

**Gross Concession Revenue
Quarterly Revenue Results
FY 2017 vs. FY 2016**

Months	FY 2017	FY 2016	Variance	
			Amount	Change
July	\$516,136	\$515,620	\$516	0.1%
August	516,136	515,620	516	0.1
September	526,136	515,620	10,516	2.0
1st Quarter Subtotal	1,558,408	1,546,860	11,548	0.8
October	531,136	515,620	15,516	3.0
November	536,136	515,620	20,516	4.0
December	541,136	515,620	25,516	4.9
2nd Quarter Subtotal	1,608,408	1,546,860	61,548	4.0
January	546,136	515,620	30,516	5.9
February	551,136	515,620	35,516	6.9
March	556,136	515,620	40,516	7.9
3rd Quarter Subtotal	1,653,408	1,546,860	106,548	6.9
April	561,136	515,620	45,516	8.8
May	566,136	515,620	50,516	9.8
June	571,136	515,620	55,516	10.8
4th Quarter Subtotal	1,698,408	1,546,860	151,548	9.8
AREAS Revenue	\$6,518,632	\$6,187,440	\$331,192	5.4%
Non-Cash Adjustments*	554,945	N/A	554,945	N/A
Total Areas Revenue	\$7,073,577	\$6,187,440	\$886,137	14.3%
Advertising Revenue	1,383,003	1,038,342	344,661	33.2%
Gross Concession Revenue	\$8,456,580	\$7,225,782	\$1,230,798	17.0%

Source: Turnpike Enterprise Finance Office.

* FY 2017 adjustments to comply with new accounting standards.

Note: Food service revenue reported by month for comparability.

Advertising revenue reported by fiscal year.

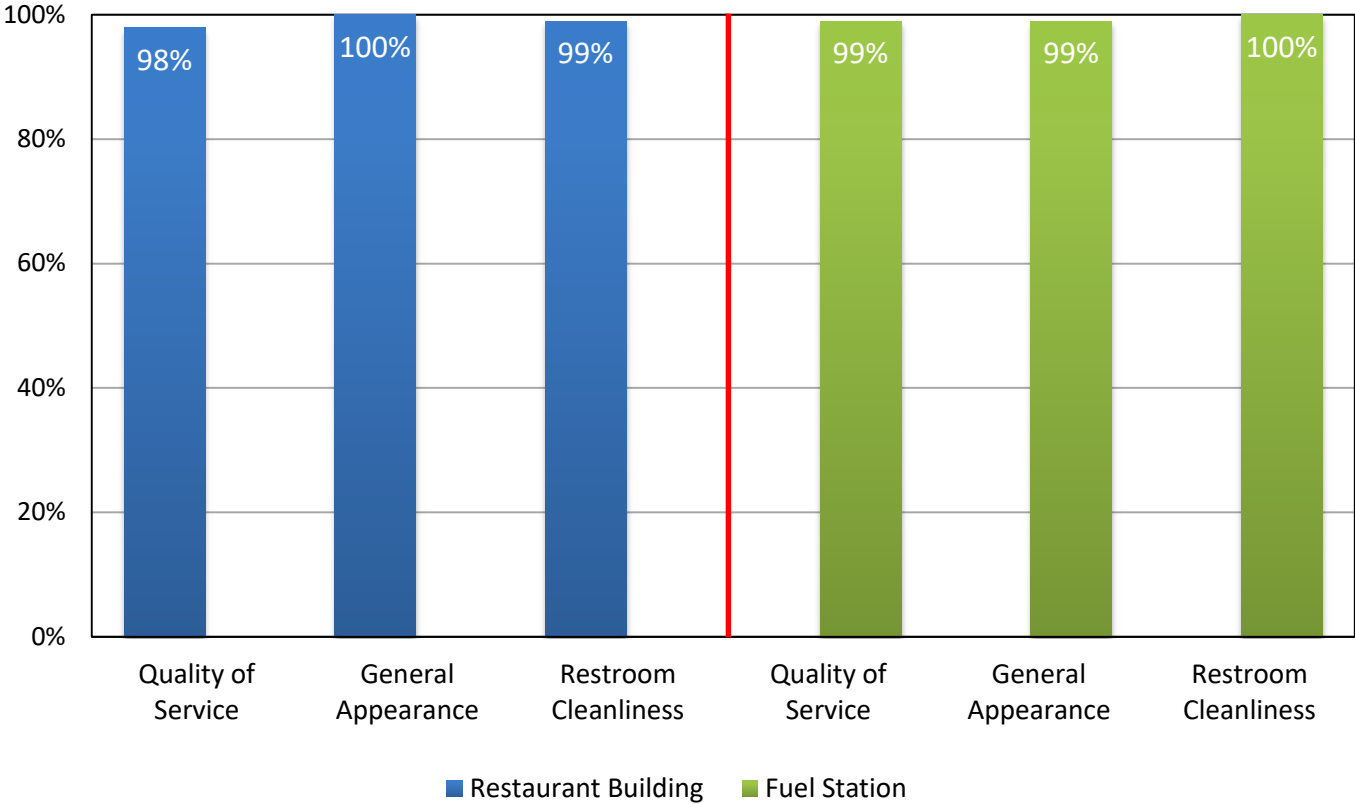
**Florida's Turnpike
Concessions Revenue Forecast (\$000)
FY 2018 through FY 2028**

