

**Los Angeles International Airport (LAX)**

On-Airport Rental Car Agreements

Revised 2/14/2017

**Monthly Gross Revenue After Exclusions (GR) and Market Share (MS) Summary**

Calendar Year 2016

RAC	January 2016		February 2016		March 2016		April 2016		May 2016		June 2016		January - June	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Advantage	1,597,900	2.5%	1,409,377	2.3%	1,651,784	2.4%	1,518,614	2.3%	1,662,579	2.5%	1,635,196	2.4%	9,475,450	2.4%
Alamo	10,090,125	15.8%	8,152,123	13.4%	8,799,680	12.6%	9,119,391	13.6%	9,540,626	14.4%	10,674,501	15.4%	56,376,447	14.2%
Avis	8,298,692	13.0%	8,527,784	14.0%	9,415,186	13.5%	9,046,392	13.4%	8,608,594	13.0%	9,324,079	13.4%	53,220,726	13.4%
Budget	5,182,622	8.1%	5,062,307	8.3%	5,367,159	7.7%	5,373,227	8.0%	5,118,583	7.7%	5,753,123	8.3%	31,857,022	8.0%
Dollar	4,537,271	7.1%	3,623,301	6.0%	4,270,839	6.1%	4,185,927	6.2%	4,072,633	6.1%	4,260,375	6.1%	24,950,345	6.3%
Enterprise	5,875,264	9.2%	5,720,598	9.4%	6,873,899	9.8%	6,798,583	10.1%	6,204,792	9.4%	6,672,604	9.6%	38,145,741	9.6%
EZ	762,366	1.2%	668,273	1.1%	968,380	1.4%	718,145	1.1%	758,994	1.1%	1,117,024	1.6%	4,993,181	1.3%
Firefly	192,018	0.3%	151,664	0.2%	201,731	0.3%	240,436	0.4%	298,043	0.4%	143,567	0.2%	1,227,458	0.3%
Fox	2,639,474	4.1%	2,703,839	4.4%	3,445,174	4.9%	2,936,797	4.4%	2,984,457	4.5%	2,802,264	4.0%	17,512,005	4.4%
Hertz	12,992,172	20.3%	13,012,976	21.4%	15,216,395	21.8%	14,208,586	21.1%	13,693,107	20.7%	13,931,946	20.1%	83,055,181	20.9%
Midway	906,699	1.4%	789,095	1.3%	891,288	1.3%	938,814	1.4%	871,692	1.3%	762,716	1.1%	5,160,303	1.3%
National	5,469,404	8.5%	5,436,612	8.9%	6,573,090	9.4%	5,808,621	8.6%	5,414,111	8.2%	5,493,060	7.9%	34,194,899	8.6%
Payless	723,108	1.1%	679,326	1.1%	712,303	1.0%	609,200	0.9%	638,387	1.0%	510,886	0.7%	3,873,210	1.0%
Sixt	2,524,235	3.9%	2,818,580	4.6%	2,867,514	4.1%	2,978,867	4.4%	3,325,237	5.0%	3,160,503	4.6%	17,674,936	4.4%
Thrifty	2,201,068	3.4%	1,970,114	3.2%	2,546,556	3.6%	2,773,128	4.1%	3,070,828	4.6%	3,136,922	4.5%	15,698,616	3.9%
Zipcar	36,690	0.1%	35,446	0.1%	58,326	0.1%	34,216	0.1%	40,546	0.1%	41,309	0.1%	246,532	0.1%
<b>Total</b>	<b>\$ 64,029,107</b>	<b>100.0%</b>	<b>\$ 60,761,415</b>	<b>100.0%</b>	<b>\$ 69,859,304</b>	<b>100.0%</b>	<b>\$ 67,288,943</b>	<b>100.0%</b>	<b>\$ 66,303,208</b>	<b>100.0%</b>	<b>\$ 69,420,076</b>	<b>100.0%</b>	<b>\$ 397,662,052</b>	<b>100.0%</b>

