



Summary



Denver International Airport

Gross Revenue Earned by Concessionaire

February 2023

Unaudited
Finance Accounts Receivable

Details

| Major Category And Concourse | | Monthly Sales \$ | YOY Sales % Change | YTD Sales \$ | YOY YTD % Change | Monthly Sales per Enplanement | Sales Per Enplanement % Change |
|-------------------------------------|-------------|---------------------|--------------------|---------------------|------------------|-------------------------------|--------------------------------|
| GRAND TOTAL | | \$40,680,257 | 21.9% | \$82,341,631 | 27.3% | \$22.24 | 5.8% |
| DUTY FREE | | | | | | | |
| | CONCOURSE A | \$146,533 | 13.8% | \$312,921 | 18.6% | \$0.20 | -16.7% |
| | CONCOURSE B | \$88,828 | 46.0% | \$179,228 | 59.9% | \$0.08 | 38.5% |
| TOTAL - DUTY FREE | | \$235,361 | 24.1% | \$492,149 | 30.9% | \$0.28 | -6.0% |
| FOOD AND BEVERAGE | | | | | | | |
| | CONCOURSE A | \$5,904,450 | 39.2% | \$12,444,395 | 47.8% | \$8.18 | 5.2% |
| | CONCOURSE B | \$12,053,886 | 22.4% | \$24,454,872 | 28.8% | \$10.88 | 11.0% |
| | CONCOURSE C | \$8,819,570 | 19.4% | \$17,128,457 | 23.7% | \$10.83 | 10.0% |
| | TERMINAL | \$906,956 | 23.8% | \$1,820,862 | 27.5% | | |
| | AIRPORTWIDE | \$20,921 | 103.8% | \$45,357 | 109.8% | | |
| TOTAL - FOOD AND BEVERAGE | | \$27,705,783 | 24.7% | \$55,893,943 | 30.9% | \$29.90 | 8.3% |
| PASSENGER SERVICES | | | | | | | |
| | CONCOURSE A | \$153,929 | 34.6% | \$362,766 | 52.4% | \$0.21 | -3.0% |
| | CONCOURSE B | \$405,673 | 34.4% | \$777,867 | 39.0% | \$0.37 | 26.8% |
| | CONCOURSE C | \$167,400 | 745.0% | \$195,885 | 431.4% | \$0.21 | 684.7% |
| | TERMINAL | \$86,774 | 286.4% | \$174,586 | 274.2% | | |
| TOTAL - PASSENGER SERVICES | | \$813,776 | 77.5% | \$1,511,103 | 71.5% | \$0.79 | 45.6% |
| RETAIL | | | | | | | |
| | CONCOURSE A | \$2,020,183 | -4.5% | \$4,491,998 | 4.1% | \$2.80 | -29.8% |
| | CONCOURSE B | \$4,502,929 | 24.5% | \$9,151,416 | 31.0% | \$4.07 | 12.8% |
| | CONCOURSE C | \$2,936,660 | 23.6% | \$5,749,703 | 27.1% | \$3.61 | 12.1% |
| | TERMINAL | \$226,401 | -10.7% | \$453,193 | 2.5% | | |
| TOTAL - RETAIL | | \$9,686,173 | 15.8% | \$19,846,311 | 22.0% | \$10.47 | -2.4% |
| AIRPORTWIDE SERVICES | | | | | | | |
| | TERMINAL | \$222,496 | -4.7% | \$458,961 | -3.9% | | |
| | AIRPORTWIDE | \$2,016,668 | 6.4% | \$4,139,164 | 4.1% | | |
| TOTAL - AIRPORTWIDE SERVICES | | \$2,239,164 | 5.2% | \$4,598,124 | 3.2% | | |

