

Los Angeles International Airport (LAX)
On-Airport Rental Car Agreements
Monthly Gross Revenue After Exclusions (GR) and Market Share (MS) Summary
Calendar Year 2018

RAC	January 2018		February 2018		March 2018		April 2018		May 2018		June 2018		January - June	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Advantage	1,089,014	1.7%	1,126,784	1.9%	1,530,233	2.3%	1,753,697	2.5%	1,609,847	2.5%	1,697,389	2.5%	8,806,963	2.3%
Alamo	9,426,240	15.1%	7,439,985	12.7%	7,787,233	11.8%	9,209,383	13.2%	9,493,830	14.6%	9,470,221	14.2%	52,826,892	13.6%
Avis	7,132,281	11.5%	8,010,440	13.7%	9,126,991	13.8%	9,781,106	14.0%	8,019,376	12.3%	8,281,654	12.4%	50,351,848	13.0%
Budget	4,866,924	7.8%	4,659,417	8.0%	5,282,828	8.0%	5,595,036	8.0%	5,012,248	7.7%	5,668,252	8.5%	31,084,705	8.0%
Dollar	3,659,956	5.9%	2,918,084	5.0%	3,390,981	5.1%	3,936,397	5.6%	3,962,537	6.1%	3,620,731	5.4%	21,488,686	5.5%
Enterprise	7,193,460	11.6%	6,472,633	11.1%	7,619,444	11.5%	8,241,143	11.8%	7,072,902	10.9%	7,575,007	11.4%	44,174,589	11.4%
EZ	292,016	0.5%	249,829	0.4%	472,294	0.7%	472,247	0.7%	345,028	0.5%	308,955	0.5%	2,140,369	0.6%
Fox	2,443,137	3.9%	2,566,989	4.4%	2,683,350	4.1%	2,846,850	4.1%	2,405,502	3.7%	2,603,698	3.9%	15,549,527	4.0%
Hertz	12,669,603	20.4%	12,923,030	22.1%	14,324,209	21.7%	14,163,825	20.3%	13,558,588	20.8%	13,557,179	20.3%	81,196,435	20.9%
Midway	785,002	1.3%											785,002	0.2%
National	5,172,167	8.3%	5,701,467	9.7%	6,675,930	10.1%	5,818,956	8.3%	5,424,454	8.3%	5,645,267	8.5%	34,438,241	8.9%
Payless	523,124	0.8%	468,273	0.8%	588,192	0.9%	629,625	0.9%	541,840	0.8%	577,185	0.9%	3,328,240	0.9%
Sixt	3,943,314	6.3%	3,423,612	5.8%	3,892,629	5.9%	4,099,738	5.9%	4,189,526	6.4%	4,286,282	6.4%	23,835,101	6.1%
Thrifty	3,034,231	4.9%	2,557,149	4.4%	2,709,495	4.1%	3,310,853	4.7%	3,479,599	5.3%	3,347,625	5.0%	18,438,952	4.7%
Zipcar	16,609	0.0%	19,451	0.0%	32,317	0.0%	27,505	0.0%	26,247	0.0%	24,521	0.0%	146,649	0.0%
Total	\$ 62,247,077		\$ 58,537,143		\$ 66,116,125		\$ 69,886,361		\$ 65,141,523		\$ 66,663,968		\$ 388,592,197	100.0%

