

Los Angeles International Airport (LAX)
On-Airport Rental Car Agreements
Monthly Gross Revenue After Exclusions (GR) and Market Share (MS) Summary
Calendar Year 2015

RAC	January 2015		February 2015		March 2015		April 2015		May 2015		June 2015		January - June	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Advantage	1,153,155	1.9%	1,167,326	2.1%	1,413,373	2.1%	1,360,492	2.1%	1,348,158	2.1%	1,232,752	1.9%	7,675,256	2.0%
Alamo	9,667,924	15.8%	6,781,962	12.1%	7,454,256	11.3%	8,767,317	13.7%	9,490,598	14.9%	9,818,875	15.2%	51,980,932	13.9%
Avis	9,374,889	15.3%	8,505,040	15.2%	9,921,745	15.1%	9,926,953	15.5%	9,583,698	15.1%	9,815,181	15.2%	57,127,507	15.2%
Budget	4,559,930	7.4%	4,380,649	7.8%	5,186,881	7.9%	4,857,770	7.6%	4,912,772	7.7%	5,258,861	8.2%	29,156,863	7.8%
Dollar	5,313,630	8.7%	4,589,116	8.2%	5,344,529	8.1%	5,476,025	8.5%	5,315,006	8.4%	5,046,462	7.8%	31,084,768	8.3%
Enterprise	5,262,372	8.6%	5,132,230	9.2%	6,752,644	10.3%	6,219,981	9.7%	5,995,573	9.4%	5,992,464	9.3%	35,355,263	9.4%
Firefly					356,902	0.5%	374,958	0.6%	379,483	0.6%	361,017	0.6%	1,472,361	0.4%
Fox	3,269,385	5.3%	3,004,648	5.4%	3,617,634	5.5%	2,838,690	4.4%	2,975,097	4.7%	3,210,156	5.0%	18,915,609	5.0%
Hertz	14,949,177	24.4%	14,667,465	26.3%	16,962,050	25.8%	15,738,107	24.6%	15,494,400	24.4%	15,642,385	24.3%	93,453,584	24.9%
National	5,607,784	9.2%	5,499,935	9.9%	6,221,574	9.4%	5,711,981	8.9%	5,408,812	8.5%	5,594,693	8.7%	34,044,780	9.1%
Thrifty	2,090,785	3.4%	2,100,476	3.8%	2,576,771	3.9%	2,739,558	4.3%	2,598,499	4.1%	2,433,017	3.8%	14,539,106	3.9%
Zipcar					59,307	0.1%	46,258	0.1%	48,628	0.1%	37,546	0.1%	191,739	0.1%
Total	\$ 61,249,031	100.0%	\$ 55,828,846	100.0%	\$ 65,867,667	100.0%	\$ 64,058,091	100.0%	\$ 63,550,723	100.0%	\$ 64,443,409	100.0%	\$ 374,997,768	100.0%

RAC	July 2015		August 2015		September 2015		October 2015		November 2015		December 2015		January - December	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Advantage	1,881,821	2.2%	2,093,398	2.1%	1,283,678	2.0%	1,272,332	1.8%	1,363,820	2.5%	1,462,105	3.0%	17,032,411	2.1%
Alamo	15,408,964	18.1%	21,436,877	21.4%	12,094,989	18.7%	11,486,132	16.6%	7,185,066	13.4%	6,299,027	13.0%	125,891,987	15.8%
Avis	13,357,840	15.7%	14,632,356	14.6%	8,703,027	13.4%	9,654,234	14.0%	7,289,202	13.5%	6,453,989	13.3%	117,218,155	14.7%
Budget	7,709,675	9.1%	8,688,798	8.7%	4,894,283	7.6%	5,137,210	7.4%	4,239,645	7.9%	3,793,335	7.8%	63,619,809	8.0%
Dollar	7,246,824	8.5%	8,182,686	8.2%	5,640,573	8.7%	5,625,668	8.1%	3,720,455	6.9%	3,220,382	6.6%	64,721,356	8.1%
Enterprise	6,825,702	8.0%	6,892,990	6.9%	5,130,406	7.9%	5,692,023	8.2%	5,247,076	9.8%	5,375,216	11.1%	70,518,676	8.9%
EZ									393,727	0.7%	415,062	0.9%	808,789	0.1%
Firefly	410,159	0.5%	322,551	0.3%	206,153	0.3%	219,832	0.3%	162,190	0.3%	156,193	0.3%	2,949,439	0.4%
Fox	3,551,228	4.2%	3,766,660	3.8%	1,957,274	3.0%	2,275,400	3.3%	1,990,147	3.7%	2,037,972	4.2%	34,494,290	4.3%
Hertz	18,952,161	22.3%	21,890,850	21.9%	13,633,286	21.0%	14,838,171	21.4%	11,593,208	21.5%	10,048,934	20.7%	184,410,195	23.2%
Midway			78,010	0.1%	929,599	1.4%	863,234	1.2%	792,927	1.5%	717,191	1.5%	3,380,960	0.4%
National	6,453,369	7.6%	6,842,519	6.8%	4,911,927	7.6%	6,010,605	8.7%	4,670,460	8.7%	4,274,136	8.8%	67,207,796	8.4%
Payless			842,312	0.8%	769,647	1.2%	743,871	1.1%	739,963	1.4%	581,250	1.2%	3,677,043	0.5%
Sixt			797,276	0.8%	2,081,838	3.2%	2,358,673	3.4%	2,104,856	3.9%	1,878,067	3.9%	9,220,709	1.2%
Thrifty	3,310,832	3.9%	3,480,066	3.5%	2,539,253	3.9%	2,963,395	4.3%	2,271,456	4.2%	1,849,508	3.8%	30,953,615	3.9%
Zipcar	44,495	0.1%	50,292	0.1%	37,302	0.1%	37,833	0.1%	35,145	0.1%	45,274	0.1%	442,080	0.1%
Total	\$ 85,153,069	100.0%	\$ 99,997,640	100.0%	\$ 64,813,236	100.0%	\$ 69,178,612	100.0%	\$ 53,799,344	100.0%	\$ 48,607,642	100.0%	\$ 796,547,310	100.0%

