CONCESSIONS QUARTERLY MEETING
09.05.18
Agenda

PLEASE REMEMBER TO SIGN IN / PROVIDE CONTACT INFO

• Welcome

• 2018 Q2 Financial Update

• DEN Security

• DEN Unified Communications Project

• DEN Air Services

• DEN Concessions | Exhaust Hoods

• Great Hall Partners | Update

• Reminders / Closing
2018 Q2 Update
ENPLANEMENTS | Q2 2018

### Enplanements

<table>
<thead>
<tr>
<th>Concourse</th>
<th>Y/Y % Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Concourse A</td>
<td>-2.3%</td>
</tr>
<tr>
<td>Concourse B</td>
<td>6.9%</td>
</tr>
<tr>
<td>Concourse C</td>
<td>9.7%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>5.2%</strong></td>
</tr>
</tbody>
</table>

### International

<table>
<thead>
<tr>
<th>Concourse</th>
<th>Y/Y % Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Concourse A</td>
<td>28.2%</td>
</tr>
<tr>
<td>Concourse B</td>
<td>11.3%</td>
</tr>
<tr>
<td>Concourse C</td>
<td>9.2%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>18.7%</strong></td>
</tr>
</tbody>
</table>

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**Enplanements 2018 Q2**

- **Concourse A**: 2,116,075 -2.3%
- **Concourse B**: 3,504,195 6.9%
- **Concourse C**: 2,632,857 9.7%
- **Total**: 8,253,127 5.2%

**International Enplanements 2018 Q2**

- **Concourse A**: 192,419 28.2%
- **Concourse B**: 157,587 11.3%
- **Concourse C**: 45,421 9.2%
- **Total**: 395,427 18.7%
### CONCESSIONS | Q2 2018

<table>
<thead>
<tr>
<th>Concourse</th>
<th>Sales</th>
<th>% Change</th>
<th>Sales/Sft</th>
<th>Y/Y %</th>
<th>Sales/EP</th>
<th>% Change</th>
<th>Sft/EP</th>
<th>Y/Y %</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>$23,248,571</td>
<td>-2.0%</td>
<td>$2,690</td>
<td>7.8%</td>
<td>$10.99</td>
<td>0.3%</td>
<td>4.08</td>
<td>-7.0%</td>
</tr>
<tr>
<td>B</td>
<td>$41,658,906</td>
<td>12.0%</td>
<td>$2,178</td>
<td>22.0%</td>
<td>$11.89</td>
<td>4.7%</td>
<td>5.46</td>
<td>-14.1%</td>
</tr>
<tr>
<td>C</td>
<td>$28,959,285</td>
<td>11.6%</td>
<td>$2,785</td>
<td>20.1%</td>
<td>$11.00</td>
<td>1.7%</td>
<td>3.95</td>
<td>-15.3%</td>
</tr>
<tr>
<td>Terminal</td>
<td>$6,801,870</td>
<td>7.3%</td>
<td>$1,145</td>
<td>12.6%</td>
<td>$0.82</td>
<td>2.0%</td>
<td>0.72</td>
<td>-9.4%</td>
</tr>
<tr>
<td>Total</td>
<td>$100,668,632</td>
<td>8.0%</td>
<td>$2,282</td>
<td>17.0%</td>
<td>$12.20</td>
<td>2.6%</td>
<td>5.35</td>
<td>-12.3%</td>
</tr>
</tbody>
</table>

Incl Airportwide $103,811,605 8.0% $2,353 16.9% $12.58 2.6%

### All Concession 2018 Q2 Sales

- A: $23,248,571 (Sales), $2,690 (Sales/Sft), $10.99 (Sales/EP)
- B: $41,658,906 (Sales), $2,178 (Sales/Sft), $11.89 (Sales/EP)
- C: $28,959,285 (Sales), $2,785 (Sales/Sft), $11.00 (Sales/EP)
- Terminal: $6,801,870 (Sales), $1,145 (Sales/Sft), $0.82 (Sales/EP)