RAC	July 2018		August 2018		September 2018		October 2018		November 2018		December 2018		January - December	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Advantage	2,513,296	2.8%	2,654,708	2.6%	1,535,798	2.3%	1,670,678	2.4%	1,257,301	2.2%	1,073,388	2.2%	19,512,133	2.4%
Alamo	15,041,316	16.9%	19,609,991	19.0%	11,559,342	17.3%	10,759,452	15.7%	7,700,887	13.6%	5,856,654	12.1%	123,354,534	15.0%
Avis	11,021,255	12.4%	13,185,472	12.8%	7,868,806	11.8%	8,372,060	12.2%	7,004,072	12.4%	5,976,538	12.4%	103,780,051	12.6%
Budget	8,050,899	9.1%	8,800,565	8.5%	5,408,576	8.1%	5,852,722	8.5%	4,836,531	8.5%	3,824,738	7.9%	67,858,735	8.3%
Dollar	4,589,939	5.2%	5,235,031	5.1%	4,001,917	6.0%	4,079,879	5.9%	3,465,475	6.1%	2,855,622	5.9%	45,716,550	5.6%
Enterprise	9,263,470	10.4%	9,346,790	9.1%	6,489,994	9.7%	7,182,580	10.5%	6,194,765	10.9%	5,804,471	12.0%	88,456,658	10.8%
EZ	476,257	0.5%	450,385	0.4%	323,928	0.5%	335,346	0.5%	322,685	0.6%	292,593	0.6%	4,341,563	0.5%
Fox	4,144,808	4.7%	4,656,055	4.5%	2,829,167	4.2%	2,238,998	3.3%	1,709,817	3.0%	1,783,577	3.7%	32,911,950	4.0%
Hertz	17,535,262	19.7%	20,600,080	20.0%	13,221,145	19.8%	14,297,310	20.8%	12,488,866	22.1%	10,084,481	20.9%	169,423,578	20.6%
Midway													785,002	0.1%
National	5,856,396	6.6%	6,812,348	6.6%	5,045,531	7.6%	5,728,967	8.3%	5,025,316	8.9%	4,504,647	9.3%	67,411,448	8.2%
Payless	776,360	0.9%	726,841	0.7%	338,973	0.5%	340,789	0.5%	186,467	0.3%	184,915	0.4%	5,882,585	0.7%
Sixt	5,242,957	5.9%	6,094,446	5.9%	4,079,175	6.1%	4,212,483	6.1%	3,442,969	6.1%	3,337,010	6.9%	50,244,142	6.1%
Thrifty	4,372,728	4.9%	4,791,511	4.7%	3,988,889	6.0%	3,591,469	5.2%	2,961,516	5.2%	2,709,605	5.6%	40,854,670	5.0%
Zipcar	27,904	0.0%	29,031	0.0%	17,692	0.0%	17,375	0.0%	20,477	0.0%	1,343	0.0%	260,471	0.0%
Total	\$ 88,912,848		\$ 102,993,255		\$ 66,708,933		\$ 68,680,109		\$ 56,617,146		\$ 48,289,581		\$ 820,794,068	100.0%

Los Angeles International Airport (LAX)
On-Airport Rental Car Agreements
Monthly Transactions and Market Share (MS) Summary
Calendar Year 2018

RAC	January 2018		February 2018		March 2018		April 2018		May 2018		June 2018		January - June	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Advantage	5,198	2.1%	5,444	2.3%	8,481	3.1%	8,905	3.2%	8,538	3.1%	8,812	3.2%	45,378	2.9%
Alamo	31,296	12.5%	28,214	11.7%	28,194	10.2%	30,079	10.9%	30,515	11.2%	29,051	10.7%	177,349	11.2%
Avis	28,925	11.6%	33,483	13.9%	40,682	14.7%	42,972	15.6%	34,864	12.8%	36,614	13.5%	217,540	13.7%
Budget	19,985	8.0%	19,848	8.3%	22,640	8.2%	22,782	8.3%	21,370	7.8%	25,052	9.2%	131,677	8.3%
Dollar	14,184	5.7%	11,104	4.6%	14,407	5.2%	15,646	5.7%	17,950	6.6%	14,725	5.4%	88,016	5.6%
Enterprise	32,840	13.2%	26,897	11.2%	30,456	11.0%	31,513	11.5%	31,770	11.7%	30,265	11.2%	183,741	11.6%
EZ	1,875	0.8%	1,372	0.6%	2,825	1.0%	2,442	0.9%	1,764	0.6%	1,565	0.6%	11,843	0.7%
Fox	13,275	5.3%	13,794	5.7%	13,937	5.0%	12,645	4.6%	11,886	4.4%	13,277	4.9%	78,814	5.0%
Hertz	48,794	19.6%	49,961	20.8%	57,113	20.7%	54,896	20.0%	56,619	20.8%	56,141	20.7%	323,524	20.4%
Midway	3,055	1.2%											3,055	0.2%
National	25,843	10.4%	28,634	11.9%	32,996	11.9%	28,622	10.4%	28,229	10.4%	28,630	10.6%	172,954	10.9%
Payless	4,034	1.6%	3,101	1.3%	3,599	1.3%	3,214	1.2%	3,035	1.1%	3,324	1.2%	20,307	1.3%
Sixt	9,343	3.7%	9,102	3.8%	10,800	3.9%	9,796	3.6%	11,286	4.1%	11,653	4.3%	61,980	3.9%
Thrifty	10,753	4.3%	9,423	3.9%	9,819	3.6%	11,037	4.0%	14,297	5.2%	11,855	4.4%	67,184	4.2%
Zipcar	156	0.1%	181	0.1%	254	0.1%	199	0.1%	213	0.1%	195	0.1%	1,198	0.1%
Total	249,556		240,558		276,203		274,748		272,336		271,159		1,584,560	100.0%