Fiscal Year	Concession	Advertisement	Total Gross Revenue
2018	\$6,550	\$1,394	\$7,944
2019	6,635	1,302	7,937
2020	6,722	1,335	8,057
2021	6,809	1,318	8,127
2022	6,898	1,262	8,160
2023	6,987	1,178	8,165
2024	7,078	1,184	8,262
2025	7,170	1,190	8,360
2026	7,263	1,196	8,459
2027	7,358	1,202	8,560
2028	7,453	1,208	8,661

Source: Turnpike Enterprise Finance Office

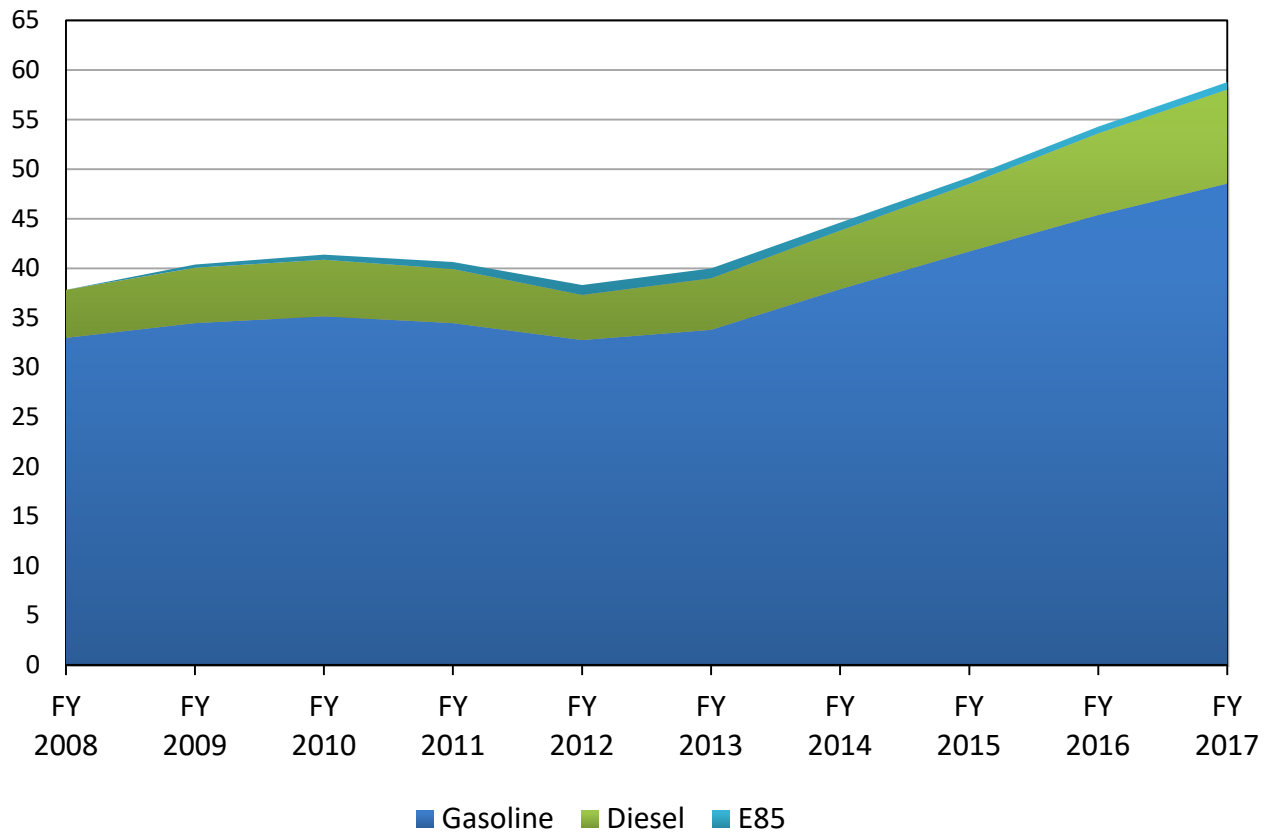
Note: The forecast amounts for concession revenue are based on agreement with Concessionaire, Areas USA FLTP, LLC, and include minimum contract amount with a conservative growth factor. Advertising revenues from toll booths are projected to decline due to All-Electronic Tolling conversions.

