155,830	2.3%	$1,938,058	10.1%
Connections Made EZ		N/A		$2,410,078	
Esavvy	536	$59,540	39.4%	$639,623	-7.8%
Express Market	837	$169,303		$169,303	
Flight Stop	680	$159,748		$225,392	
Gifts in Flight		N/A		$267,090	
Hudson News	649	$235,169	126.0%	$1,989,420	16.8%
Kiehl's/Urban Decay	1,391	$121,267	15.4%	$1,234,799	6.8%
No Boundaries	385	$62,985	6.7%	$600,682	22.6%
Out West	1,054	$168,776	36.3%	$2,057,407	11.7%
Paradies-Taste		N/A		$0	
Peak News & Gifts	981	$192,142	-8.3%	$2,730,918	11.7%
RMU	668	$418,142	92.3%	$4,631,417	9.9%
Say Si Bon	2,247	$125,193	11.3%	$1,478,132	3.9%

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Model Name	Square Feet	Current Month Sales	YOY % Change *	YTD Sales	YOY YTD % Change *
Tattered Cover Bookstore	919	$145,411	4.4%	$1,540,527	4.6%
The Body Shop	1,193	$99,167	-3.1%	$1,117,937	4.5%
TOTAL RETAIL - CONCOURSE C	**11,924**	**$2,112,674**	**13.3%**	**$23,030,783**	**0.0%**
RETAIL - TERMINAL					
Airport Baggage Service		N/A		$309,045	
Amori Flowers	468	$27,669	-9.8%	$322,744	-1.0%
Hudson News	906	$41,305	7.9%	$548,626	3.0%
Images of Nature Gallery	1,815	$98,408	-27.4%	$1,036,484	18.6%
Newsstand (Peak Concepts)	903	$35,177	3.6%	$450,529	-7.0%
RMU	68	$34,161	2.8%	$449,328	32.8%
Tattered Cover Bookstore	913	$26,792	3.6%	$335,895	-7.3%
Way Out West	1,591	$45,714	1.5%	$627,372	6.4%
TOTAL RETAIL - TERMINAL	**6,664**	**$309,226**	**-19.6%**	**$4,080,024**	**3.2%**
TOTAL RETAIL	**65,399**	**$7,941,190**	**5.7%**	**$93,864,180**	**5.4%**

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AIRPORTWIDE SERVICES - TERMINAL					
CheckPoint Mailers	25	$10,603	-7.5%	$103,572	-1.5%
Public Service Credit Union	518	$32,742		$65,665	
Smarte Carte		$57,642	19.7%	$802,533	9.0%
TOTAL AIRPORTWIDE SERVICES - TERMINAL	**543**	**$100,986**	**69.4%**	**$971,769**	**15.5%**
AIRPORTWIDE SERVICES - AIRPORTWIDE					
Clear Channel Ads		$961,031	33.1%	$9,031,477	-1.4%
Clear Channel TV		$2,143		$23,991	-85.8%
Conoco - Retail	226,272	$647,837	13.1%	$7,730,478	36.5%
Paradise 4 Paws	20,000	$106,104	13.7%	$991,971	12.9%
Public Service Credit Union		N/A		$285,918	
Signature Flight Support Corporation	540,907	$68,458	6586.8%	$1,032,715	1294.2%
TOTAL AIRPORTWIDE SERVICES - AIRPORTWIDE	**787,179**	**$1,785,573**	**22.8%**	**$19,096,550**	**11.2%**
TOTAL AIRPORTWIDE SERVICES	**787,722**	**$1,886,559**	**24.7%**	**$20,068,319**	**11.4%**
GRAND TOTAL	**987,810**	**$31,407,552**	**9.0%**	**$358,089,111**	**6.5%**

* An N/A identifies concessions with no sales information for previous year current period. In addition large variances in YOY or YTD % may be attributed to a concession's partial year opening, closing or remodeling activities

Note: Adjustments may be made that are not reflected in these figures.

As of Date: 12/29/2017