RAC	July 2016		August 2016		September 2016		October 2016		November 2016		December 2016		January - December	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Advantage	2,243,342	2.4%	2,330,355	2.2%	1,457,322	2.0%	1,574,086	2.0%	1,137,259	1.9%	916,027	1.8%	19,133,841	2.2%
Alamo	16,698,686	17.7%	21,590,911	19.9%	13,338,409	18.3%	12,873,025	16.7%	8,016,610	13.6%	6,387,124	12.8%	135,281,211	15.7%
Avis	13,305,388	14.1%	15,088,111	13.9%	9,973,096	13.7%	10,997,749	14.3%	7,438,634	12.6%	6,419,445	12.9%	116,443,150	13.5%
Budget	8,080,225	8.5%	9,080,077	8.4%	5,491,292	7.5%	5,598,277	7.3%	4,636,766	7.9%	3,828,581	7.7%	68,572,240	8.0%
Dollar	5,847,998	6.2%	7,341,555	6.8%	4,807,408	6.6%	4,560,093	5.9%	3,773,627	6.4%	2,739,878	5.5%	54,020,905	6.3%
Enterprise	8,359,784	8.8%	7,458,617	6.9%	5,679,094	7.8%	6,841,652	8.9%	6,214,908	10.5%	5,593,777	11.2%	78,293,573	9.1%
EZ	1,456,840	1.5%	1,220,779	1.1%	851,047	1.2%	864,504	1.1%	737,119	1.3%	553,401	1.1%	10,676,870	1.2%
Firefly	17,946	0.0%	4,754	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1,250,157	0.1%
Fox	4,497,581	4.8%	5,143,823	4.7%	2,859,535	3.9%	3,661,382	4.7%	2,713,090	4.6%	1,832,206	3.7%	38,219,623	4.4%
Hertz	17,636,440	18.6%	21,148,760	19.5%	14,935,474	20.5%	15,361,650	19.9%	12,504,201	21.2%	10,669,161	21.4%	175,310,867	20.4%
Midway	922,537	1.0%	1,105,059	1.0%	702,382	1.0%	830,056	1.1%	669,875	1.1%	638,897	1.3%	10,029,109	1.2%
National	6,799,860	7.2%	7,137,305	6.6%	5,700,561	7.8%	6,492,935	8.4%	5,072,342	8.6%	4,666,387	9.4%	70,064,289	8.2%
Payless	576,543	0.6%	371,081	0.3%	311,864	0.4%	376,326	0.5%	372,277	0.6%	686,773	1.4%	6,568,073	0.8%
Sixt	3,675,479	3.9%	4,163,071	3.8%	3,067,029	4.2%	3,022,589	3.9%	2,596,025	4.4%	2,781,378	5.6%	36,980,507	4.3%
Thrifty	4,432,902	4.7%	5,129,468	4.7%	3,645,207	5.0%	4,062,384	5.3%	3,028,640	5.1%	2,020,233	4.1%	38,017,451	4.4%
Zipcar	57,198	0.1%	44,589	0.0%	35,962	0.0%	40,553	0.1%	41,431	0.1%	36,927	0.1%	503,193	0.1%
<b>Total</b>	<b>\$ 94,608,749</b>	<b>100.0%</b>	<b>\$ 108,358,314</b>	<b>100.0%</b>	<b>\$ 72,855,683</b>	<b>100.0%</b>	<b>\$ 77,157,263</b>	<b>\$ 58,952,804</b>	<b>\$ 49,770,196</b>	<b>\$ 859,365,061</b>	<b>100.0%</b>			

**Los Angeles International Airport (LAX)**  
**On-Airport Rental Car Agreements**  
**Monthly Transactions and Market Share (MS) Summary**  
**Calendar Year 2016**

