

CONCESSION PROGRAM INFORMATION

DIA's concession program consists of more than 171,000 square feet of concession space and more than 140 merchants. In 2012, the concession program generated \$281 million in annual gross sales, \$1,650 per square foot and \$10.60 per enplaning passenger.

- ◆ Food and Beverage generated \$175 million in gross sales, \$1,632/square foot, and \$6.62/enplanement.
- ◆ Specialty Retail generated over \$77 million in gross sales, \$1,320/square foot, and \$2.92/enplanement.
- ◆ Services generated \$8 million in gross sales and \$.31/enplanement.

2012 REVENUE PER CONCOURSE (unaudited)

Concourse A

- ◆ Food and Beverage averages \$1,995/square foot and \$5.96/enplanement.
- ◆ Retail averages \$1,589/square foot and \$2.71/enplanement.

Concourse B

- ◆ Food and Beverage averages \$1,500/square foot and \$6.50/enplanement.
- ◆ Retail averages \$1,401/square foot and \$3.16/enplanement.

Concourse C

- ◆ Food and Beverage averages \$2,479/square foot and \$5.48/enplanement.
- ◆ Retail averages \$1,681/square foot and \$2.20/enplanement.

THE CUSTOMER

Transferring Passengers

- ◆ Approximately 24 million passengers connected through DIA in 2012.

O&D Passengers (originating in Denver or Denver destination)

- ◆ Approximately 29 million O&D passengers used DIA in 2012.

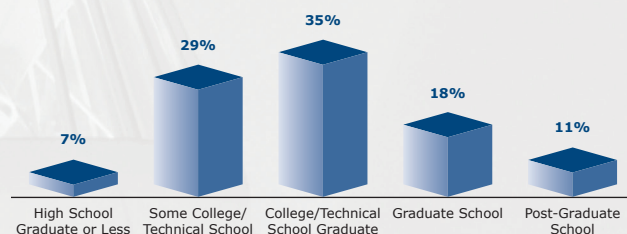
CUSTOMER TRAFFIC 2012:

- ◆ Total number of Potential Customers 53,190,383
- ◆ Concourse A 15,532,943
- ◆ Concourse B 22,890,066
- ◆ Concourse C 14,733,269
- ◆ Airport Employees 34,105

PASSENGER DEMOGRAPHICS PER CONCOURSE

	All	Concourse A	Concourse B	Concourse C
Male	51%	49%	48%	55%
Female	49%	51%	52%	45%
<35 years	43%	45%	41%	41%
35-54 years	35%	31%	35%	39%
55+ years	22%	24%	24%	20%
Mean Age	40.0	39.6	40.5	40.0
<\$50k/HH	23%	22%	27%	21%
\$50k-\$99k/HH	32%	30%	31%	36%
\$100k-\$149k/HH	22%	22%	20%	24%
\$150k+/HH	23%	26%	22%	19%

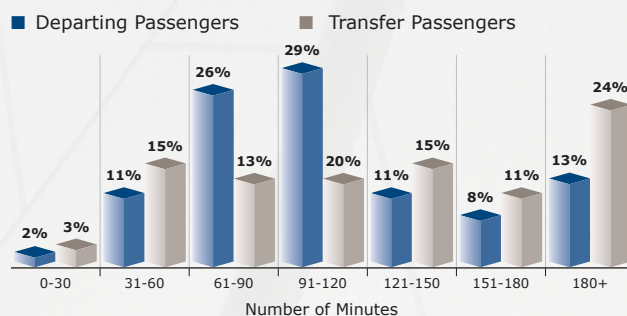
PASSENGER EDUCATION PROFILE



PASSENGER TYPE PER CONCOURSE

	All	Concourse A	Concourse B	Concourse C
Arriving	5%	6%	6%	4%
Departing	57%	51%	34%	81%
Transferring	38%	43%	60%	15%
Business	31%	28%	30%	35%
Leisure	56%	55%	61%	52%
Both	13%	17%	9%	13%
1-2 Flights/Year	21%	19%	25%	19%
3-5 Flights/Year	35%	42%	29%	34%
6+ Flights/Year	44%	39%	46%	47%

LENGTH OF WAIT AT CONCOURSE (Dwell Time)



Graphs Source: Market Perceptions, Inc.

AIRPORT LAYOUT AND AIRLINES SERVED

DIA is home to more than 17 commercial airlines, not including regional carriers and charters, which offer more than 175 domestic and international destinations with non-stop service.

- ◆ Jeppesen Terminal has approximately 1.5 million square feet of public space and is located pre-security.
- ◆ Concourse A - Domestic carriers: AirTran, Alaska, American, Frontier, Great Lakes, jetBlue, and Spirit. International carriers: Aeromexico, Air Canada, British Airways, Icelandair, Lufthansa, and Volaris.
- ◆ Concourse B - Domestic carriers: United, United Express, US Airways, and commuter flights through the Regional Jet Facility.
- ◆ Concourse C - Domestic carriers: Delta, and Southwest.