* 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

Details

| Model Name | Square Feet | Current Month Sales | YOY % Change * | YTD Sales | YOY YTD % Change * |
|--------------------------------------|--------------|---------------------|----------------|------------------|--------------------|
| DUTY FREE - CONCOURSE A | | | | | |
| Dufry Shops | 2,316 | \$146,533 | 13.8% | \$312,921 | 18.6% |
| TOTAL DUTY FREE - CONCOURSE A | 2,316 | \$146,533 | 13.8% | \$312,921 | 18.6% |
| DUTY FREE - CONCOURSE B | | | | | |
| Dufry Shops | 2,453 | \$88,828 | 46.0% | \$179,228 | 59.9% |
| TOTAL DUTY FREE - CONCOURSE B | 2,453 | \$88,828 | 46.0% | \$179,228 | 59.9% |
| TOTAL DUTY FREE | 4,768 | \$235,361 | 24.1% | \$492,149 | 30.9% |

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Details

| 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 | \$278,533 | 21.2% | \$584,291 | 24.1% |
| Denver Central Market | 4,090 | \$228,744 | -55.4% | \$678,922 | -34.5% |
| Denver Chop House & Brewery | 4,026 | \$690,557 | 8.4% | \$1,416,536 | 12.2% |
| Dunkin' Donuts | 317 | \$114,974 | -24.6% | \$268,963 | -7.7% |
| Einstein Bros Bagels | 406 | \$291,829 | | \$611,679 | |
| Freshens | 338 | \$168,758 | -28.0% | \$387,060 | -11.5% |
| KFC / Pizza Hut | 638 | \$186,101 | 68.1% | \$413,755 | 38.8% |
| McDonald's | 1,142 | \$716,119 | 0.1% | \$1,534,126 | 7.3% |
| Mercantile | 3,995 | \$935,709 | | \$1,863,398 | |
| Mesa Verde Lounge | 4,706 | \$517,358 | 46.7% | \$1,034,079 | 55.7% |
| Novo Coffee | 406 | \$194,551 | | \$406,125 | |
| Panda Express | 702 | \$492,799 | 22.5% | \$1,047,579 | 27.1% |
| Pizza Hut Godega | 125 | \$38,684 | | \$63,765 | |
| Quizno's | 4,092 | \$828,030 | 63.2% | \$1,672,628 | 68.5% |
| Sky Snax | 4,681 | \$191,377 | | \$376,684 | |
| Vino Volo Wine Bar | 923 | \$30,326 | -59.7% | \$84,805 | -35.4% |
| TOTAL FOOD AND BEVERAGE - CONCOURSE A | 31,819 | \$5,904,450 | 50.2% | \$12,444,395 | 58.8% |
| FOOD AND BEVERAGE - CONCOURSE B | | | | | |
| Aviator's Club BBQ | 4,398 | \$427,805 | 10.8% | \$834,538 | 12.4% |
| Cantina Grill | 3,204 | \$523,422 | 9.2% | \$1,044,580 | 14.1% |
| Caribou Coffee | 770 | \$214,999 | 17.2% | \$451,734 | 23.0% |
| Chick-Fil-A | 1,137 | \$593,699 | 33.0% | \$1,187,740 | 33.6% |
| City Pho | 2,603 | \$272,723 | 51.8% | \$588,221 | 67.6% |
| City Wok | 591 | \$73,997 | 477.8% | \$143,349 | 295.4% |
| Cru Wine Bar | 935 | \$208,863 | 8.1% | \$415,519 | 12.9% |