**Service Plaza Scorecard
Percentage of Good / Fair Responses**



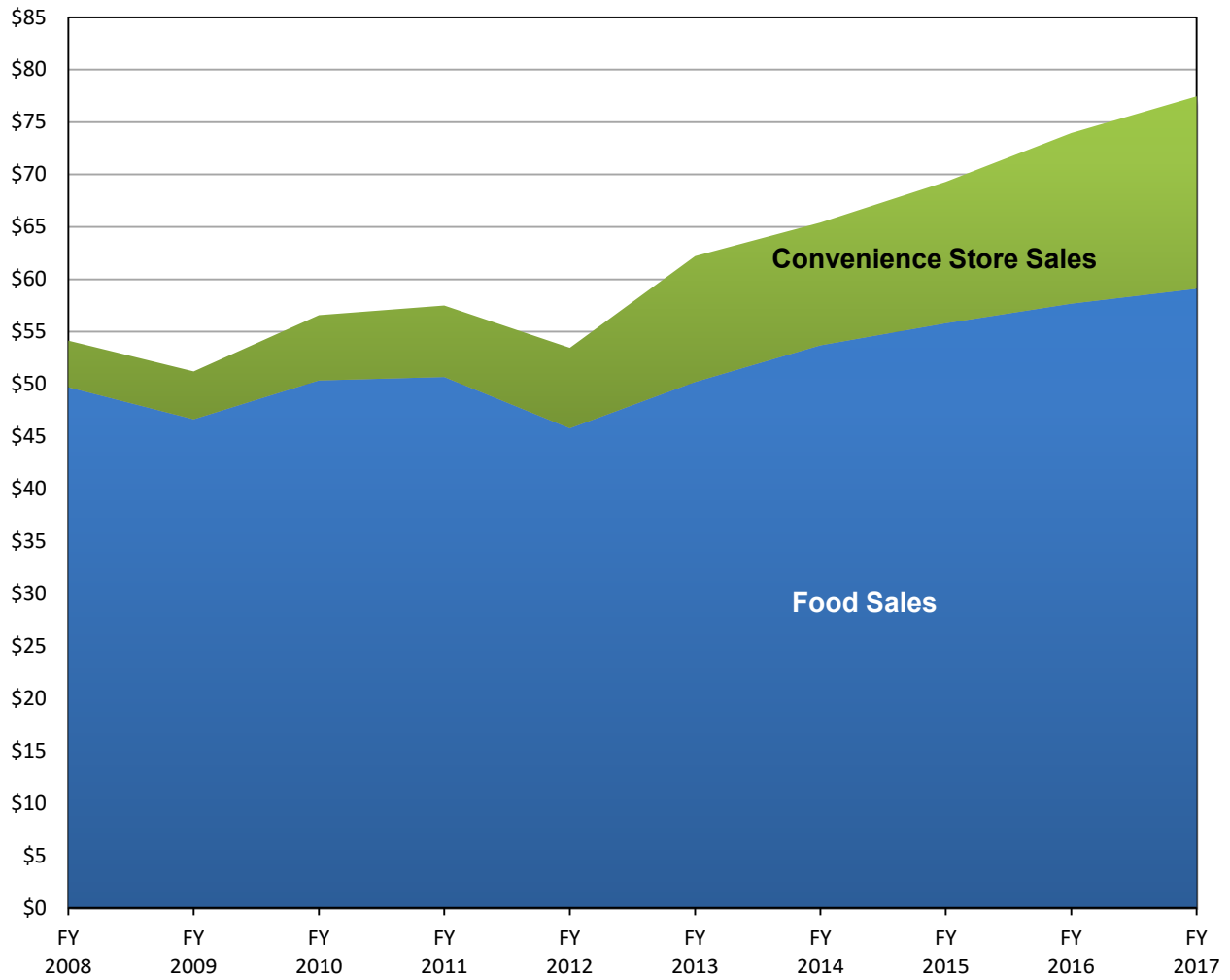
The Turnpike conducts annual customer satisfaction surveys to evaluate the opinions and perceptions of services provided at the service plazas located along the Turnpike's mainline. Based on the FY 2017 Service Plaza Customer Survey conducted in fall 2016, the graph above shows that customers gave the Turnpike high marks both for the restaurant building and fuel station facilities in all categories surveyed.