### All Concessions 2018 Q2 Year-over-Year Percentage Change

- Enplanements: -3%
- Sales: 2%
- Sales/Sft: 7%
- Sales/EP: 12%
- Total: 17%
## FOOD & BEVERAGE | Q2 2018

<table>
<thead>
<tr>
<th>Concourse</th>
<th>Sales</th>
<th>% Change</th>
<th>Sales/Sft</th>
<th>% Change</th>
<th>SPE Y/Y</th>
<th>% Change</th>
<th>Sft/EP</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>$13,678,488</td>
<td>-4.5%</td>
<td>$2,623</td>
<td>11.4%</td>
<td>$6.46</td>
<td>-2.2%</td>
<td>2.46</td>
<td>-12.2%</td>
</tr>
<tr>
<td>B</td>
<td>$27,720,686</td>
<td>13.3%</td>
<td>$2,175</td>
<td>15.9%</td>
<td>$7.91</td>
<td>6.0%</td>
<td>3.64</td>
<td>-8.6%</td>
</tr>
<tr>
<td>C</td>
<td>$21,360,744</td>
<td>12.0%</td>
<td>$3,039</td>
<td>17.9%</td>
<td>$8.11</td>
<td>2.1%</td>
<td>2.67</td>
<td>-13.4%</td>
</tr>
<tr>
<td>Terminal</td>
<td>$4,965,880</td>
<td>7.0%</td>
<td>$1,351</td>
<td>14.0%</td>
<td>$0.60</td>
<td>1.7%</td>
<td>0.45</td>
<td>-10.8%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$67,725,798</strong></td>
<td><strong>8.3%</strong></td>
<td><strong>$2,363</strong></td>
<td><strong>15.1%</strong></td>
<td><strong>$8.21</strong></td>
<td><strong>3.0%</strong></td>
<td><strong>3.47</strong></td>
<td><strong>-10.5%</strong></td>
</tr>
</tbody>
</table>

### F&B 2018 Q2 Sales

![F&B 2018 Q2 Sales Chart]

- **Sales**
- **Sales Y/Y % Change**
- **SPE Y/Y % Change**
## RETAIL | Q2 2018

<table>
<thead>
<tr>
<th>Concourse</th>
<th>Sales</th>
<th>% Change</th>
<th>Sales/Sft</th>
<th>Y/Y % Change</th>
<th>SPE Sales</th>
<th>Y/Y % Change</th>
<th>Sft/EP</th>
<th>Y/Y % Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>$7,754,233</td>
<td>-0.3%</td>
<td>$3,319</td>
<td>-0.3%</td>
<td>$3.66</td>
<td>2.0%</td>
<td>1.10</td>
<td>2.3%</td>
</tr>
<tr>
<td>B</td>
<td>$12,085,171</td>
<td>9.3%</td>
<td>$2,225</td>
<td>38.3%</td>
<td>$3.45</td>
<td>2.3%</td>
<td>1.55</td>
<td>-26.0%</td>
</tr>
<tr>
<td>C</td>
<td>$7,112,728</td>
<td>10.8%</td>
<td>$2,536</td>
<td>27.4%</td>
<td>$2.70</td>
<td>1.0%</td>
<td>1.07</td>
<td>-20.7%</td>
</tr>
<tr>
<td>Terminal</td>
<td>$1,193,610</td>
<td>4.2%</td>
<td>$577</td>
<td>6.9%</td>
<td>$0.14</td>
<td>-0.9%</td>
<td>0.25</td>
<td>-7.3%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$28,145,742</td>
<td>6.6%</td>
<td>$2,226</td>
<td>22.8%</td>
<td>$3.41</td>
<td>1.4%</td>
<td>1.53</td>
<td>-17.4%</td>
</tr>
</tbody>
</table>

### Travel Convenience/Newsstands

<table>
<thead>
<tr>
<th></th>
<th>2017 Q2</th>
<th>2018 Q2</th>
<th>Y/Y % Chg</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$12,537,219</td>
<td>$14,277,381</td>
<td>13.9%</td>
</tr>
</tbody>
</table>

![Retail 2018 Q2 Sales Chart](chart.png)

- **Sales**
- **Sales Y/Y % Change**
- **SPE Y/Y % Change**
## Duty Free | Q2 2018

