

Resale Snapshot

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

SERVICE	DEC. 18	DEC. 17	Diff.	FY18 YTD	FY17 YTD	Diff.
AAFES	\$671,410	\$759,560	-11.6%	\$6,227,640	\$6,108,280	+2.0%
NEXCOM	264,309	303,087	-12.8%	2,294,540	2,297,778	-0.1%
MCX	79,802	86,423	-7.7%	791,195	764,521	+3.5%
VCS	54,437	57,559	-5.4%	463,985	449,960	+3.1%
CGX	18,130	18,382	-1.4%	150,866	143,689	+5.0%
TOTAL (exchanges)	\$1,088,088	\$1,225,011	-11.2%	\$9,928,226	\$9,764,228	+1.7%

SERVICE	DEC. 18	DEC. 17	Diff.	FY19 YTD	FY18 YTD	Diff.
DeCA	\$407,301	\$436,056	-6.6%	\$1,185,299	\$1,243,598	-4.7%

* 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. NOTE: Exchange December sales decreases are exaggerated by a peculiarity in the standard retail calendar.

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

Fiscal Year	Total YTD Sales	AAFES	NEXCOM	MCX	CGX
2018	Excluding Gas	\$5,084.48	\$1,934.18	\$599.56	\$137.27
2017	Excluding Gas	\$5,096.82	\$1,981.00	\$605.88	\$132.94
Percent Change		-0.24%	-2.36%	-1.04%	+3.26%
2018	Gas Sales	\$1,143.26	\$360.36	\$191.64	\$13.59
2017	Gas Sales	\$1,011.46	\$316.78	\$158.64	\$10.75
Percent Change		+13.03%	+13.76%	+20.80%	+26.46%

Sales figures are rounded off.

Source: AAFES, NEXCOM, MCX and CGX Flash Reports

MCX Gasoline Sales Calendar Year 2018 vs. Calendar Year 2017 (\$ in millions)

Month	CY18	CY17	% Change
January	\$16.99	\$11.53	+47.37%
February	\$15.32	\$12.57	+21.89%
March	\$19.43	\$16.79	+15.69%
April	\$16.92	\$13.53	+25.06%
May	\$17.40	\$13.33	+30.59%
June	\$21.29	\$16.69	+27.59%
July	\$16.85	\$12.12	+39.07%
August	\$16.78	\$12.85	+30.60%
September	\$19.79	\$17.33	+14.22%
October	\$16.42	\$12.93	+26.98%
November	\$15.23	\$13.95	+9.21%
December	\$16.20	\$16.57	-2.26%
TOTAL	\$208.61	\$170.16	+22.59%

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

AAFES Direct Monthly Sales Calendar Year 2018 vs. 2017, Excluding Gas (\$ in millions)

Month	CY18	CY17	% Change
January	\$444.50	\$339.27	+31.01%
February	\$406.24	\$391.79	+3.69%
March	\$519.95	\$511.71	+1.61%
April	\$419.26	\$406.99	+3.01%
May	\$425.26	\$414.27	+2.65%
June	\$523.35	\$521.53	+0.35%
July	\$414.97	\$391.96	+5.87%
August	\$409.58	\$410.74	-0.28%
September	\$490.63	\$493.84	-0.65%
October	\$391.41	\$394.24	-0.72%
November	\$511.99	\$508.31	+0.72%
December	\$580.31	\$655.15	-11.42%
TOTAL	\$5,537.45	\$5,439.80	+1.80%

Sales figures are rounded off.
Source: AAFES

FISCAL YEAR 2018 YTD TOTALS (\$ in thousands)**

	FY 2018 Sales	FY 2017 Sales	% Diff.
DeCA	\$4,699,518	\$4,917,785	-4.4%
Exchanges	\$9,928,226	\$9,764,228	+1.7%
TOTAL	\$14,627,744	\$14,682,013	-0.4%

**DeCA Fiscal Year 2018 ended Sept. 30, 2018. The exchange systems' Fiscal Year 2018 ends Feb. 2, 2019. All other conditions applying to sales and store totals are as described in Resale Snapshot chart.

DeCA Monthly Sales Breakdown, Calendar Year 2018 versus Calendar Year 2017 (\$ in millions)

Month	CY18	CY17	% Change
January	\$383.43	\$403.25	-4.92%
February	\$362.35	\$382.29	-5.22%
March	\$412.20	\$416.84	-1.11%
April	\$366.66	\$410.39	-10.66%
May	\$393.10	\$401.66	-2.13%
June	\$384.43	\$398.04	-3.42%
July	\$375.88	\$389.77	-3.56%
August	\$397.75	\$405.24	-1.85%
September	\$380.12	\$400.96	-5.20%
October	\$381.74	\$396.89	-3.82%
November	\$396.25	\$410.66	-3.51%
December	\$407.30	\$436.06	-6.59%
TOTAL	\$4,641.21	\$4,852.05	-4.35%

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

CGX Direct Monthly Sales Calendar Year 2018 vs. 2017, Including Gas (\$ in millions)

Month	CY18	CY17	% Change
January	\$11.48	\$9.41	+22.07%
February	\$10.34	\$11.07	-6.60%
March	\$14.21	\$14.21	+0.00%
April	\$11.76	\$11.50	+2.20%
May	\$11.99	\$11.89	+0.83%
June	\$16.12	\$16.49	-2.22%
July	\$12.20	\$11.54	+5.71%
August	\$12.65	\$12.25	+3.24%
September	\$14.99	\$13.49	+11.12%
October	\$11.81	\$9.47	+24.71%
November	\$16.67	\$13.39	+24.47%
December	\$18.13	\$18.38	-1.37%
TOTAL	\$162.35	\$153.09	+6.05%

Sales figures are rounded off.
Source: CGX

NEXCOM December 2018 Sales Including Gas CONUS and Overseas (\$ in millions)

Area	Dec. 2018	% of Sales
CONUS	\$182.12	68.91%
Overseas	\$82.19	31.09%
Worldwide	\$264.31	100.00%

Sales figures are rounded off. Source: NEXCOM

NEXCOM December 2018 Sales Excluding Gas CONUS and Overseas (\$ in millions)

Area	Dec. 2018	% of Sales
CONUS	\$157.80	67.43%
Overseas	\$76.23	32.57%
Worldwide	\$234.02	100.00%

Sales figures are rounded off. Source: NEXCOM

VCS December Sales

Month of December Sales 2016-2018 with Percentage Change (\$ in millions)

December 2018	December 2017	December 2016
\$54.44 (-5.42%)	\$57.56 (+1.94%)	\$56.46 (+7.56%)

Source: VCS

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