



● DENVER

Concession Managers' Meeting 2014 Jan-Dec Results

March 17, 2015



DENVER INTERNATIONAL AIRPORT
TOGETHER WE SOAR

Enplanements and Gross Sales 2014

Enplanements	Con A	Con B	Con C	Total
2014	6,969,261	11,641,452	8,125,971	26,736,684
% Change from 2013	-2.0%	2.2%	4.4%	1.7%

Sales	Con A	Con B	Con C	Terminal	Total
2014	\$69,529,159	\$128,928,715	\$76,674,370	\$23,100,472	\$298,232,715
% Change from 2013	-0.2%	9.7%	15.3%	10.6%	8.6%

Sales per Enplaning Passenger 2014

- Concourse A: \$9.98/ep; up 1.8%
- Concourse B: \$11.07/ep; up 7.3%
- Concourse C: \$9.34/ep; up 10.4%
- Terminal: \$0.86/ep; up 8.8%

Forecast Assumptions & Methodology

- **Capacity period of review: January – June 2015**
 - Reviewed rate of change of capacity cuts and additions by all DEN carriers over this period
 - Three scenarios developed: each scenario assumes differing rates of change in the capacity for the forecast period July – December 2015
- **Frontier**
 - **Aggressive:** Frontier reverses scheduled cuts later in 2015 at the same rate they cut them in the first half of the year
 - **Moderate:** Frontier makes no changes to rate of scheduled cuts later in 2015
 - **Conservative:** Frontier makes additional scheduled cuts later in 2015 at the same rate they cut them in the first half of the year
- **Southwest**
 - **Aggressive:** Southwest will continue increasing seat capacity for remainder of 2015 schedule
 - **Moderate:** Southwest will continue with annual growth rate of 8 percent (reflected Jan-July 2015 schedules already loaded)
 - **Conservative:** Southwest's growth rate slows for the period Aug-Dec 2015
- **United**
 - **Aggressive:** United will match the rolling 12-month rate of capacity change seen since YE June 2014
 - **Moderate:** United will load no schedule increases or decreases to mid- and late-2015 schedules
 - **Conservative:** United will load small schedule decreases to mid- and late-2015 schedules
- **Other Airlines**
 - Each carrier analyzed individually
 - The capacity growth rates for the "Other Airlines" category remain the same in each scenario
 - Many of the other airlines have loaded significant growth though the first half of the year and additional growth could likely not be accommodated without additional facilities at DEN

Forecasted Passenger Traffic Changes

Frontier at Denver, CY 2015

Aggressive	(34%)	EPAX Δ: (1,679,516)
Moderate	(37.5%)	EPAX Δ: (1,852,407)
Conservative	(39%)	EPAX Δ: (1,926,503)

Southwest at Denver, CY 2015

Aggressive	10.5%	EPAX Δ: 740,049
Moderate	8%	EPAX Δ: 563,847
Conservative	7%	EPAX Δ: 493,366

United at Denver, CY 2015

Aggressive	1.5%	EPAX Δ: 162,318
Moderate	0.5%	EPAX Δ: 54,106
Conservative	(0.5)%	EPAX Δ: (54,106)

All Other Airlines, CY 2015

Aggressive	18%	EPAX Δ: 584,211
Moderate	18%	EPAX Δ: 584,211
Conservative	18%	EPAX Δ: 584,211

Total DEN, CY 2015

Aggressive	(0.7%)	EPAX Δ: (192,938)
Moderate	(2.4%)	EPAX Δ: (650,243)
Conservative	(3.4%)	EPAX Δ: (903,034)



**Estimated total passenger loss in 2015
between 386K – 1.81M**

Q & A

● DENVER



● DENVER

Concession Managers' Meeting 2014 Jan–Dec Results

March 17, 2015



DENVER INTERNATIONAL AIRPORT
TOGETHER WE SOAR