8/10/18 - Revisions submitted by Hertz for the months of January and February.

RAC	July 2018		August 2018		September 2018		October 2018		November 2018		December 2018		January - December	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Advantage	9,183	3.5%	9,709	3%	7,456	2.8%	8,467	3.1%	6,711	2.8%	5,264	2.5%	92,168	2.9%
Alamo	33,506	12.7%	36,376	13%	33,935	12.9%	33,215	12.0%	26,279	11.0%	26,701	12.6%	367,361	11.7%
Avis	33,893	12.8%	39,222	14%	33,340	12.7%	36,574	13.2%	31,871	13.4%	25,186	11.9%	417,626	13.3%
Budget	23,403	8.8%	25,458	9%	21,874	8.3%	23,866	8.6%	20,518	8.6%	14,933	7.0%	261,729	8.4%
Dollar	13,598	5.1%	15,336	5%	16,635	6.3%	17,420	6.3%	14,761	6.2%	13,359	6.3%	179,125	5.7%
Enterprise	29,281	11.1%	29,895	10%	27,717	10.5%	29,563	10.7%	25,791	10.8%	27,410	12.9%	353,398	11.3%
EZ	1,830	0.7%	1,852	1%	1,841	0.7%	1,981	0.7%	1,798	0.8%	1,758	0.8%	22,903	0.7%
Fox	14,924	5.6%	15,619	5%	14,259	5.4%	10,453	3.8%	8,438	3.5%	8,984	4.2%	151,491	4.8%
Hertz	54,656	20.6%	61,296	21%	55,032	20.9%	60,289	21.8%	53,682	22.5%	41,710	19.7%	650,189	20.8%
Midway													3,055	0.1%
National	26,338	9.9%	30,105	10.4%	25,558	9.7%	29,564	10.7%	25,922	10.9%	23,189	10.9%	333,630	10.7%
Payless	3,183	1.2%	2,522	0.9%	2,100	0.8%	1,713	0.6%	1,006	0.4%	1,465	0.7%	32,296	1.0%
Sixt	9,122	3.4%	8,671	3.0%	8,611	3.3%	10,506	3.8%	9,110	3.8%	9,167	4.3%	117,167	3.7%
Thrifty	11,600	4.4%	12,840	4.4%	14,998	5.7%	12,982	4.7%	12,341	5.2%	12,987	6.1%	144,932	4.6%
Zipcar	207	0.1%	238	0.1%	154	0.1%	157	0.1%	155	0.1%	2	0.0%	2,111	0.1%
Total	264,724		289,139		263,510		276,750		238,383		212,115		3,129,181	100.0%

Los Angeles International Airport (LAX)
Off-Airport Rental Car Agreements
Monthly Gross Revenue After Exclusions (GR) and Market Share (MS) Summary
Calendar Year 2018