**Gallons of Fuel Sold
FY 2008 through FY 2017
(In Millions)**



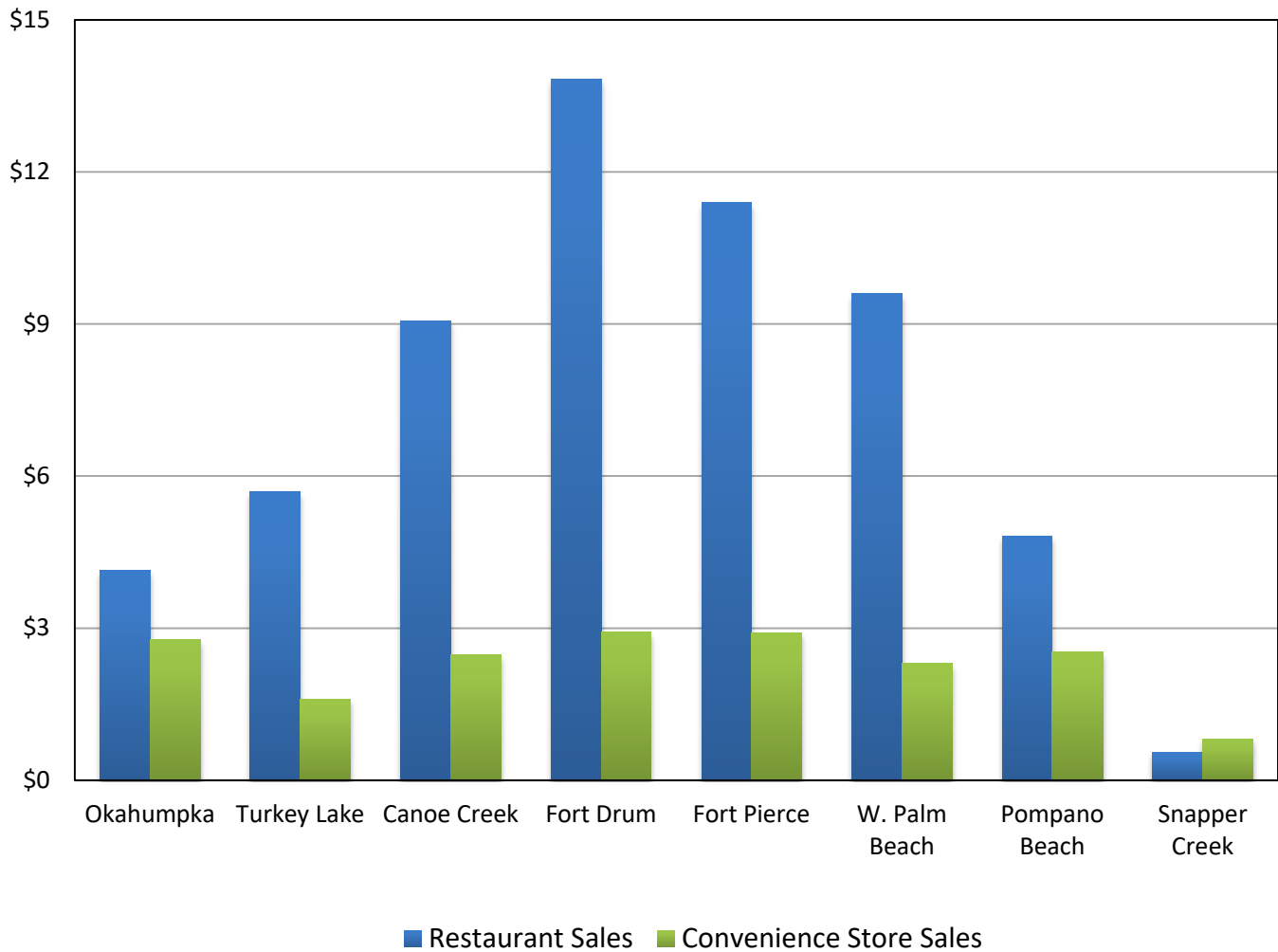
This graph depicts gallons of fuel sold at all service plazas for the ten year period from FY 2008 through FY 2017. In FY 2011 and FY 2012, fuel sales declined primarily due to construction activities at several service plazas which started in November 2010. Fuel sales increased starting in FY 2013. Both gasoline and diesel gallons sold increased in FY 2017 by 7 percent and 15 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 2008 through FY 2017
(In Millions)**