<table>
<thead>
<tr>
<th>Concourse</th>
<th>Sales</th>
<th>% Change</th>
<th>Sales/Sft</th>
<th>Y/Y % Change</th>
<th>Sales/Intl EP</th>
<th>SPE Y/Y % Change</th>
<th>Sft/EP</th>
<th>Y/Y % Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>$518,165</td>
<td>5.9%</td>
<td>$895</td>
<td>5.9%</td>
<td>$2.69</td>
<td>-17.4%</td>
<td>3.01</td>
<td>-22.0%</td>
</tr>
<tr>
<td>B</td>
<td>$376,783</td>
<td>13.7%</td>
<td>$623</td>
<td>9.4%</td>
<td>$2.39</td>
<td>2.1%</td>
<td>3.84</td>
<td>-6.6%</td>
</tr>
<tr>
<td>Total</td>
<td>$894,948</td>
<td>9.1%</td>
<td>$756</td>
<td>7.0%</td>
<td>$2.56</td>
<td>-9.1%</td>
<td>1.03</td>
<td>-9.8%</td>
</tr>
</tbody>
</table>

### Duty Free 2018 Q2 Sales

- **Sales**
- **Sales Y/Y % Change**
- **Sales/Intl EP**
- **SPE Y/Y % Change**
- **Sft/EP**
- **Y/Y % Change**

![Duty Free 2018 Q2 Sales Chart](chart.png)
### PASSENGER SERVICES | Q2 2018

<table>
<thead>
<tr>
<th>Concourse</th>
<th>Sales</th>
<th>% Change</th>
<th>Sales/Sft</th>
<th>Y/Y %</th>
<th>Sales/EP</th>
<th>% Change</th>
<th>Sft/EP</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>$1,297,685</td>
<td>13.7%</td>
<td>$2,542</td>
<td>13.7%</td>
<td>$0.61</td>
<td>16.4%</td>
<td>0.24</td>
<td>2.3%</td>
</tr>
<tr>
<td>B</td>
<td>$1,476,266</td>
<td>9.6%</td>
<td>$4,227</td>
<td>9.6%</td>
<td>$0.42</td>
<td>2.5%</td>
<td>0.10</td>
<td>-6.5%</td>
</tr>
<tr>
<td>C</td>
<td>$485,813</td>
<td>6.9%</td>
<td>$859</td>
<td>6.9%</td>
<td>$0.18</td>
<td>-2.6%</td>
<td>0.21</td>
<td>-8.8%</td>
</tr>
<tr>
<td>Terminal</td>
<td>$642,380</td>
<td>16.7%</td>
<td>$3,269</td>
<td>16.0%</td>
<td>$0.08</td>
<td>10.9%</td>
<td>0.02</td>
<td>-4.3%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$3,902,144</strong></td>
<td><strong>11.7%</strong></td>
<td><strong>$2,406</strong></td>
<td><strong>11.6%</strong></td>
<td><strong>$0.47</strong></td>
<td><strong>6.2%</strong></td>
<td><strong>0.20</strong></td>
<td><strong>-4.9%</strong></td>
</tr>
</tbody>
</table>

**Passenger Services 2018 Q2 Sales**

- **A**
  - Sales: $1,297,685
  - Y/Y: 13.7%
  - Sales/Sft: $2,542
  - Y/Y %: 13.7%
  - Sales/EP: $0.61
  - Y/Y %: 16.4%
  - Sft/EP: 0.24
  - Y/Y %: 2.3%

- **B**
  - Sales: $1,476,266
  - Y/Y: 9.6%
  - Sales/Sft: $4,227
  - Y/Y %: 9.6%
  - Sales/EP: $0.42
  - Y/Y %: 2.5%
  - Sft/EP: 0.10
  - Y/Y %: -6.5%

- **C**
  - Sales: $485,813
  - Y/Y: 6.9%
  - Sales/Sft: $859
  - Y/Y %: 6.9%
  - Sales/EP: $0.18
  - Y/Y %: -2.6%
  - Sft/EP: 0.21
  - Y/Y %: -8.8%