RAC	January 2018		February 2018		March 2018		April 2018		May 2018		June 2018		January - June	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Allied	61,037	9.8%	64,066	4.4%	60,884	3.5%	70,389	3.6%	67,026	4.1%	72,075	4.3%	395,477	4.4%
Airport Van Rental	261,095	41.9%	204,974	14.1%	228,272	13.1%	274,865	14.2%	228,928	14.1%	222,280	13.2%	1,420,413	15.7%
Midway			881,814	60.7%	1,088,782	62.6%	1,232,556	63.6%	1,008,963	62.0%	1,036,696	61.5%	5,248,812	57.9%
Right Cars											77,166	4.6%	77,166	0.9%
Silvercar	301,659	48.4%	301,277	20.7%	360,892	20.8%	360,562	18.6%	322,315	19.8%	278,645	16.5%	1,925,350	21.2%
Total	\$ 623,791		\$ 1,452,131		\$ 1,738,831		\$ 1,938,372		\$ 1,627,233		\$ 1,686,860		\$ 9,067,218	100.0%

RAC	July 2018		August 2018		September 2018		October 2018		November 2018		December 2018		January - December	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Allied	70,043	3.2%	73,072	3.4%	75,127	4.9%	65,928	4.3%	62,030	4.5%	67,023	4.8%	808,700	4.2%
Airport Van Rental	208,703	9.6%	179,306	8.2%	187,899	12.2%	187,121	12.2%	119,185	8.7%	112,354	8.0%	2,414,982	12.5%
Midway	1,363,427	62.5%	1,422,632	65.2%	952,086	61.6%	907,997	59.0%	853,548	62.3%	871,800	61.9%	11,620,301	60.2%
Right Cars	123,572	5.7%	93,678	4.3%		0.0%		0.0%		0.0%		0.0%	294,415	1.5%
Silvercar	416,935	19.1%	412,417	18.9%	329,370	21.3%	377,168	24.5%	335,506	24.5%	356,290	25.3%	4,153,036	21.5%
Total	\$ 2,182,680		\$ 2,181,104		\$ 1,544,482		\$ 1,538,214		\$ 1,370,269		\$ 1,407,467		\$ 19,291,435	100.0%

Los Angeles International Airport (LAX)
Off-Airport Rental Car Agreements
Monthly Transactions and Market Share (MS) Summary
Calendar Year 2018

RAC	January 2018		February 2018		March 2018		April 2018		May 2018		June 2018		January - June	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Allied	1,070	32.8%	955	15.7%	919	13.0%	960	13.4%	1,134	15.7%	1148	15.3%	6,186	16.1%
Airport Van Rental	882	27.0%	808	13.3%	870	12.3%	994	13.8%	891	12.3%	825	11.0%	5,270	13.7%
Midway			2,987	49.0%	3,862	54.8%	3,837	53.4%	3,865	53.5%	3813	50.7%	18,364	47.9%
Right Cars											471	6.3%	471	1.2%
Silvercar	1,315	40.3%	1,344	22.1%	1,401	19.9%	1,398	19.4%	1,334	18.5%	1263	16.8%	8,055	21.0%
Total	3,267		6,094		7,052		7,189		7,224		7,520		38,346	100.0%

RAC	July 2018		August 2018		September 2018		October 2018		November 2018		December 2018		January - December	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Allied	721	9.4%	727	9.9%	1179	17.1%	923	14.0%	1015	16.5%	964	15.9%	11,715	14.8%
Airport Van Rental	799	10.4%	627	8.5%	799	11.6%	774	11.8%	703	11.4%	591	9.7%	9,563	12.1%
Midway	3865	50.5%	3966	53.9%	3547	51.4%	3319	50.5%	3061	49.7%	2975	49.1%	39,097	49.5%
Right Cars	629	8.2%	505	6.9%		0.0%		0.0%		0.0%		0.0%	1,605	2.0%
Silvercar	1,645	21.5%	1538	20.9%	1376	19.9%	1561	23.7%	1375	22.3%	1533	25.3%	17,083	21.6%
Total	7,659		7,363		6,901		6,577		6,154		6,063		79,063	100.0%