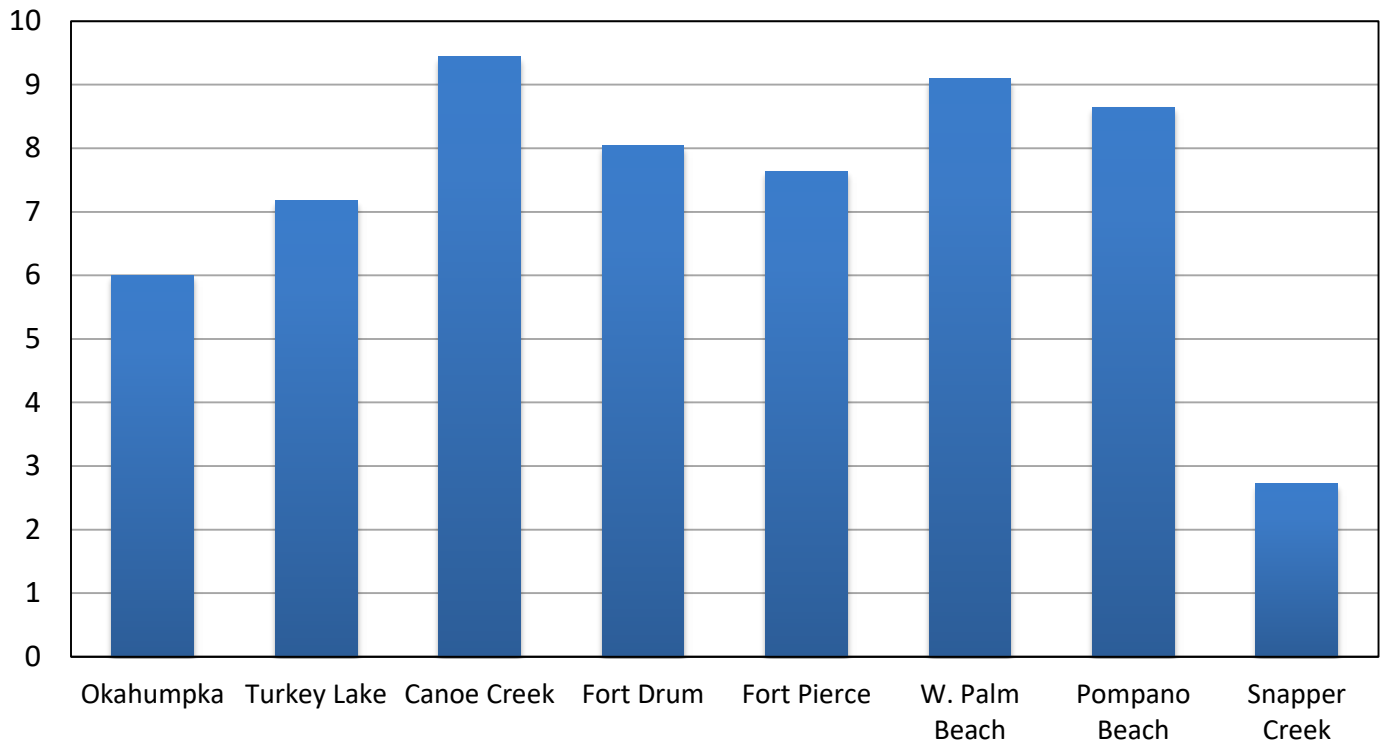
This graph illustrates food and convenience store sales for the past ten years. In FY 2017, food sales totaled nearly \$59 million, an increase of 2 percent over FY 2016. Convenience store sales of approximately \$18 million represent an increase of 13 percent from the preceding fiscal year. The increase in sales is largely due to more traffic and completion of renovations at most several service plazas.

**Food and Convenience Store Sales by Service Plaza
FY 2017
(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 \$18 million, respectively, for the year. Restaurant and convenience stores sales at Okahumpka increased substantially compared to prior year due to completion of construction activities.

**Fuel Gallons Sold (Gasoline/Diesel/E85)
FY 2017
(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 59 million gallons of fuel were sold in FY 2017, an increase of approximately 8 percent from the preceding year.