- **Terminal**
  - Sales: $642,380
  - Y/Y: 16.7%
  - Sales/Sft: $3,269
  - Y/Y %: 16.0%
  - Sales/EP: $0.08
  - Y/Y %: 10.9%
  - Sft/EP: 0.02
  - Y/Y %: -4.3%

- **Total**
  - Sales: $3,902,144
  - Y/Y: 11.7%
  - Sales/Sft: $2,406
  - Y/Y %: 11.6%
  - Sales/EP: $0.47
  - Y/Y %: 6.2%
  - Sft/EP: 0.20
  - Y/Y %: -4.9%
DEN Security
AIRPORT SECURITY UPDATE

ADAM STEFFL
DIRECTOR, AIRPORT SECURITY
September 2018
UNIFIED COMMUNICATIONS PROJECT
UNIFIED COMMUNICATIONS PROJECT OVERVIEW – CONCESSIONS/TTS

KELAN PAPE – DIRECTOR OF COMMUNICATION SERVICES / BUSINESS TECHNOLOGIES
SEPTEMBER 5, 2018
SCOPE OF PROJECT - TTS

- The Unified Communications Project will replace all Avaya phone system components with Mitel. Allstream is the vendor that was awarded the contract and is currently installing a Mitel system at DEN.

- What does this mean for TTS customers?
  - Avaya two-wire 64XX digital sets will be replaced with Mitel 6920 Voice over IP sets
  - Analog service remains the same
  - All numbers will be ported over to the Mitel system during the project
  - Dial Plan
    - Four-digit dialing for station to station - stays the same
    - 9 to dial out – stays the same
    - 1+10 digit for long distance – stays the same
  - A new Voicemail system is part of the new solution
    - Dial 303-342-4400 (change from 4900) to check messages remotely or review from new Mitel phone
  - No Service Plan pricing changes!
DEPLOYMENT PLAN - TTS

• WHAT users can expect:
  • More targeted communications to users/TTS customers in future
  • Surveys and walkthroughs – assess cabling and readiness – mitigate as needed
  • One week before cutover:
    • Email/call users – functionality review, expectations and training options
    • Build/configure phones
  • Two to three days before deployment:
    • Email/call user with cutover window options - review expectations
    • Schedule cutover with each TTS customer
  • Actual cutover:
    • Replace phones during the day, preferably with users present. Leave behind a welcome letter and basic info (VM and Phone instructions)
    • Off hours is an option, but needs to be scheduled

• WHEN:
  • Targeting 4th quarter of 2018 to start tenant migrations to a new phone.
OLD PHONE

- Avaya 6408D+ Phone
  - Two-line x 24 character LCD
  - Eight programmable call appearance/feature buttons
  - Navigation keys for menu, next, previous, and exit
  - Fixed feature buttons include conference, transfer, hold, speaker, mute, and redial
  - Built-in two-way speakerphone
  - Eight personal ring options
  - Four soft keys for menu functions
  - 12 soft key default features with access to 18 alternative soft key features

- DEN TTS – Historically has used this model in TTS offering
NEW PHONE

• Mitel 6920 IP Phone
  • 3.5-inch QVGA color display: 320x240 pixel
  • Crystal clear HD audio
  • 18 programmable personal keys
  • 4 Context sensitive soft keys
  • High quality full-duplex speakerphone
  • Corded speech optimized handset
  • Native DHSG/EHS analog headset support
  • USB port for headsets and accessories
  • 2 Gigabit Ethernet ports with PoE (not intended for use in TTS application)

• DEN Target – Bulk of VoIP users on DEN system and TTS customers
PROJECT ISSUES

• Project team will be reaching out to TTS customers to schedule site walk throughs and cutovers. Work with those contacts first.

• Please escalate any issues you see or feedback to:
  • Project Sponsor: Kelan Pape (x-2014. kelan.pape@flydenver.com)
  • Project Manager: Dan Widmer (x-4728, dan.widmer@flydenver.com)
NEW TO TTS?