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Details

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|--|---------------|---------------------|----------------|---------------------|--------------------|
| Elway's | 4,026 | \$1,140,039 | 14.4% | \$2,356,526 | 18.9% |
| Etai's Café | 1,488 | \$505,060 | 7.6% | \$1,019,978 | 14.8% |
| Garbanzo | 609 | \$334,948 | 110.2% | \$640,396 | 110.9% |
| Heidi's Brooklyn Deli | | N/A | -100.0% | \$33,122 | -86.6% |
| Hotch Potch | 623 | \$91,121 | | \$187,601 | |
| Jamba Juice | 770 | \$199,046 | 48.4% | \$409,596 | 57.0% |
| Kabod Coffee | | N/A | -100.0% | \$6,535 | -92.1% |
| Lounge 5280 | 1,540 | \$136,399 | 55.1% | \$265,200 | 51.0% |
| McDonald's | 1,552 | \$717,873 | 15.6% | \$1,522,343 | 25.3% |
| Mod Market | 906 | \$372,274 | -2.4% | \$768,365 | 2.8% |
| New Belgium Brewing | 3,948 | \$859,044 | 8.2% | \$1,745,028 | 17.8% |
| New Belgium Hub | 3,001 | \$352,973 | 5.0% | \$706,597 | 13.7% |
| Pizza Hut Express/Haagen Daz | 1,000 | \$302,473 | 5.5% | \$635,439 | 10.0% |
| Pour La France | 6,420 | \$654,788 | 11.6% | \$1,300,033 | 18.2% |
| Qdoba | 2,325 | \$324,212 | 16.0% | \$685,485 | 23.9% |
| Que Bueno! Mexican Grille | 1,491 | \$443,725 | 25.4% | \$893,558 | 26.5% |
| Rocky Mt. Chocolate Factory | 817 | \$175,007 | 19.6% | \$335,253 | 23.7% |
| Sara Lee Sandwich Shoppe | 1,455 | \$253,899 | 46.7% | \$520,568 | 46.5% |
| Shake Shack | 2,586 | \$691,828 | 86.8% | \$1,385,842 | 90.4% |
| Sky Market | 1,643 | \$318,885 | | \$643,880 | |
| SMASH Burgers & Bar | 3,749 | \$582,847 | 14.5% | \$1,171,845 | 24.0% |
| Snooze | 2,984 | \$451,437 | 42.5% | \$880,396 | 46.1% |
| Starbucks | 1,208 | \$297,898 | 7.6% | \$621,969 | 17.3% |
| Steve's Snappin' Dogs | 1,446 | \$293,227 | 7.5% | \$585,127 | 20.6% |
| Wolfgang Puck | 2,450 | \$239,376 | 94.2% | \$468,507 | 118.4% |
| TOTAL FOOD AND BEVERAGE - CONCOURSE B | 61,673 | \$12,053,886 | 24.0% | \$24,454,872 | 30.5% |

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Details

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|--|---------------|---------------------|----------------|---------------------|--------------------|
| FOOD AND BEVERAGE - CONCOURSE C | | | | | |
| Auntie Anne's | 256 | \$86,652 | 0.6% | \$174,074 | 10.7% |
| Big Bowl/Magic Pan | 1,590 | \$266,919 | -14.3% | \$514,259 | -7.4% |
| Caribou Coffee | 603 | \$137,609 | -21.9% | \$264,994 | -20.3% |
| Coffee Bean & Tea Leaf | 582 | \$74,203 | -24.2% | \$134,012 | -26.3% |
| Coors Silver Bullet | 2,931 | \$514,197 | -16.1% | \$967,577 | -18.7% |
| Dazbog Coffee | 639 | \$259,047 | 83.6% | \$534,790 | 104.2% |
| DEN Neighborhood Market | 490 | \$164,963 | | \$164,963 | |
| Grab-N-Go Marketplace | 80 | \$709 | | \$709 | |
| Great Divide Brewhouse | 3,162 | \$537,046 | -21.5% | \$975,929 | -21.0% |
| Jamba Juice | 639 | \$138,993 | -2.9% | \$271,438 | 14.0% |
| Little Man Ice Cream | 165 | \$44,588 | -22.4% | \$80,989 | -18.4% |
| McDonald's | 924 | \$873,469 | 27.1% | \$1,768,998 | 30.6% |
| Mod Market | 1,666 | \$269,307 | -19.6% | \$519,698 | -17.2% |
| Root Down | 3,979 | \$1,135,747 | 17.5% | \$2,239,426 | 19.3% |
| SMASH Burgers & Bar | 2,327 | \$763,126 | 72.3% | \$1,578,577 | 87.3% |
| Smokin Bear Lodge Smoking Lounge | 4,826 | \$1,346,963 | 6.5% | \$2,646,085 | 16.7% |
| Starbucks | 762 | \$326,551 | 71.7% | \$639,465 | 53.3% |
| Superfruit Republic Juice | 404 | \$151,291 | | \$151,291 | |
| Tamales by La Casita | 1,354 | \$401,483 | 23.7% | \$794,629 | 23.8% |
| Tapas Sky Bar | 1,100 | \$170,534 | -22.7% | \$311,309 | -21.6% |
| Temporary Grab & Go | 474 | \$158,818 | | \$353,977 | |
| Villa Pizza | 711 | \$330,277 | 14.8% | \$669,377 | 30.6% |
| Vino Volo Wine Bar | 624 | \$143,062 | 79.2% | \$289,332 | 100.9% |
| Woody Creek Bakery | 1,586 | \$524,015 | 91.1% | \$1,082,559 | 110.0% |
| TOTAL FOOD AND BEVERAGE - CONCOURSE C | 31,874 | \$8,819,570 | 19.4% | \$17,128,457 | 23.7% |

