

**Gross Concession Revenue
Quarterly Revenue Results
FY 2020 vs. FY 2019**

| Months | FY 2020 | FY 2019 | Variance | |
|------------------------------|-------------|-------------|-------------|--------|
| | | | Amount | Change |
| July | \$546,637 | \$533,825 | \$12,812 | 2.4% |
| August | 546,637 | 533,825 | 12,812 | 2.4 |
| September | 546,637 | 533,825 | 12,812 | 2.4 |
| 1st Quarter Subtotal | 1,639,911 | 1,601,475 | 38,436 | 2.4 |
| October | 546,637 | 533,825 | 12,812 | 2.4 |
| November | 546,637 | 533,825 | 12,812 | 2.4 |
| December | 546,637 | 533,825 | 12,812 | 2.4 |
| 2nd Quarter Subtotal | 1,639,911 | 1,601,475 | 38,436 | 2.4 |
| January | 546,637 | 533,825 | 12,812 | 2.4 |
| February | 546,637 | 533,825 | 12,812 | 2.4 |
| March | 546,637 | 533,825 | 12,812 | 2.4 |
| 3rd Quarter Subtotal | 1,639,911 | 1,601,475 | 38,436 | 2.4 |
| April * | 52,088 | 533,825 | (481,737) | (90.2) |
| May | 546,637 | 533,825 | 12,812 | 2.4 |
| June | 546,637 | 533,825 | 12,812 | 2.4 |
| 4th Quarter Subtotal | 1,145,362 | 1,601,475 | (456,113) | (28.5) |
| AREAS Revenue | 6,065,095 | 6,405,900 | (340,805) | (5.3) |
| Noncompliance Fees and Fines | 179,000 | 195,000 | (16,000) | (8.2) |
| Non-Cash Adjustments** | 874,850 | 874,850 | 0 | 0.0 |
| Total Areas Revenue | 7,118,945 | 7,475,750 | (356,805) | (4.8) |
| Advertising Revenue | 1,614,173 | 1,446,619 | 167,554 | 11.6 |
| Gross Concession Revenue | \$8,733,118 | \$8,922,369 | (\$189,251) | (2.1%) |

Source: Turnpike Enterprise Finance Office.

* As a result of COVID-19, the Turnpike agreed to accept a reduced payment for April as payment in full.

** Adjustments to comply with accounting standards.

Note: Food service revenue reported by month for comparability.
Advertising revenue reported by fiscal year.

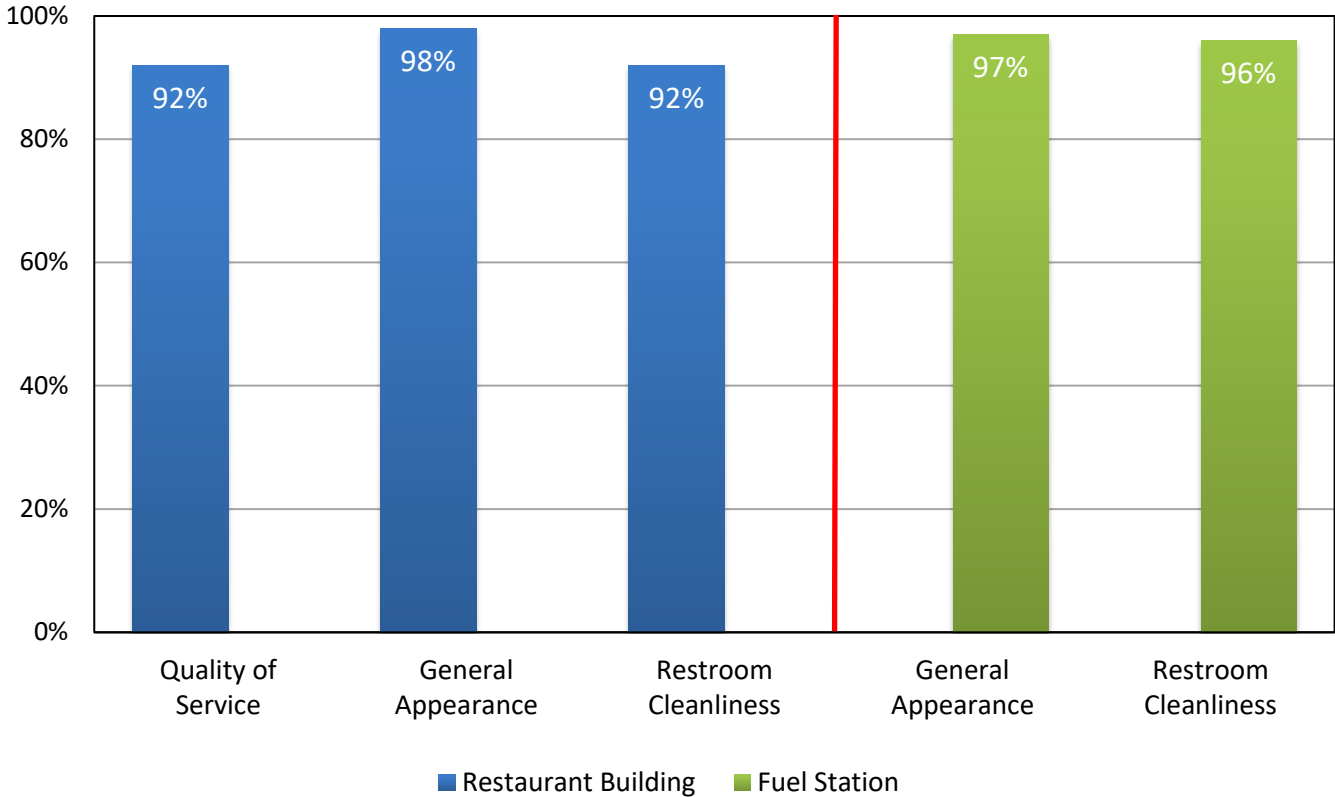
**Florida's Turnpike
Concessions Revenue Forecast (\$000)
FY 2021 through FY 2031**