• DEN Tenants can order voice or internet service off the City phone system or high speed internet by emailing or calling our DEN Service Desk at: 303-342-2012 or Service.Desk@flydenver.com

• Voice Service Sample Price Plans (Monthly recurring charges):

<table>
<thead>
<tr>
<th>MRC-20</th>
<th>ANALOG VOICE SVC - DEN PROVIDED PHONE</th>
<th>$29.70</th>
</tr>
</thead>
<tbody>
<tr>
<td>MRC-21</td>
<td>ANALOG VOICE SVC W/VOICEMAIL - DEN PROVIDED PHONE</td>
<td>$34.70</td>
</tr>
<tr>
<td>MRC-22</td>
<td>DIGITAL VOICE SVC - DEN PROVIDED</td>
<td>$35.70</td>
</tr>
<tr>
<td>MRC-23</td>
<td>DIGITAL VOICE SVC W/VOICEMAIL - DEN PROVIDED PHONE</td>
<td>$40.70</td>
</tr>
</tbody>
</table>
NEW TO TTS? (CONTINUED)

• Tenants can order internet service that utilizes the same highly redundant hardware DEN uses at competitive monthly rates

• Internet Service Sample Price Plans (Monthly recurring charges):

<table>
<thead>
<tr>
<th>MRC-210</th>
<th>10 Mbps Internet</th>
<th>$100.00</th>
</tr>
</thead>
<tbody>
<tr>
<td>MRC-211</td>
<td>20 Mbps Internet</td>
<td>$300.00</td>
</tr>
<tr>
<td>MRC-212</td>
<td>50 Mbps Internet</td>
<td>$500.00</td>
</tr>
<tr>
<td>MRC-213</td>
<td>100 Mbps Internet</td>
<td>$800.00</td>
</tr>
</tbody>
</table>

• We offer data connections between concourses as well and have additional speed options
NEW TO TTS? (CONTINUED)

• Need Wi-Fi? Have Wi-Fi and need help?

• The DEN Wi-Fi team would love to talk to you!!
  - DENAirportWIFI@flydenver.com

• We can help design back of house solutions for your business

• Help optimize your existing Wi-Fi services for performance

• Save money by leveraging our extensive Wi-Fi deployment of over 700 access points that are both indoor and on ramp levels
QUESTIONS?
DEN Air Services
Executive Summary

• DEN’s largest year-over-year increases of 2018 are happening in Q4

• United, Frontier and partially Southwest are driving these increases
  • All other carriers are basically netting each other out and unchanged

• The Thanksgiving timeframe is looking to be 8% busier versus 2017
  • Sunday following Thanksgiving will likely be busiest again
  • Late-night (10 pm – 1 am) flights by United and Southwest are scheduled to occur again
DEN will be seeing the largest year-over-year seat increases of 2018 starting in October, and going through December.

**DEN’s Scheduled Seat Capacity by Month**

Jan 2017 – Dec 2018

Source: Innovata Schedules via Diio Mi

Note: Data sourced on 8/28/18
United and Frontier are the major drivers of seat increases later this year, although Southwest will add to the increases in October through December.

### DEN Year-Over-Year Seat Comparison by Major Carriers
**Sep 2017 – Dec 2017 vs. Sep 2018 – Dec 2018**

<table>
<thead>
<tr>
<th>Comparison Months</th>
<th>Frontier</th>
<th>Southwest</th>
<th>United</th>
<th>Others</th>
<th>DEN Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sep 2018 vs. Sep 2017</strong></td>
<td>+86,280 (+12%)</td>
<td>-41,845 (-2%)</td>
<td>+228,293 (+9%)</td>
<td>+13,750 (+1%)</td>
<td>+286,478 (+5%)</td>
</tr>
<tr>
<td><strong>Oct 2018 vs. Oct 2017</strong></td>
<td>+219,280 (+37%)</td>
<td>+75,183 (+4%)</td>
<td>+247,489 (+10%)</td>
<td>+1,021 (0%)</td>
<td>+542,973 (+9%)</td>
</tr>
<tr>
<td><strong>Nov 2018 vs. Nov 2017</strong></td>
<td>+127,600 (+21%)</td>
<td>+99,163 (+6%)</td>
<td>+324,718 (+14%)</td>
<td>-3,825 (0%)</td>
<td>+547,656 (+10%)</td>
</tr>
<tr>
<td><strong>Dec 2018 vs. Dec 2017</strong></td>
<td>+96,570 (+16%)</td>
<td>+57,639 (+3%)</td>
<td>+299,505 (+12%)</td>
<td>-25,105 (-3%)</td>
<td>+428,609 (+8%)</td>
</tr>
</tbody>
</table>