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|--|----------------|---------------------|----------------|---------------------|--------------------|
| FOOD AND BEVERAGE - TERMINAL | | | | | |
| Boulder Beer Tap House | 1,776 | \$229,002 | 106.6% | \$453,207 | 106.9% |
| Cantina Grill | 1,612 | \$70,703 | 124.1% | \$159,100 | 154.6% |
| Caribou Coffee | 795 | \$100,959 | 43.7% | \$214,045 | 43.8% |
| Kabod Coffee | 845 | \$114,676 | 3.4% | \$248,556 | 16.7% |
| Subway | 1,814 | \$180,992 | 30.5% | \$316,994 | 10.6% |
| Tom's Urban Kitchen | 9,601 | \$210,624 | -19.7% | \$428,961 | -11.2% |
| TOTAL FOOD AND BEVERAGE - TERMINAL | 16,444 | \$906,956 | 25.2% | \$1,820,862 | 28.9% |
| FOOD AND BEVERAGE - AIRPORTWIDE | | | | | |
| Roasting Plant | 1,321 | \$20,921 | 103.8% | \$45,357 | 109.8% |
| TOTAL FOOD AND BEVERAGE - AIRPORTWIDE | 1,321 | \$20,921 | 103.8% | \$45,357 | 109.8% |
| TOTAL FOOD AND BEVERAGE | 143,131 | \$27,705,783 | 27.3% | \$55,893,943 | 33.5% |

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|---|---------------|---------------------|----------------|--------------------|--------------------|
| PASSENGER SERVICES - CONCOURSE A | | | | | |
| Executive Shine | 60 | \$2,750 | 2.2% | \$5,960 | 7.3% |
| Worldwide Insurance Services | 100 | \$151,179 | 35.3% | \$356,806 | 219.4% |
| TOTAL PASSENGER SERVICES - CONCOURSE A | 160 | \$153,929 | 34.6% | \$362,766 | 209.4% |
| PASSENGER SERVICES - CONCOURSE B | | | | | |
| A Massage | 900 | \$36,746 | -17.8% | \$75,379 | -15.2% |
| Executive Shine | 220 | \$13,820 | -0.9% | \$28,800 | 11.5% |
| Worldwide Insurance Services | 277 | \$355,108 | 46.0% | \$673,687 | 51.4% |
| TOTAL PASSENGER SERVICES - CONCOURSE B | 1,397 | \$405,673 | 34.4% | \$777,867 | 39.0% |
| PASSENGER SERVICES - CONCOURSE C | | | | | |
| Centurion Lounge | 15,779 | \$164,710 | 910.5% | \$190,510 | 518.5% |
| Executive Shine | 30 | \$2,690 | -23.4% | \$5,375 | -11.3% |
| TOTAL PASSENGER SERVICES - CONCOURSE C | 15,809 | \$167,400 | 745.0% | \$195,885 | 431.4% |
| PASSENGER SERVICES - TERMINAL | | | | | |
| Public Service Credit Union-Branch | 518 | \$27,818 | 184.7% | \$57,616 | 118.4% |
| Worldwide Insurance Services | 404 | \$58,956 | 364.9% | \$116,970 | 822.3% |
| TOTAL PASSENGER SERVICES - TERMINAL | 922 | \$86,774 | 286.4% | \$174,586 | 346.9% |
| TOTAL PASSENGER SERVICES | 18,289 | \$813,776 | 77.5% | \$1,511,103 | 100.7% |

