

**Gross Concession Revenue
Quarterly Revenue Results
FY 2018 vs. FY 2017**

Months	FY 2018	FY 2017	Variance	
			Amount	Change
July	\$522,845	\$516,136	\$6,709	1.3%
August	522,845	516,136	6,709	1.3
September	522,845	516,136	6,709	1.3
1st Quarter Subtotal	1,568,535	1,548,408	20,127	1.3
October	522,845	516,136	6,709	1.3
November	522,845	516,136	6,709	1.3
December	522,845	516,136	6,709	1.3
2nd Quarter Subtotal	1,568,535	1,548,408	20,127	1.3
January	522,845	516,136	6,709	1.3
February	522,845	516,136	6,709	1.3
March	522,845	516,136	6,709	1.3
3rd Quarter Subtotal	1,568,535	1,548,408	20,127	1.3
April	522,845	516,136	6,709	1.3
May	522,845	516,136	6,709	1.3
June	522,845	516,136	6,709	1.3
4th Quarter Subtotal	1,568,535	1,548,408	20,127	1.3
AREAS Revenue	6,274,140	6,193,632	80,508	1.3
Noncompliance Fees and Fines	1,613,000	325,000	1,288,000	396.3
Non-Cash Adjustments*	527,979	554,945	(26,966)	(4.9)
Total Areas Revenue	8,415,119	7,073,577	1,341,542	19.0
Advertising Revenue	1,462,570	1,383,003	79,567	5.8
Gross Concession Revenue	\$9,877,689	\$8,456,580	\$1,421,109	16.8%

Source: Turnpike Enterprise Finance Office.

* Adjustments to comply with new accounting standards.

Note: Food service revenue reported by month for comparability.

Advertising revenue reported by fiscal year.

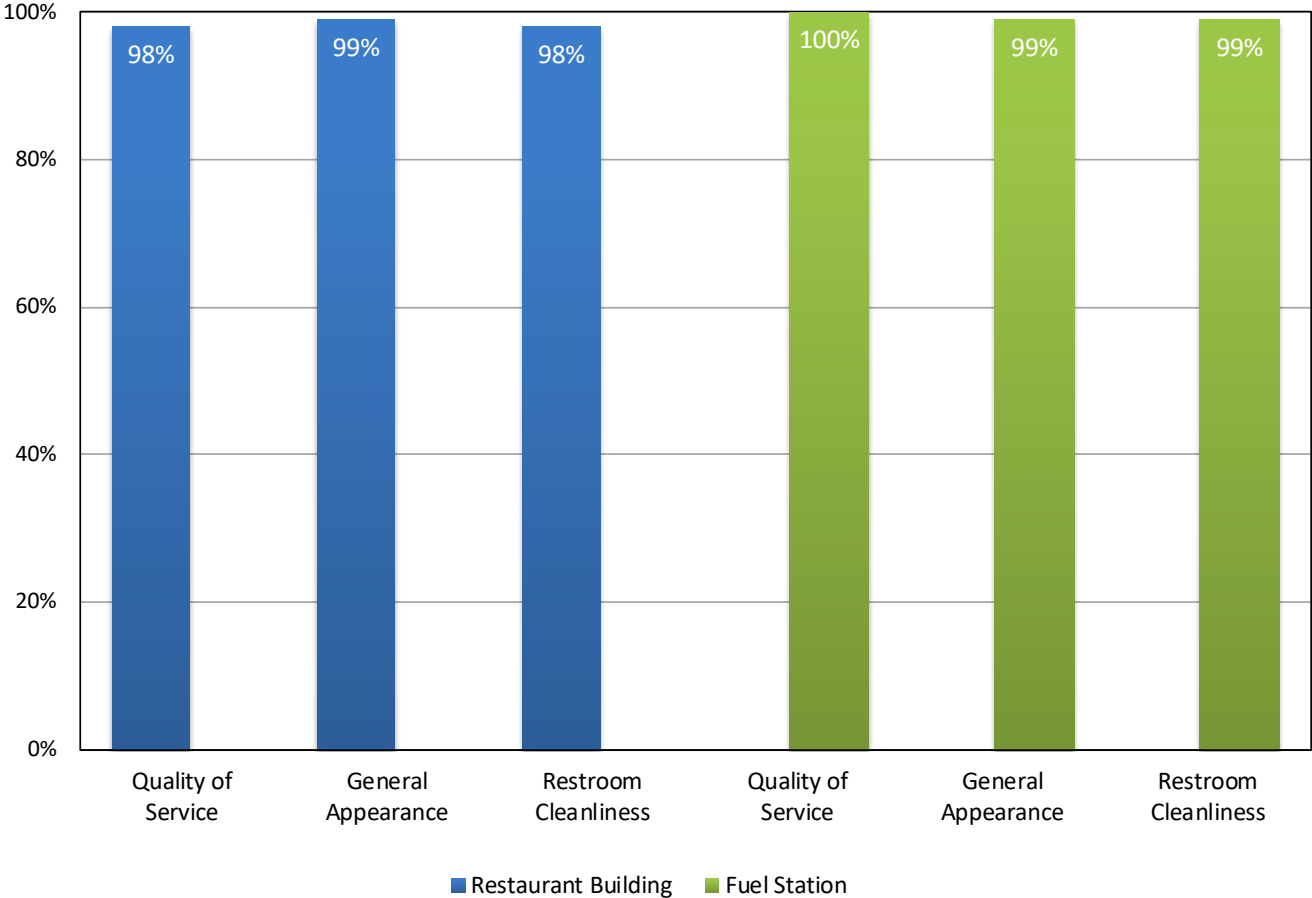
**Florida's Turnpike
Concessions Revenue Forecast (\$000)
FY 2019 through FY 2029**