Source: Innovata Schedules via Diio Mi  
Note: Data sourced on 8/28/18
DEN is likely to see about 8% more passengers this Thanksgiving timeframe versus last year.

### DEN Thanksgiving Passenger Traffic Forecast Comparison
November 2017 vs. November 2018

<table>
<thead>
<tr>
<th>Date</th>
<th>Day of Week</th>
<th>Frontier</th>
<th>Southwest</th>
<th>United</th>
<th>Others</th>
<th>DEN Total</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nov 16, 2018</td>
<td>Friday</td>
<td>19,266</td>
<td>63,069</td>
<td>82,155</td>
<td>27,359</td>
<td>191,848</td>
<td>+14%</td>
</tr>
<tr>
<td>Nov 17, 2018</td>
<td>Saturday</td>
<td>18,951</td>
<td>62,732</td>
<td>67,421</td>
<td>22,151</td>
<td>171,256</td>
<td>+6%</td>
</tr>
<tr>
<td>Nov 18, 2018</td>
<td>Sunday</td>
<td>19,266</td>
<td>58,778</td>
<td>78,936</td>
<td>24,764</td>
<td>181,745</td>
<td>+6%</td>
</tr>
<tr>
<td>Nov 19, 2018</td>
<td>Monday</td>
<td>19,266</td>
<td>59,841</td>
<td>77,522</td>
<td>24,010</td>
<td>180,639</td>
<td>+7%</td>
</tr>
<tr>
<td>Nov 20, 2018</td>
<td>Tuesday</td>
<td>18,636</td>
<td>63,069</td>
<td>83,324</td>
<td>25,857</td>
<td>190,886</td>
<td>+10%</td>
</tr>
<tr>
<td>Nov 21, 2018</td>
<td>Wednesday</td>
<td>18,951</td>
<td>63,612</td>
<td>88,087</td>
<td>26,963</td>
<td>197,613</td>
<td>+11%</td>
</tr>
<tr>
<td>Nov 22, 2018</td>
<td>Thursday</td>
<td>18,951</td>
<td>35,401</td>
<td>47,190</td>
<td>15,645</td>
<td>117,188</td>
<td>+9%</td>
</tr>
<tr>
<td>Nov 23, 2018</td>
<td>Friday</td>
<td>19,266</td>
<td>50,595</td>
<td>62,973</td>
<td>18,076</td>
<td>150,910</td>
<td>+10%</td>
</tr>
<tr>
<td>Nov 24, 2018</td>
<td>Saturday</td>
<td>18,951</td>
<td>62,732</td>
<td>86,772</td>
<td>26,335</td>
<td>194,791</td>
<td>+6%</td>
</tr>
<tr>
<td>Nov 25, 2018</td>
<td>Sunday</td>
<td>18,951</td>
<td>63,612</td>
<td>88,874</td>
<td>30,003</td>
<td>201,441</td>
<td>+5%</td>
</tr>
<tr>
<td>Nov 26, 2018</td>
<td>Monday</td>
<td>19,266</td>
<td>60,264</td>
<td>81,939</td>
<td>28,225</td>
<td>189,695</td>
<td>+7%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Date</th>
<th>Day of Week</th>
<th>Frontier</th>
<th>Southwest</th>
<th>United</th>
<th>Others</th>
<th>DEN Total</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nov 17, 2017</td>
<td>Friday</td>
<td>17,188</td>
<td>52,647</td>
<td>69,926</td>
<td>28,074</td>
<td>167,835</td>
<td></td>
</tr>
<tr>
<td>Nov 18, 2017</td>
<td>Saturday</td>
<td>18,981</td>
<td>58,099</td>
<td>62,186</td>
<td>22,255</td>
<td>161,522</td>
<td></td>
</tr>
<tr>
<td>Nov 19, 2017</td>
<td>Sunday</td>
<td>19,380</td>
<td>56,131</td>
<td>71,852</td>
<td>24,806</td>
<td>172,169</td>
<td></td>
</tr>
<tr>
<td>Nov 20, 2017</td>
<td>Monday</td>
<td>19,817</td>
<td>57,457</td>
<td>67,201</td>
<td>23,564</td>
<td>168,039</td>
<td></td>
</tr>
<tr>
<td>Nov 21, 2017</td>
<td>Tuesday</td>
<td>18,725</td>
<td>57,684</td>
<td>71,628</td>
<td>25,763</td>
<td>173,799</td>
<td></td>
</tr>
<tr>
<td>Nov 22, 2017</td>
<td>Wednesday</td>
<td>19,675</td>
<td>58,158</td>
<td>76,096</td>
<td>24,896</td>
<td>178,824</td>
<td></td>
</tr>
<tr>
<td>Nov 23, 2017</td>
<td>Thursday</td>
<td>18,810</td>
<td>35,696</td>
<td>37,570</td>
<td>15,361</td>
<td>107,437</td>
<td></td>
</tr>
<tr>
<td>Nov 24, 2017</td>
<td>Friday</td>
<td>19,095</td>
<td>48,850</td>
<td>50,591</td>
<td>18,999</td>
<td>137,534</td>
<td></td>
</tr>
<tr>
<td>Nov 25, 2017</td>
<td>Saturday</td>
<td>19,817</td>
<td>59,213</td>
<td>77,899</td>
<td>27,433</td>
<td>184,362</td>
<td></td>
</tr>
<tr>
<td>Nov 26, 2017</td>
<td>Sunday</td>
<td>19,437</td>
<td>59,180</td>
<td>84,101</td>
<td>29,917</td>
<td>192,634</td>
<td></td>
</tr>
<tr>
<td>Nov 27, 2017</td>
<td>Monday</td>
<td>19,675</td>
<td>54,523</td>
<td>76,519</td>
<td>26,134</td>
<td>176,851</td>
<td></td>
</tr>
</tbody>
</table>