| Fiscal Year | Concession | Advertisement | Total Gross Revenue |
|--------------------|-------------------|----------------------|----------------------------|
| 2021 | \$7,553 | \$1,591 | \$9,144 |
| 2022 | 7,659 | 1,495 | 9,154 |
| 2023 | 7,768 | 1,504 | 9,272 |
| 2024 | 7,878 | 1,459 | 9,337 |
| 2025 | 7,990 | 1,468 | 9,458 |
| 2026 | 8,104 | 1,477 | 9,581 |
| 2027 | 8,220 | 1,486 | 9,706 |
| 2028 | 8,337 | 1,495 | 9,832 |
| 2029 | 8,457 | 1,505 | 9,962 |
| 2030 | 8,578 | 1,515 | 10,093 |
| 2031 | 8,701 | 1,525 | 10,226 |

Source: Turnpike Enterprise Finance Office.

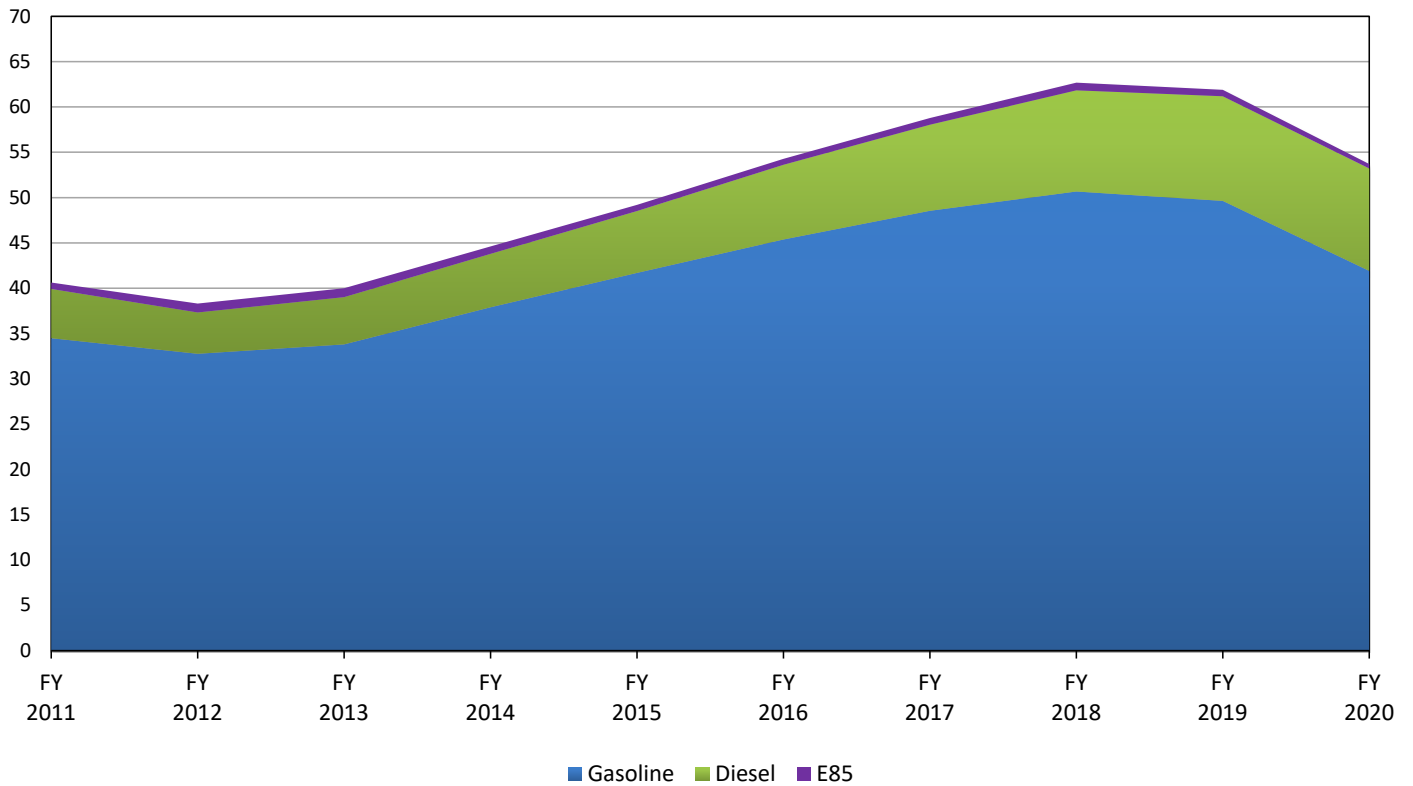
Note: The forecast amounts for concession revenue are based on agreement with Concessionaire, Areas USA FLTP, LLC, and include minimum contract amount with a conservative growth factor. Advertising revenues from toll booths are projected to decline due to All-Electronic Tolling conversions.