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Details

| Model Name | Square Feet | Current Month Sales | YOY % Change * | YTD Sales | YOY YTD % Change * |
|-----------------------------------|---------------|---------------------|----------------|--------------------|--------------------|
| RETAIL - CONCOURSE A | | | | | |
| Flight Stop | 1,917 | \$678,317 | 32.5% | \$1,542,852 | 38.0% |
| Greetings From Colorado | 946 | \$179,860 | -28.7% | \$401,320 | -18.4% |
| High Lands Mercantile | 1,135 | \$199,260 | | \$431,538 | |
| Hudson News | 955 | \$216,657 | -38.5% | \$584,755 | -19.9% |
| Peak News & Gifts | 1,058 | \$246,849 | -31.3% | \$507,932 | -28.6% |
| Provenzano Resources, Inc. | 666 | \$275,864 | -27.3% | \$571,409 | -25.5% |
| Spirit of the Red Horse | 1,342 | \$49,199 | -20.6% | \$102,978 | -6.9% |
| Sunglass Hut | 955 | \$66,032 | -3.1% | \$130,703 | 4.2% |
| Tattered Cover Bookstore | 1,209 | \$108,143 | 9.5% | \$218,512 | 10.5% |
| TOTAL RETAIL - CONCOURSE A | 10,183 | \$2,020,183 | -3.0% | \$4,491,998 | 5.7% |
| RETAIL - CONCOURSE B | | | | | |
| Connections Newsstand | 342 | \$32,454 | -49.6% | \$82,073 | -34.8% |
| Earth Spirit | 644 | \$38,799 | 10.5% | \$76,049 | 15.8% |
| Express Market | 1,276 | \$485,668 | 5.2% | \$989,212 | 10.6% |
| Hudson News | 1,827 | \$869,732 | 24.2% | \$1,741,529 | 26.9% |
| InMotion Entertainment | 383 | \$215,465 | 2.3% | \$454,784 | 10.6% |
| Johnston & Murphy | 822 | \$132,962 | 41.6% | \$295,080 | 68.9% |
| Kazoo Toys | 1,631 | \$70,688 | 13.2% | \$137,321 | 20.6% |
| Larimer Street Market | 1,270 | \$271,038 | 18.6% | \$619,598 | 35.9% |
| MAC | 796 | \$88,862 | 79.7% | \$166,922 | 69.3% |
| Misura, Crislu, Tumi | 2,724 | \$155,111 | 92.9% | \$317,279 | 97.4% |
| Mosaic Gallery | 1,360 | \$36,762 | -41.3% | \$100,197 | -13.2% |
| Peak News & Gifts | 1,280 | \$285,798 | 0.5% | \$566,237 | 2.4% |
| Provenzano Resources, Inc. | 4,057 | \$1,084,253 | 71.1% | \$2,124,953 | 82.5% |
| Sky Market | 1,271 | \$527,244 | 15.0% | \$1,081,968 | 18.7% |