Revised 2/14/2017

RAC	January 2016		February 2016		March 2016		April 2016		May 2016		June 2016		January - June	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Advantage	7,036	2.8%	6,736	2.7%	6,470	2.4%	6,752	2.4%	7,191	2.6%	6,331	2.3%	40,516	2.5%
Alamo	32,409	13.0%	28,432	11.5%	30,333	11.2%	29,658	10.7%	30,618	10.9%	32,106	11.5%	183,556	11.4%
Avis	32,640	13.1%	34,941	14.1%	35,897	13.2%	36,654	13.3%	36,068	12.8%	36,930	13.2%	213,130	13.3%
Budget	19,862	7.9%	20,510	8.3%	20,606	7.6%	22,891	8.3%	22,102	7.9%	24,522	8.8%	130,493	8.1%
Dollar	16,129	6.5%	13,785	5.6%	16,021	5.9%	16,784	6.1%	17,686	6.3%	16,584	5.9%	96,989	6.0%
Enterprise	27,073	10.8%	24,220	9.8%	27,138	10.0%	28,915	10.5%	28,203	10.0%	28,989	10.4%	164,538	10.2%
EZ	3,759	1.5%	3,223	1.3%	4,399	1.6%	3,676	1.3%	3,703	1.3%	5,237	1.9%	23,997	1.5%
Firefly	1,049	0.4%	951	0.4%	1,264	0.5%	1,780	0.6%	2,297	0.8%	708	0.3%	8,049	0.5%
Fox	12,785	5.1%	12,990	5.2%	14,984	5.5%	13,945	5.1%	17,386	6.2%	15,471	5.5%	87,561	5.5%
Hertz	46,567	18.6%	51,478	20.7%	55,832	20.6%	56,324	20.4%	54,768	19.5%	53,777	19.3%	318,746	19.9%
Midway	2,905	1.2%	2,794	1.1%	3,291	1.2%	3,185	1.2%	3,063	1.1%	2,896	1.0%	18,134	1.1%
National	27,356	10.9%	28,892	11.6%	33,057	12.2%	30,707	11.1%	29,059	10.3%	29,207	10.5%	178,278	11.1%
Payless	4,593	1.8%	3,947	1.6%	3,562	1.3%	3,672	1.3%	4,441	1.6%	3,461	1.2%	23,676	1.5%
Sixt	6,993	2.8%	6,765	2.7%	7,819	2.9%	7,299	2.6%	8,751	3.1%	7,383	2.6%	45,010	2.8%
Thrifty	8,482	3.4%	8,234	3.3%	10,562	3.9%	13,414	4.9%	15,673	5.6%	15,124	5.4%	71,489	4.5%
Zipcar	213	0.1%	207	0.1%	308	0.1%	248	0.1%	313	0.1%	297	0.1%	1,586	0.1%
<b>Total</b>	<b>249,851</b>	<b>100.0%</b>	<b>248,105</b>	<b>100.0%</b>	<b>271,543</b>	<b>100.0%</b>	<b>275,904</b>	<b>100.0%</b>	<b>281,322</b>	<b>100.0%</b>	<b>279,023</b>	<b>100.0%</b>	<b>1,605,748</b>	<b>100.0%</b>

