

Resale Snapshot

Resale Snapshot-JUNE 2018 (\$ in thousands)*

SERVICE	JUNE 18	JUNE 17	Diff.	FY18 YTD	FY17 YTD	Diff.
AAFES	\$650,040	\$625,000	+4.0%	\$2,829,600	\$2,703,650	+4.7%
NEXCOM	236,050	227,452	+3.8%	1,016,761	1,000,604	+1.6%
MCX	83,944	80,019	+4.9%	361,853	343,573	+5.3%
VCS	44,294	45,484	-2.6%	200,981	198,096	+1.5%
CGX	16,122	16,487	-2.2%	64,417	65,162	-1.1%
TOTAL (exchanges)	\$1,030,450	\$994,442	+3.6%	\$4,473,612	\$4,311,085	+3.8%

SERVICE	JUNE 18	JUNE 17	Diff.	FY18 YTD	FY17 YTD	Diff.
DeCA	\$384,426	\$398,042	-3.4%	\$3,545,765	\$3,721,817	-4.7%

Note: The exchange systems' Fiscal 2018 began on Feb. 4, 2018, and ends on Feb. 2, 2019.

* Fiscal years vary by service, as do computation methods. Sales figures are provided by the services on a monthly basis. Some information provided by the services reflects incomplete sales totals or flash figures. Audited figures are used when provided by the services. Sales figures are approximate and are rounded off. AAFES, NEXCOM, MCX and CGX sales totals include gasoline, and fluctuations in prices can impact monthly and yearly performance. Most exchange sales do not include concession sales. All year-to-date charts on this page refer to the month shown in this table unless otherwise specified. Totals may not agree because of rounding.

Military Exchanges: Impact of Gasoline on FYTD June Direct Sales (\$ in millions)

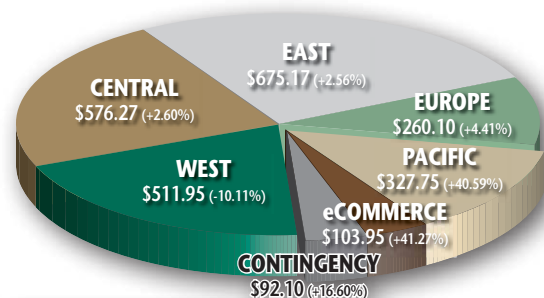
Fiscal Year	Total YTD Sales	AAFES	NEXCOM	MCX	CGX
2018	Excluding Gas	\$2,294.07	\$849.36	\$271.50	\$58.01
2017	Excluding Gas	\$2,246.29	\$857.72	\$270.67	\$60.40
Percent Change		+2.13%	-0.98%	+0.30%	-3.96%
2018	Gas Sales	\$535.53	\$167.40	\$90.35	\$6.41
2017	Gas Sales	\$457.36	\$142.88	\$72.90	\$4.76
Percent Change		+17.09%	+17.16%	+23.95%	+34.66%

Sales figures are rounded off.

Source: AAFES, NEXCOM, MCX and CGX Flash Reports

AAFES YTD June Fiscal 2018

Total Retail Sales by Region, Including Gasoline (\$ in millions)

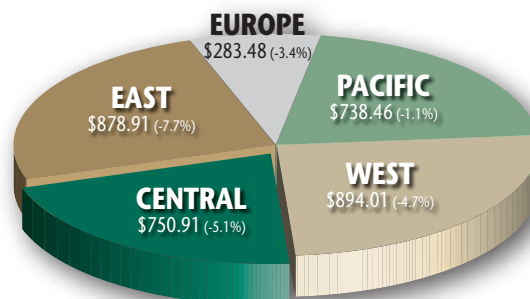


Total: \$2,547.28 (+5.07%)

Note: "Total Retail" comprises Main Store, Specialty Store, MCSS and eBusiness sales. Source: AAFES

DeCA Fiscal YTD June 2018

Sales by Area vs. Prior FYTD (\$ in millions)



Total: \$3,545.77 (-4.7%)

Totals may not add correctly due to rounding. Source: DeCA

AAFES Fiscal YTD June 2018

Direct and Concession Sales, Excluding Gasoline, vs. Prior FYTD

(\$ in millions)

Sales	FYTD18	% Difference
Direct	\$2,294.07	+2.1%
Concession	\$694.55	+4.7%
Total	\$2,988.62	+2.7%

Source: AAFES

VCS Fiscal YTD June Sales

Three-Year Trend 2016-2018

(\$ in millions)

2018	2017	2016
\$200.98 (+1.46%)	\$198.10 (+2.92%)	\$192.47 (+3.70%)

Sales figures are rounded off.

Source: VCS

NEXCOM CONUS and Overseas Sales

Including and Excluding Gasoline June 2018 vs

Prior Year Month (\$ in millions)

CONUS	June 2018	% Difference
Including	\$160.51	+2.19%
Excluding	\$128.41	-2.02%

Overseas June 2018 % Difference

Including	\$75.54	+7.33%
Excluding	\$67.96	+6.44%

Sales figures are rounded off.

Source: NEXCOM

MCX Fiscal YTD June 2018

Sales by Store Type vs Prior FYTD

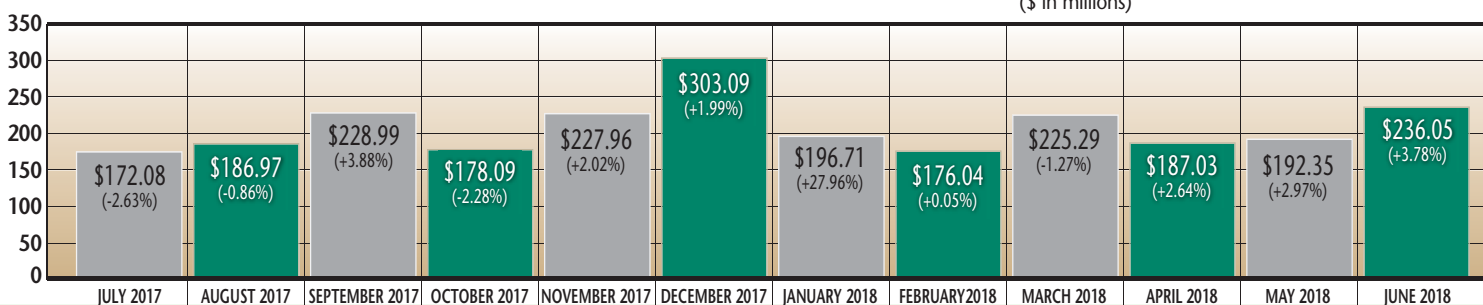
(\$ in millions)

Category	FYTD18	% Difference
Main Store	\$146.37	+1.54%
Specialty Stores	\$104.00	-0.21%
Gasoline	\$90.35	+23.95%
Vending/Services	\$12.28	-1.67%
Military Clothing	\$8.85	-9.78%
Total	\$361.85	+5.32%

Notes: Totals may not equal due to rounding.

Source: MCX

NEXCOM Direct Sales, Past 12 Months through June Worldwide vs Prior-Year Month, Including Gas, (\$ in millions)



Grand Total
\$2,510.65
+3.11%

Sales figures are rounded off. Source: NEXCOM

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