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



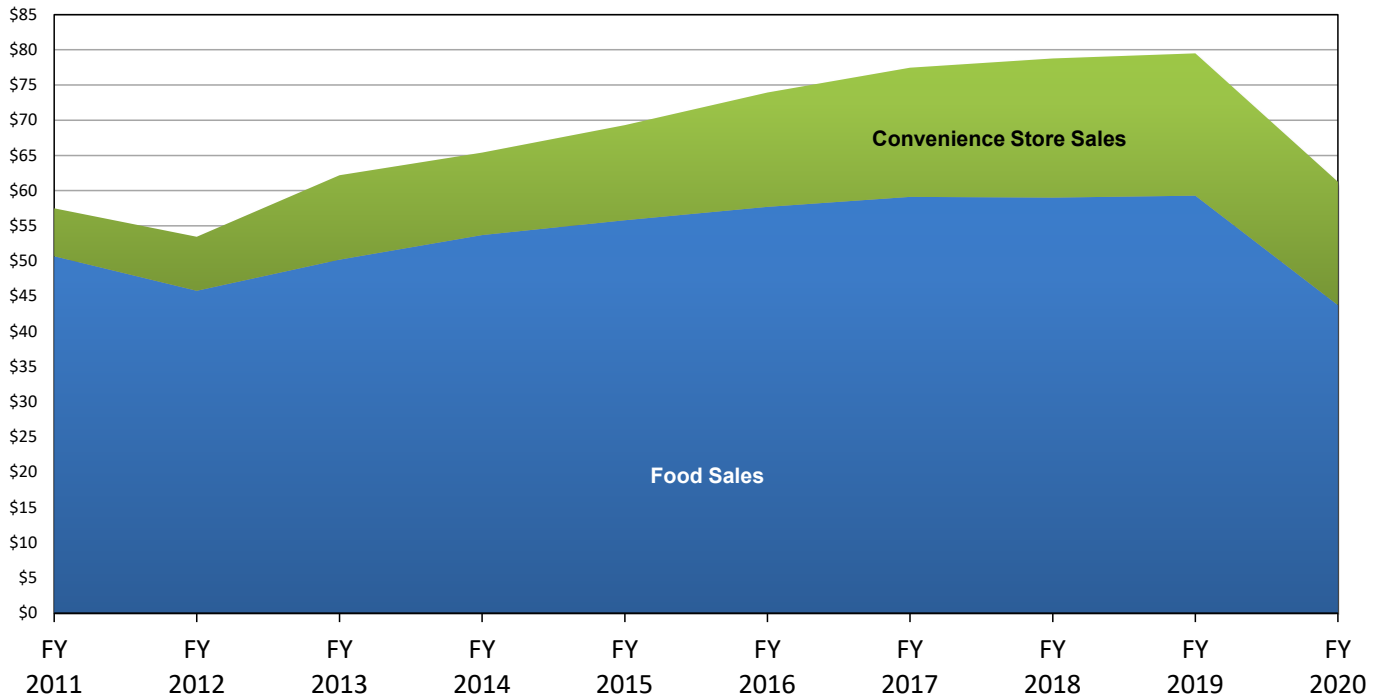
The Turnpike conducts annual customer satisfaction surveys to evaluate the opinions and perceptions of services provided at the service plazas located along the Turnpike's mainline. Based on the FY 2020 Service Plaza Customer Survey conducted in fall 2019, the graph above shows that customers gave the Turnpike high marks both for the restaurant building and fuel station facilities in all categories surveyed.

