



● DENVER

Concession Managers' Meeting 2015 Jan–Mar Results

June 16, 2015



DENVER INTERNATIONAL AIRPORT
TOGETHER WE SOAR

Enplanements and Gross Sales Q1 2015

Enplanements	Con A	Con B	Con C	Total
2015, Q1	1,423,071	2,708,782	1,995,660	6,127,513
% Change from 2014	-11.0%	-2.8%	8.7%	-1.5%

Sales	Con A	Con B	Con C	Terminal	Total
2015, Q1	\$15,431,475	\$31,011,411	\$19,935,195	\$6,121,620	\$72,499,701
% Change from 2014	-4.7%	-0.3%	11.2%	7.7%	2.3%

Sales per Enplaning Passenger Q1 2015

- Concourse A: \$10.84/ep; up 7.1%
- Concourse B: \$11.45/ep; up 2.6%
- Concourse C: \$9.99/ep; up 2.3%
- Terminal: \$1.00/ep; up 9.3%

Food & Beverage – Q1

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Food & Beverage		2015	% Chg
Con-A	Sales/Enpl	7.00	6.3%
Con-A	Sales/Sq. Ft.	1,646	-6.2%
Con-B	Sales/Enpl	7.69	2.7%
Con-B	Sales/Sq. Ft.	1,485	-12.2%
Con-C	Sales/Enpl	7.48	3.5%
Con-C	Sales/Sq. Ft.	2,637	6.2%
Term	Sales/Enpl	0.77	7.8%
Term	Sales/Sq. Ft.	1,097	13.8%

Retail – Q1

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Retail		2015	% Chg
Con-A	Sales/Enpl	3.39	11.0%
Con-A	Sales/Sq. Ft.	1,730	2.4%
Con-B	Sales/Enpl	3.32	1.1%
Con-B	Sales/Sq. Ft.	1,736	3.0%
Con-C	Sales/Enpl	2.34	-0.2%
Con-C	Sales/Sq. Ft.	2,228	1.7%
Term	Sales/Enpl	0.18	12.8%
Term	Sales/Sq. Ft.	475	11.2%

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Services – Q1

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Services		2015	% Chg
Con-A	Sales/Enpl	0.45	-7.7%
Con-A	Sales/Sq. Ft.	1,652	-17.8%
Con-B	Sales/Enpl	0.44	13.6%
Con-B	Sales/Sq. Ft.	3,879	10.5%
Con-C	Sales/Enpl	0.17	-11.2%
Con-C	Sales/Sq. Ft.	959	-3.5%
Term	Sales/Enpl	0.05	20.7%
Term	Sales/Sq. Ft.	1,783	18.9%

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Q & A

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