Fiscal Year	Concession	Advertisement	Total Gross Revenue
2019	\$7,281	\$1,497	\$8,778
2020	7,415	1,493	8,908
2021	7,553	1,476	9,029
2022	7,693	1,449	9,142
2023	7,836	1,455	9,291
2024	7,982	1,348	9,330
2025	8,131	1,354	9,485
2026	8,284	1,360	9,644
2027	8,439	1,366	9,805
2028	8,598	1,372	9,970
2029	8,761	1,378	10,139

Source: Turnpike Enterprise Finance Office

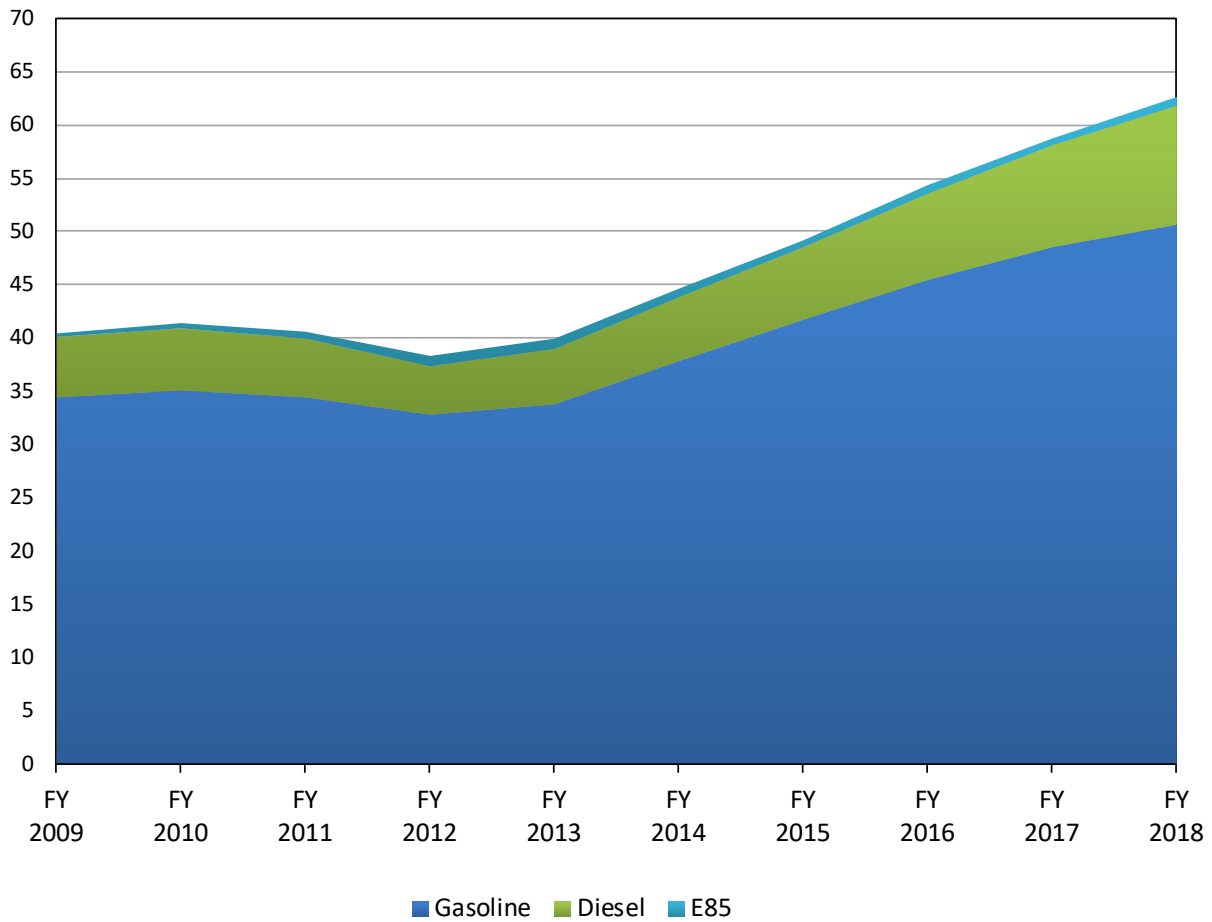
Note: The forecast amounts for concession revenue are based on agreement with Concessionaire, Areas USA FLTP, LLC, and include minimum contract amount with a conservative growth factor. Advertising revenues from toll booths are projected to decline due to All-Electronic Tolling conversions.