**Gallons of Fuel Sold
FY 2011 through FY 2020
(In Millions)**



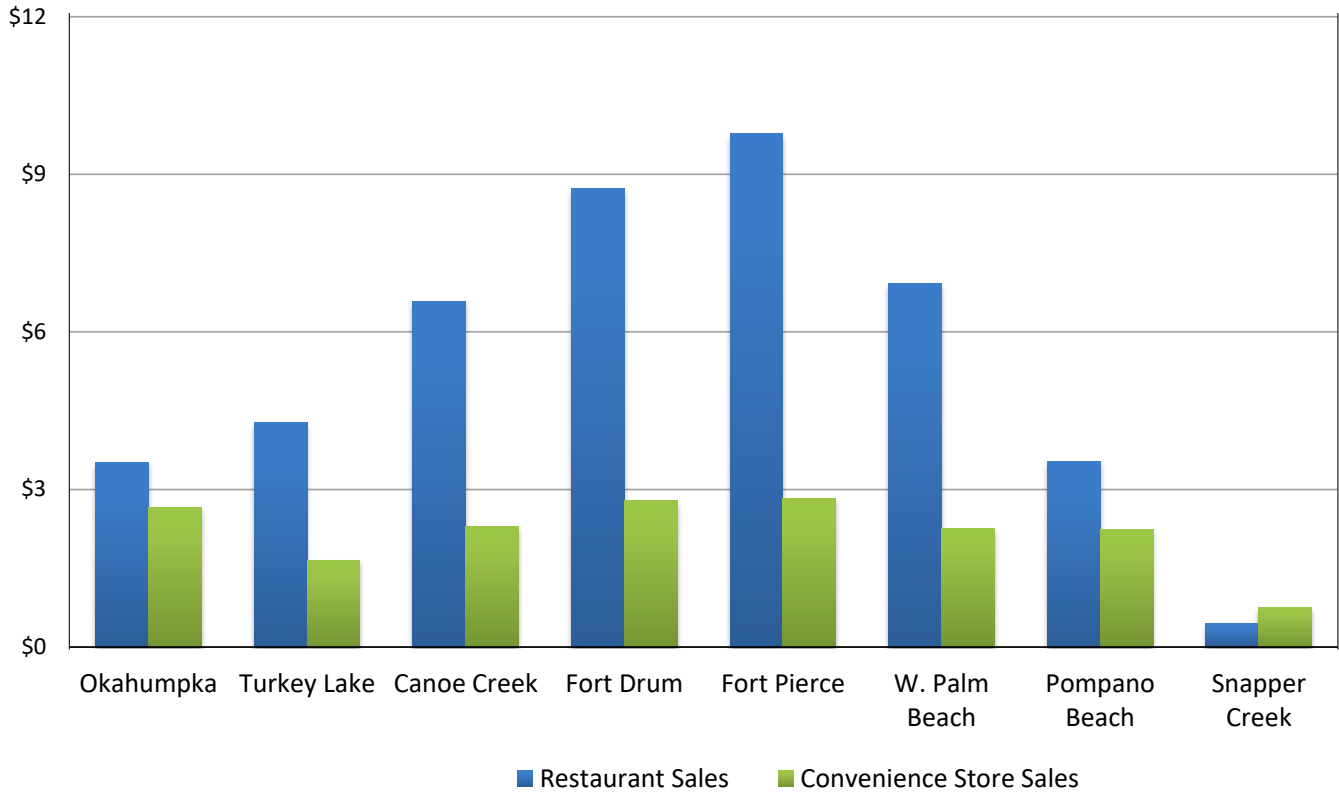
This graph depicts gallons of fuel sold at all service plazas for the ten year period from FY 2011 through FY 2020. In FY 2012, fuel sales declined primarily due to construction activities at several service plazas which started in November 2010. Fuel sales have generally increased starting in FY 2013. Declines in FY 2020 correspond to traffic declines as a result of the COVID-19 pandemic.