Note: United will have about 30 late-night redeye arrivals and departures again on Nov. 24 and Nov. 25, while Southwest will have about 20 late-night redeye flights each day in this pre- and post-Thanksgiving timeframe.

Source: Innovata Schedules via Diio Mi
Note: Data sourced on 8/28/18; Passenger forecasts estimated based on prior year load factors.
DEN Concessions | Exhaust Hoods
EXHAUST HOODS

• All Exhaust Systems must be operating per the manufacture’s requirements and the original building department approved drawings.

• All Exhaust Systems must be cleaned, atmosphere to atmosphere, as necessary to remove all grease accumulation. The frequency of cleanings will be determined by operation.

• If Operator’s cleaning contractor determines the system cannot be cleaned due to inadequate access, it is Operator’s responsibility to take appropriate measures to provide access.

• DEN Concessions is now collecting concession records of cleanings as of July 5, 2018.
Great Hall Partners | Update
Phase 1 Plan
Great Hall Project

Denver, September 5, 2018
Schedule

Phase 1
Started on July 9th 2018. Progressing well.

AOB
The corridor between the terminal and Airport Office Building should be starting works on Q3-18 for 21 months.
Construction – Phase 1 (PH1) Update
PH1
PH1 – Level 5 Progress

- Construction walls complete – some minor alterations
- Architectural demolition
- MEP demolition
- North escalator removal
PH1 – Level 5 – 3 week lookahead

- Structural demolition
- Erection of weathertight walls
- HVAC and Plumbing shutdown
- HVAC removal
- Demolition of Marketplace and Tourist office
- Continue north bridge escalator removal
PH1 – Level 6 Progress

• Construction walls complete – some minor alterations
• Architectural demolition
• MEP demolition
• Partitions, ceilings, existing concessions, restroom and ticket counter removal
PH1 – Level 6 – 3 week lookahead