Service Plaza Scorecard
Percentage of Good / Fair Responses



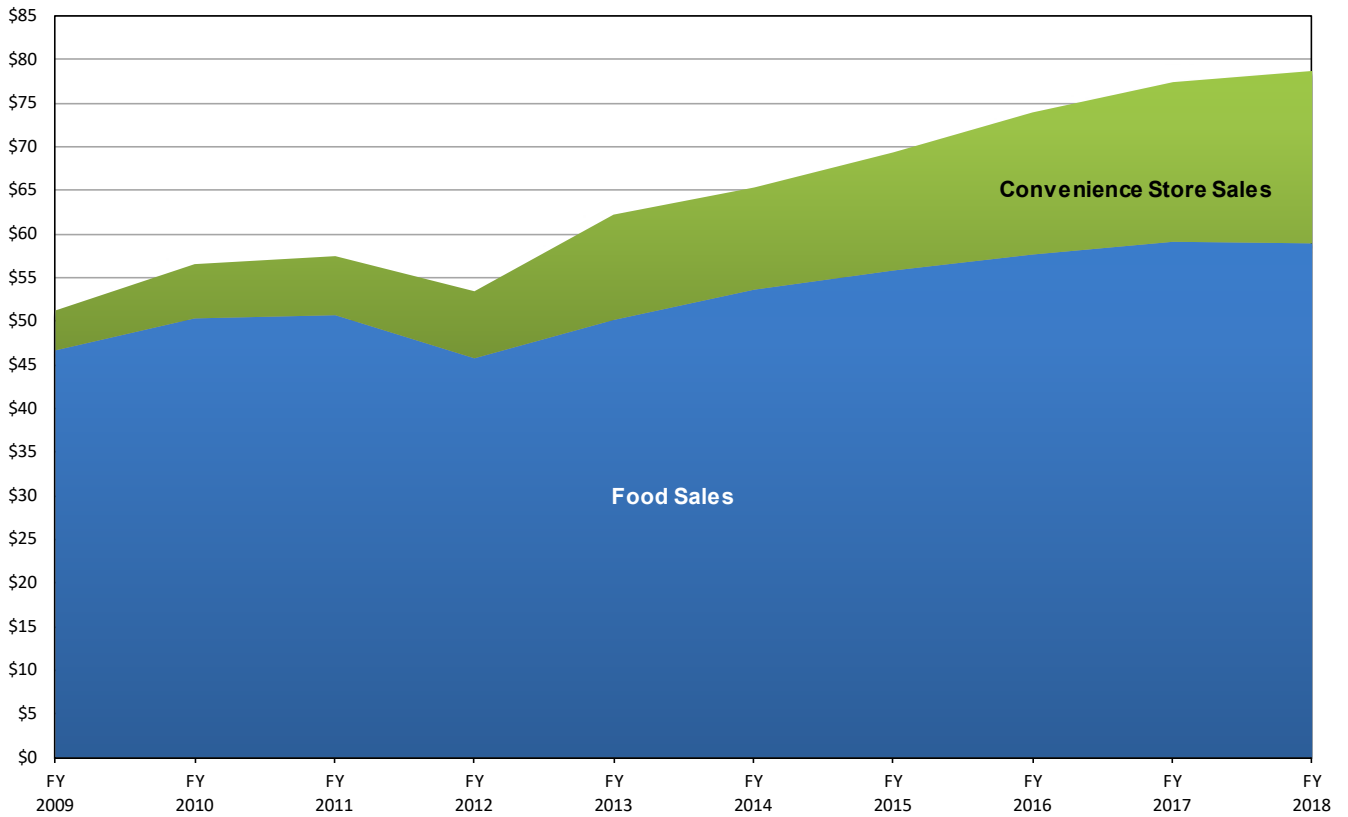
The Turnpike conducts annual customer satisfaction surveys to evaluate the opinions and perceptions of services provided at the service plazas located along the Turnpike’s mainline. Based on the FY 2018 Service Plaza Customer Survey conducted in fall 2017, the graph above shows that customers gave the Turnpike high marks both for the restaurant buildings and fuel station facilities in all categories surveyed.