**Food and Convenience Store Sales
FY 2011 through FY 2020
(In Millions)**



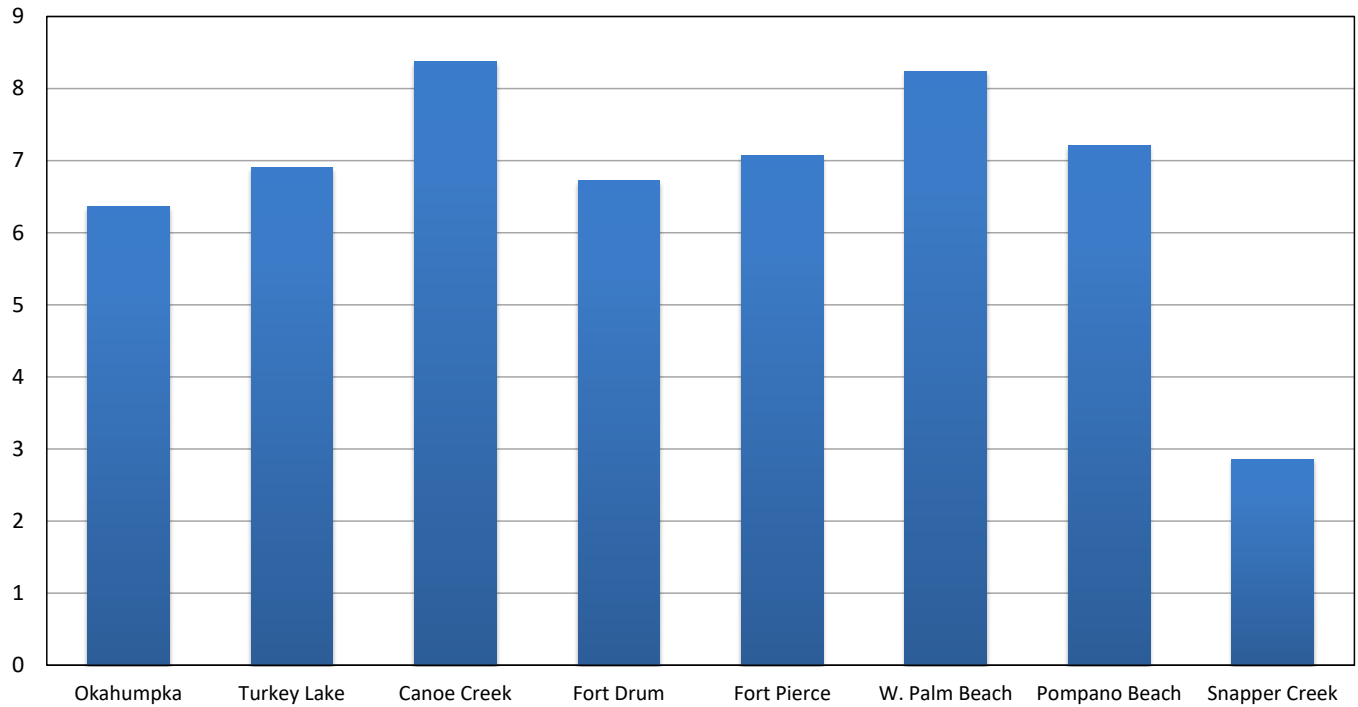
This graph illustrates food and convenience store sales for the past ten years. Food and convenience store sales declined in FY 2020 due to the closure of the service plaza restaurants for approximately 45 days in March and April, as well as the general decline in vehicular and plaza foot traffic resulting from the COVID-19 pandemic.

**Food and Convenience Store Sales by Service Plaza
FY 2020
(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 \$44 million and \$17 million, respectively, for the year.

**Fuel Gallons Sold (Gasoline/Diesel/E85)
FY 2020
(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. Overall sales of nearly 54 million gallons in FY 2020 is approximately 13 percent lower than FY 2019, consistent with declines in traffic on the Mainline due to the COVID-19 pandemic.

