

AIRPORT SALES PERFORMANCE

Q1
2025

LOCATION	PAID % UPSELL	Sum of UPSELL REVEUNE
HONOLULU	7.5%	11,354.00
SPOKANE	6.9%	3,463.00
SACRAMENTO	6.4%	13,382.00
ORANGE COUNTY	6.2%	23,632.00
KONA	5.9%	3,480.00
SAN JOSE	5.7%	7,953.00
ONTARIO	5.5%	9,167.00
TUCSON	5.1%	5,613.00
OAKLAND	4.4%	6,775.00
SAN DIEGO	4.3%	23,538.00
LAS VEGAS	4.2%	31,094.00
PORTLAND	4.0%	15,497.00
PHOENIX	3.6%	50,821.00
SEATTLE	3.5%	11,284.00
LOS ANGELES	2.5%	32,953.00
BURBANK	2.2%	3,444.00
Total		270,463.00

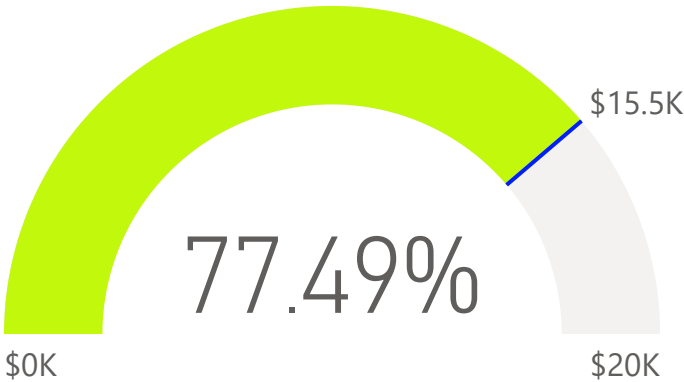
High Rollers

Employee	% Upsell	Avg Rate	Total Revenue
Finnick	24.68%	21.58	2,201.16
Lisbeth	11.49%	37.80	1,587.60
Rod	16.64%	21.11	1,899.90
Sandy	17.91%	26.74	2,165.94

#6 Overall Total Revenue
#10 Upsell Per Unit
#14 Avg Upsell Rate

\$1.10 Upsell Per Unit ▲
\$27.71 Avg Upsell Rate ▼

Total Revenue % To Goal



Growth Takeaways against Q1 FY24

- . 141% Growth of % Paid Upsell
- . 84% Total Revenue Growth
- . 52% Growth Upsell Per Unit
- . Ranked 2 Spots Higher for Upsell Per Unit
- . (8.1)% Decline in Avg Upsell Rate