**Gallons of Fuel Sold
FY 2009 through FY 2018
(In Millions)**



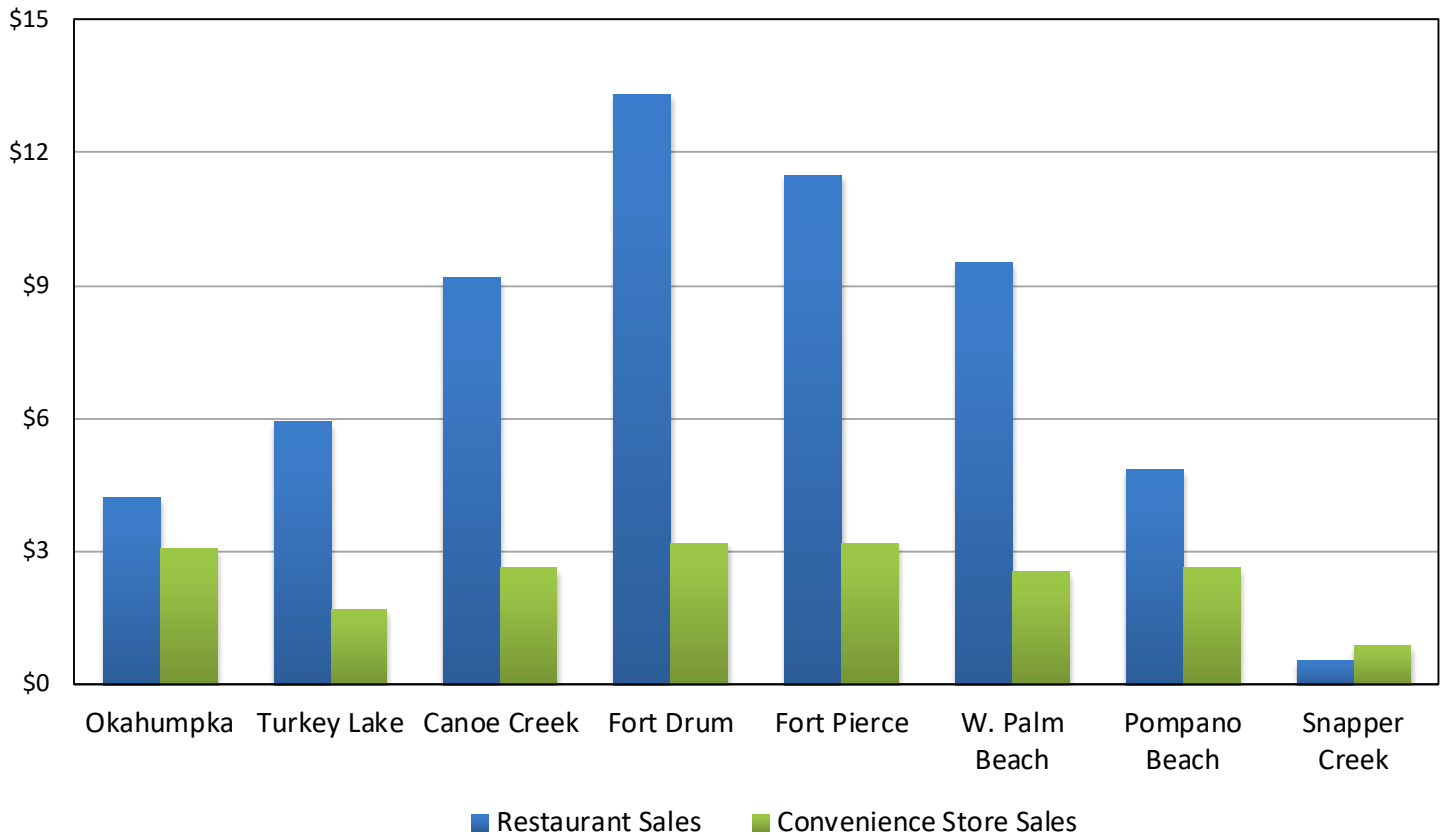
This graph depicts gallons of fuel sold at all service plazas for the last ten-year period. In FY 2011 and FY 2012, fuel sales declined primarily due to construction activities at several service plazas which started in November 2010. Fuel sales increased starting in FY 2013. Both gasoline and diesel gallons sold increased in FY 2018 by 4 percent and 18 percent, respectively, compared to the preceding year primarily due to traffic growth at renovated service plazas and lower fuel prices.