Los Angeles International Airport (LAX)
On-Airport Rental Car Agreements
Monthly Transactions and Market Share (MS) Summary
Calendar Year 2015

RAC	January 2015		February 2015		March 2015		April 2015		May 2015		June 2015		January - June	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Advantage	5,496	2.4%	5,750	2.5%	6,704	2.5%	6,204	2.5%	6,631	2.6%	6,382	2.4%	37,167	2.5%
Alamo	28,244	12.4%	22,741	10.1%	27,981	10.6%	27,168	10.8%	29,139	11.2%	28,541	10.8%	163,814	11.0%
Avis	33,258	14.6%	34,116	15.1%	40,195	15.2%	38,195	15.1%	39,942	15.4%	40,103	15.2%	225,809	15.1%
Budget	20,143	8.9%	20,460	9.1%	22,137	8.4%	20,900	8.3%	22,535	8.7%	23,433	8.9%	129,608	8.7%
Dollar	16,478	7.2%	15,959	7.1%	18,092	6.9%	18,487	7.3%	18,176	7.0%	18,441	7.0%	105,633	7.1%
Enterprise	23,558	10.4%	21,915	9.7%	28,405	10.8%	27,773	11.0%	27,781	10.7%	27,055	10.3%	156,487	10.5%
Firefly					1,667	0.6%	1,906	0.8%	2,038	0.8%	2,082	0.8%	7,693	0.5%
Fox	16,039	7.1%	14,604	6.5%	16,816	6.4%	14,027	5.6%	15,999	6.2%	16,422	6.2%	93,907	6.3%
Hertz	49,237	21.6%	52,931	23.5%	59,234	22.4%	57,037	22.6%	57,621	22.2%	62,474	23.7%	338,534	22.7%
National	27,065	11.9%	28,687	12.7%	31,680	12.0%	30,067	11.9%	29,250	11.3%	27,839	10.6%	174,588	11.7%
Thrifty	7,963	3.5%	8,555	3.8%	10,680	4.0%	10,268	4.1%	10,030	3.9%	10,172	3.9%	57,668	3.9%
Zipcar					391	0.1%	264	0.1%	304	0.1%	251	0.1%	1,210	0.1%
Total	227,481	100.0%	225,718	100.0%	263,982	100.0%	252,296	100.0%	259,446	100.0%	263,195	100.0%	1,492,118	100.0%

RAC	July 2015		August 2015		September 2015		October 2015		November 2015		December 2015		January - December	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Advantage	7,685	2.9%	7,776	2.7%	7,036	2.7%	7,686	2.7%	7,814	3.1%	7,602	3.4%	82,766	2.7%
Alamo	32,020	12.2%	39,996	13.9%	35,561	13.6%	34,934	12.2%	30,484	12.3%	26,592	11.9%	363,401	11.9%
Avis	40,434	15.4%	42,076	14.7%	35,484	13.6%	39,595	13.8%	30,801	12.4%	27,416	12.3%	441,615	14.4%
Budget	24,182	9.2%	27,001	9.4%	22,350	8.6%	23,778	8.3%	21,197	8.5%	17,045	7.7%	265,161	8.7%
Dollar	17,812	6.8%	20,280	7.1%	19,428	7.4%	19,546	6.8%	16,001	6.4%	13,812	6.2%	212,512	6.9%
Enterprise	24,660	9.4%	27,276	9.5%	27,519	10.5%	27,451	9.6%	26,934	10.8%	26,944	12.1%	317,271	10.4%
EZ									1,701	0.7%	1,737	0.8%	3,438	0.1%
Firefly	1,797	0.7%	1,360	0.5%	1,204	0.5%	1,554	0.5%	917	0.4%	868	0.4%	15,393	0.5%
Fox	15,891	6.1%	14,475	5.0%	10,322	4.0%	12,875	4.5%	12,212	4.9%	11,746	5.3%	171,428	5.6%
Hertz	58,473	22.3%	60,173	21.0%	51,145	19.6%	59,082	20.6%	46,826	18.8%	40,270	18.1%	654,503	21.4%
Midway			431	0.2%	2,713	1.0%	2,792	1.0%	2,927	1.2%	2,519	1.1%	11,382	0.4%
National	29,213	11.2%	29,548	10.3%	27,771	10.6%	33,403	11.6%	26,883	10.8%	26,294	11.8%	347,700	11.4%
Payless			3,992	1.4%	4,643	1.8%	5,242	1.8%	5,480	2.2%	4,402	2.0%	23,759	0.8%
Sixt			2,092	0.7%	5,288	2.0%	6,961	2.4%	7,333	2.9%	6,669	3.0%	28,343	0.9%
Thrifty	9,364	3.6%	10,249	3.6%	10,411	4.0%	12,231	4.3%	11,061	4.4%	8,525	3.8%	119,509	3.9%
Zipcar	267	0.1%	275	0.1%	226	0.1%	226	0.1%	206	0.1%	254	0.1%	2,664	0.1%
Total	261,798	100.0%	287,000	100.0%	261,101	100.0%	287,356	100.0%	248,777	100.0%	222,695	100.0%	3,060,845	100.0%