- Structural demolition
- Erection of weathertight walls
- Tenant space structural ceiling slab demolition
- Continue MEP and HVAC removal
- Continue ceiling removal
- Black mold remediation
Phasing summary
Phasing Summary

<table>
<thead>
<tr>
<th>Phase 1</th>
<th>Construction of the new airline check in facilities.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Starting with this area minimizes the number of moves for the airlines.</td>
</tr>
<tr>
<td></td>
<td>Computer Monitoring Facility to be relocated.</td>
</tr>
<tr>
<td></td>
<td>Overlaps with phase 2 as the AOB is finalized.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Phase 2</th>
<th>Completion of the airline ticketing facilities.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Alterations to vertical circulation.</td>
</tr>
<tr>
<td></td>
<td>Restrooms on both levels 5 and 6 to be installed.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Phase 3</th>
<th>Complete build out of the TSA area, including machine installation and testing by the TSA.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>At this point the terminal will be capable of processing passengers end to end with new facilities.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Phase 4</th>
<th>Construction of the majority of concessionaire spaces.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Goods delivery hallway will be constructed meaning goods can be screened before delivery to the new concessions allowing the space to become airside space.</td>
</tr>
<tr>
<td></td>
<td>Refurbishment of the curb side creating a more efficient drop off point</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>TSA</th>
<th>Check-in</th>
<th>Concessions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phase 1</td>
<td>0%</td>
<td>50%</td>
<td>15%</td>
</tr>
<tr>
<td>Phase 2</td>
<td>0%</td>
<td>100%</td>
<td>20%</td>
</tr>
<tr>
<td>Phase 3</td>
<td>100%</td>
<td>100%</td>
<td>20%</td>
</tr>
<tr>
<td>Phase 4</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
</tr>
</tbody>
</table>
Final layout
Final layout

Level 6
Retail Progress
Retail Progress

- RFP Launch          4/16/18
- Proposals submitted 6/12/18
- Selections          6/26/18
- Contracts executed  6/28/18
- De-brief of un-successful proposals Sept 17 – 21st
- Phase 2 RFP (2 units) Q4 2018
## Phase 1 Concessions Design Development

<table>
<thead>
<tr>
<th>Unit</th>
<th>Level</th>
<th>Name</th>
<th>Concept</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>6</td>
<td>Caribou Coffee</td>
<td>Specialty coffee with optional fresh ice cream and gelato.</td>
</tr>
<tr>
<td>2</td>
<td>6</td>
<td>Kabod</td>
<td>Specialty coffee with optional fresh juice and smoothies.</td>
</tr>
<tr>
<td>17</td>
<td>5</td>
<td>Denver Street Eats</td>
<td>Quick serve international cuisine with rotating chef.</td>
</tr>
<tr>
<td>18</td>
<td>5</td>
<td>Post</td>
<td>Casual dinning with bar.</td>
</tr>
<tr>
<td>19-20</td>
<td>5</td>
<td>Market 5280</td>
<td>Convenience with gifts and souvenirs.</td>
</tr>
<tr>
<td>31</td>
<td>5</td>
<td>Jax</td>
<td>Premium wine &amp; cocktail bar with food.</td>
</tr>
</tbody>
</table>
Unit 5, Level 6 – Caribou Coffee

Specialty coffee with optional fresh ice cream and gelato
Design Concept for L6-5

studio atlantis | L6-5 Entry at Main Hall
Unit 2, Level 6 – Kabod Coffee

Specialty coffee with optional fresh juice and smoothies
Organic Coffee Arabica
Roasted in DENVER

KABOD COFFEE
Unit 17, Level 5 – Denver Street Eats

Quick serve international cuisine with rotating chef
Units 19 and 20, Level 5 – 5280 Market
Convenience with gifts and souvenirs
PROPOSED 30% DESIGN RENDERING
Unit 18, Level 5 – Post
Casual dining with bar
Unit 31, Level 5 – Jax

Premium wine & cocktail bar with food
Questions?
Thanksgiving / Winter 2018 Planning
Start now

Next Concessions Meeting
November 2018 (Date TBD; expected 11/5/18)