**Food and Convenience Store Sales
FY 2009 through FY 2018
(In Millions)**



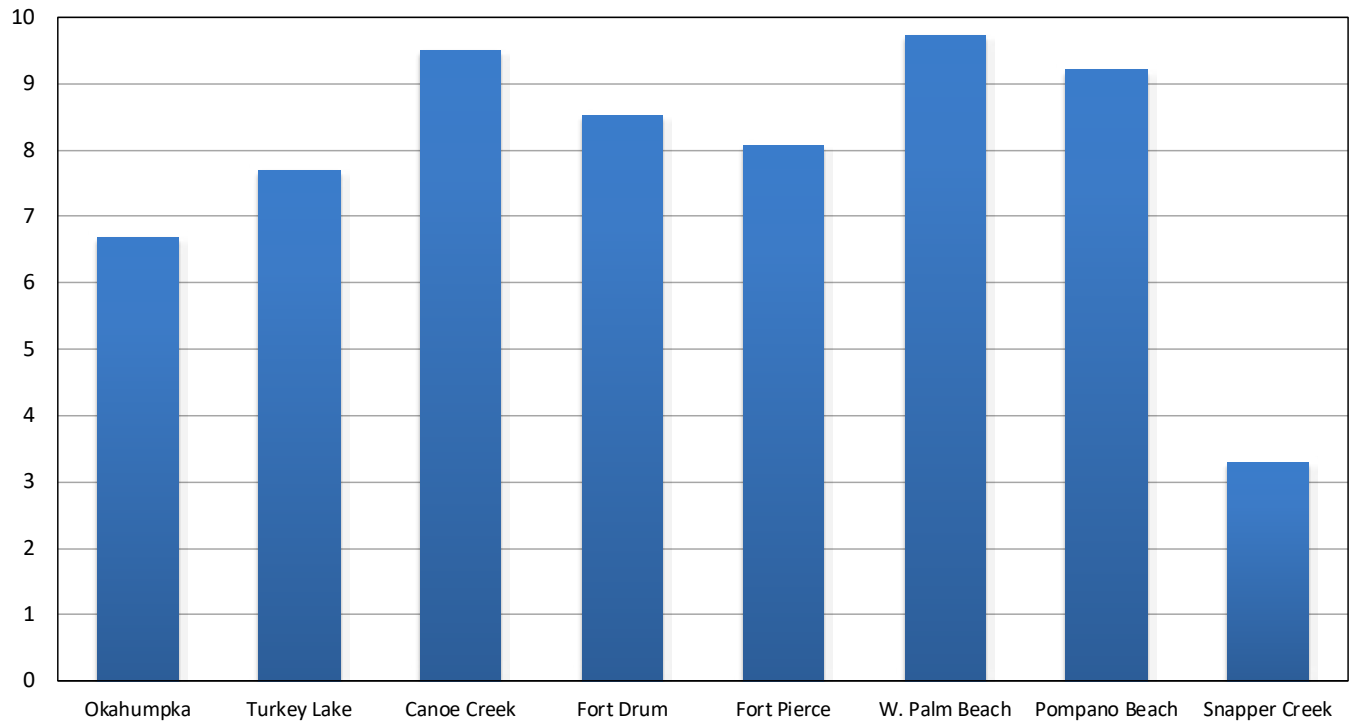
This graph illustrates food and convenience store sales for the past ten years. In FY 2018, food sales totaled \$59 million, which remained unchanged from the preceding year. The convenience store sales of \$20 million represent an increase of nearly 8 percent from the prior year. This increase in sales is largely due to more traffic and completion of renovations at most service plazas.

**Food and Convenience Store Sales by Service Plaza
FY 2018
(In Millions)**



As depicted in the graph above, there is a direct correlation between a service plaza's restaurant sales and its distance from major urban areas. Sales in rural areas such as Fort Drum and Fort Pierce service plazas are higher where recreational travelers are more prevalent. On the contrary, sales in service plazas located near urban areas such as Pompano Beach are lower since they serve commuters. This trend is consistent with prior years. Overall, the restaurant sales and convenience stores sales totaled approximately \$59 million and \$20 million, respectively, for the year.

**Fuel Gallons Sold (Gasoline/Diesel/E85)
FY 2018
(In Millions)**



As indicated in the graph above, higher volume of fuel gallons were sold at service plazas on the Ticket System (Canoe Creek and West Palm Beach), which serve long distance travelers, and on the Southern Coin system (Pompano Beach) which reflects the high volume of traffic on this section of the Mainline. In total, nearly 63 million gallons of fuel were sold in FY 2018, an increase of approximately 7 percent from the preceding year.