RAC	July 2016		August 2016		September 2016		October 2016		November 2016		December 2016		January - December	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Advantage	7,369	2.6%	7,471	2.5%	5,832	2.1%	6,677	2.3%	5,471	2.2%	3,816	1.7%	77,152	2.4%
Alamo	34,417	12.2%	38,604	12.8%	34,153	12.5%	35,558	12.1%	28,515	11.3%	26,825	12.1%	381,628	11.8%
Avis	38,117	13.5%	44,358	14.7%	38,355	14.0%	42,437	14.4%	31,705	12.5%	27,161	12.2%	435,263	13.5%
Budget	22,826	8.1%	24,702	8.2%	22,005	8.0%	22,807	7.7%	20,181	8.0%	16,650	7.5%	259,664	8.0%
Dollar	15,917	5.6%	18,327	6.1%	17,754	6.5%	17,109	5.8%	15,803	6.2%	11,879	5.3%	193,778	6.0%
Enterprise	27,781	9.8%	23,267	7.7%	24,348	8.9%	28,981	9.8%	28,145	11.1%	29,848	13.4%	326,908	10.1%
EZ	5,365	1.9%	4,601	1.5%	4,158	1.5%	4,234	1.4%	4,025	1.6%	2,376	1.1%	48,756	1.5%
Firefly	25	0.0%	4	0.0%	0	0.0%	-	0.0%	-	0.0%	-	0.0%	8,078	0.2%
Fox	16,990	6.0%	18,354	6.1%	15,515	5.7%	18,699	6.3%	15,484	6.1%	13,226	6.0%	185,829	5.7%
Hertz	55,056	19.5%	63,993	21.2%	54,705	20.0%	55,030	18.7%	47,149	18.6%	39,676	17.9%	634,355	19.6%
Midway	2,916	1.0%	3,082	1.0%	2,594	0.9%	2,783	0.9%	2,768	1.1%	2,204	1.0%	34,481	1.1%
National	30,184	10.7%	29,611	9.8%	28,788	10.5%	32,703	11.1%	27,347	10.8%	25,168	11.3%	352,079	10.9%
Payless	3,015	1.1%	1,698	0.6%	2,225	0.8%	2,109	0.7%	2,815	1.1%	5,275	2.4%	40,813	1.3%
Sixt	7,158	2.5%	6,202	2.1%	6,222	2.3%	7,072	2.4%	7,476	3.0%	8,037	3.6%	87,177	2.7%
Thrifty	14,683	5.2%	16,985	5.6%	16,814	6.1%	18,453	6.3%	15,822	6.3%	9,859	4.4%	164,105	5.1%
Zipcar	364	0.1%	305	0.1%	292	0.1%	291	0.1%	274	0.1%	251	0.1%	3,363	0.1%
<b>Total</b>	<b>282,183</b>	<b>100.0%</b>	<b>301,564</b>	<b>100.0%</b>	<b>273,760</b>	<b>100.0%</b>	<b>294,943</b>		<b>252,980</b>		<b>222,251</b>		<b>3,233,429</b>	<b>100.0%</b>

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Off-Airport Rental Car Agreements  
**Monthly Gross Revenue After Exclusions (GR) and Market Share (MS) Summary**  
Calendar Year 2016

RAC	January 2016		February 2016		March 2016		April 2016		May 2016		June 2016		January - June	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
		∩		∩		∩		∩		∩		∩		∩
Total	\$ -		\$ -		\$ -		\$ -		\$ -		\$ -		\$ -	

RAC	July 2016		August 2016		September 2016		October 2016		November 2016		December 2016		January - December	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Allied		∩		72,629 ∩ 100.0%		74,278 ∩ 100.0%		59,546 ∩ 100.0%		61,541 ∩ 100.0%		70,562 ∩ 100.0%		338,555 ∩ 100.0%
Total	\$ -		\$ 72,629	100.0%	\$ 74,278	100.0%	\$ 59,546		\$ 61,541		\$ 70,562		\$ 338,555	100.0%

**Los Angeles International Airport (LAX)**  
**Off-Airport Rental Car Agreements**  
**Monthly Transactions and Market Share (MS) Summary**  
 Calendar Year 2016

RAC	January 2016		February 2016		March 2016		April 2016		May 2016		June 2016		January - June	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
		‡		‡		‡		‡		‡		‡		‡
Total			-		-		-		-		-		-	

  

RAC	July 2016		August 2016		September 2016		October 2016		November 2016		December 2016		January - December	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Allied		‡		743 ‡ 100.0%		984 ‡ 100.0%		665 ‡ 100.0%		891 ‡ 100.0%		1,062 ‡ 100.0%		4,345 ‡ 100.0%
Total		-		743 100.0%		984 100.0%		665		891		1,062		4,345 100.0%