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| Sunglass Hut | 898 | \$77,987 | 23.3% | \$145,169 | 16.7% |
| Tattered Cover Bookstore | 1,011 | \$130,105 | 1.2% | \$253,045 | 3.8% |
| TOTAL RETAIL - CONCOURSE B | 21,590 | \$4,502,929 | 24.5% | \$9,151,416 | 31.0% |
| RETAIL - CONCOURSE C | | | | | |
| Arts District Market | 680 | \$170,710 | 21.5% | \$326,742 | 3.5% |
| Black Canyon | | N/A | | \$0 | |
| CNBC | 385 | \$98,655 | -45.6% | \$182,192 | -47.6% |
| Esavvy | 536 | \$67,944 | -9.9% | \$129,565 | -7.4% |
| Hudson News | 649 | \$449,751 | 51.1% | \$944,943 | 71.3% |
| Kiehls/Urban Decay | 1,391 | \$37,728 | 7.9% | \$68,281 | 1.0% |
| No Boundaries | 385 | \$42,059 | -21.9% | \$81,576 | -19.7% |
| Out West | 1,054 | \$180,267 | 13.9% | \$344,901 | 10.8% |
| Peak News & Gifts | 981 | \$255,536 | -27.0% | \$493,763 | -27.5% |
| Provenzano Resources, Inc. | 3,164 | \$601,699 | 26.6% | \$1,213,230 | 35.9% |
| Say Si Bon | 1,885 | \$229,451 | -26.7% | \$442,413 | -23.9% |
| Sky Market | 837 | \$480,793 | | \$911,441 | |
| Sunglass Hut | 1,015 | \$132,327 | 31.2% | \$236,418 | 38.2% |
| Tattered Cover Bookstore | 919 | \$108,758 | -1.1% | \$210,670 | 0.9% |
| The Body Shop | 1,193 | \$80,983 | -5.3% | \$163,567 | 6.5% |
| TOTAL RETAIL - CONCOURSE C | 15,073 | \$2,936,660 | 23.6% | \$5,749,703 | 27.1% |
| RETAIL - TERMINAL | | | | | |
| Hudson News | 906 | \$166,113 | 64.4% | \$335,822 | 72.8% |
| Provenzano Resources, Inc. | 68 | \$60,288 | -15.3% | \$117,372 | 4.1% |
| TOTAL RETAIL - TERMINAL | 974 | \$226,401 | 31.4% | \$453,193 | 47.6% |

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|-----------------------------------|-------------|---------------------|--------------------|--------------|---------------------|
| RETAIL - AIRPORTWIDE | | | | | |
| Provenzano Resources, Inc. | | N/A | | \$0 | |
| TOTAL RETAIL - AIRPORTWIDE | | | | \$0 | |
| TOTAL RETAIL | | 47,820 | \$9,686,173 | 17.4% | \$19,846,311 |
| 23.5% | | | | | |

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| AIRPORTWIDE SERVICES - TERMINAL | | | | | |
| CheckPoint Mailers | 25 | \$6,825 | -30.5% | \$16,127 | -9.0% |
| Compass Group USA Inc. dba Canteen Vending Servic | | \$71,750 | -20.8% | \$155,401 | -8.2% |
| Public Service Credit Union-ATMs | 1 | \$33,244 | -4.5% | \$68,361 | 3.0% |
| Smarte Carte, Inc. | | \$110,677 | 12.7% | \$219,071 | -2.4% |
| TOTAL AIRPORTWIDE SERVICES - TERMINAL | 26 | \$222,496 | -4.7% | \$458,961 | -3.9% |
| AIRPORTWIDE SERVICES - AIRPORTWIDE | | | | | |
| Canteen Vending Services | | \$123,001 | 13.4% | \$255,941 | 18.9% |
| Clear Channel Ads | 1 | \$939,100 | -6.9% | \$1,929,886 | -13.2% |
| Conoco - Retail | 210,772 | \$825,535 | 26.1% | \$1,686,532 | 28.3% |
| Paradise 4 Paws | 35,000 | \$129,031 | 4.6% | \$266,805 | 18.6% |
| TOTAL AIRPORTWIDE SERVICES - AIRPORTWIDE | 245,773 | \$2,016,668 | 6.4% | \$4,139,164 | 4.1% |
| TOTAL AIRPORTWIDE SERVICES | 245,799 | \$2,239,164 | 5.2% | \$4,598,124 | 3.2% |
| GRAND TOTAL | 459,807 | \$40,680,257 | 24.0% | \$82,341,631 | 29.6% |

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