

Los Angeles International Airport (LAX)
On-Airport Rental Car Agreements
Monthly Gross Revenue After Exclusions (GR) and Market Share (MS) Summary
Calendar Year 2021

RAC	January 2021		February 2021		March 2021		April 2021		May 2021		June 2021		January - June	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Alamo	1,059,997	7.3%	1,547,212	8.8%	2,807,083	9.5%	3,578,693	9.1%	4,198,732	8.6%	4,542,141	7.7%	17,733,858	8.5%
Avis	1,732,078	11.9%	1,972,300	11.2%	3,658,574	12.4%	5,068,170	12.9%	6,547,235	13.4%	7,947,297	13.4%	26,925,653	12.9%
Budget	1,282,592	8.8%	1,562,047	8.9%	3,100,442	10.5%	4,354,734	11.1%	5,947,629	12.1%	8,097,444	13.6%	24,344,888	11.6%
Dollar	791,243	5.5%	1,065,540	6.1%	1,581,368	5.3%	1,710,021	4.4%	2,436,914	5.0%	3,192,344	5.4%	10,777,430	5.2%
Enterprise	2,794,523	19.3%	3,814,277	21.7%	6,180,279	20.9%	7,176,854	18.3%	7,485,254	15.3%	8,405,026	14.2%	35,856,213	17.1%
Fox	975,205	6.7%	1,130,521	6.4%	2,105,363	7.1%	3,093,954	7.9%	2,979,575	6.1%	3,587,141	6.0%	13,871,759	6.6%
Hertz	2,380,588	16.4%	2,519,733	14.3%	4,229,878	14.3%	6,205,401	15.8%	8,987,528	18.4%	11,079,562	18.7%	35,402,689	16.9%
National	1,179,804	8.1%	1,651,963	9.4%	2,494,177	8.4%	3,185,342	8.1%	3,807,347	7.8%	4,338,066	7.3%	16,656,698	8.0%
Sixt	976,321	6.7%	1,105,010	6.3%	1,795,416	6.1%	2,482,936	6.3%	2,866,669	5.9%	3,818,645	6.4%	13,044,998	6.2%
Thrifty	1,332,246	9.2%	1,208,942	6.9%	1,653,453	5.6%	2,303,071	5.9%	3,701,243	7.6%	4,355,096	7.3%	14,554,050	7.0%
Zipcar	10,289	0.1%	6,561	0.0%	8,437	0.0%	4,449	0.0%	7,979	0.0%	2,301	0.0%	40,015	0.0%
Total	\$ 14,514,886	100.0%	\$ 17,584,105	100.0%	\$ 29,614,467	100.0%	\$ 39,163,625	100.0%	\$ 48,966,104	100.0%	\$ 59,365,063	100.0%	\$ 209,208,250	100.0%

RAC	July 2021		August 2021		September 2021		October 2021		November 2021		December 2021		January - December	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Alamo	5,244,675	7.1%	5,254,816	7.2%	4,240,801	8.0%	5,212,357	8.6%	5,400,540	8.8%	5,307,987	9.2%	48,395,035	8.2%
Avis	10,339,243	14.0%	10,421,827	14.2%	8,089,106	15.3%	9,382,618	15.5%	9,060,138	14.8%	8,459,865	14.6%	82,678,450	14.0%
Budget	11,644,025	15.7%	11,419,610	15.6%	7,323,890	13.9%	8,745,982	14.5%	8,949,361	14.7%	8,487,683	14.6%	80,915,439	13.7%
Dollar	3,959,895	5.3%	3,598,695	4.9%	2,392,794	4.5%	2,095,090	3.5%	2,105,877	3.5%	1,618,998	2.8%	26,548,778	4.5%
Enterprise	10,390,477	14.0%	9,746,230	13.3%	6,913,828	13.1%	7,486,711	12.4%	7,566,572	12.4%	7,708,665	13.3%	85,668,695	14.5%
Fox	4,228,554	5.7%	3,580,058	4.9%	2,269,701	4.3%	2,538,114	4.2%	2,401,501	3.9%	2,353,316	4.1%	31,243,003	5.3%
Hertz	13,398,407	18.1%	13,579,824	18.5%	9,774,001	18.5%	10,615,464	17.6%	11,079,656	18.2%	10,354,611	17.9%	104,204,652	17.7%
National	5,232,767	7.1%	5,141,599	7.0%	4,332,582	8.2%	5,571,948	9.2%	5,315,958	8.7%	4,899,127	8.5%	47,150,680	8.0%
Sixt	4,530,283	6.1%	5,093,782	7.0%	4,095,452	7.7%	4,620,109	7.6%	4,709,355	7.7%	4,610,687	8.0%	40,704,665	6.9%
Thrifty	5,100,699	6.9%	5,435,065	7.4%	3,441,426	6.5%	4,157,250	6.9%	4,449,918	7.3%	4,145,660	7.2%	41,284,068	7.0%
Zipcar	6,900	0.0%	6,449	0.0%	3,646	0.0%	353	0.0%	0	0.0%	0	0.0%	57,363	0.0%
Total	\$ 74,075,926	100.0%	\$ 73,277,956	100.0%	\$ 52,877,228	100.0%	\$ 60,425,996	100.0%	\$ 61,038,875	100.0%	\$ 57,946,599	100.0%	\$ 588,850,829	100.0%

*Data as provided from unaudited revenue reports

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RAC	January 2021		February 2021		March 2021		April 2021		May 2021		June 2021		January - June	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Alamo	4,581	8.0%	7,434	11.2%	10,258	10.8%	11,280	10.0%	11,954	8.8%	10,745	7.4%	56,252	9.2%
Avis	6,370	11.1%	7,688	11.6%	12,076	12.8%	14,853	13.2%	19,202	14.2%	20,993	14.4%	81,182	13.3%
Budget	5,349	9.3%	6,356	9.6%	9,997	10.6%	12,388	11.0%	15,856	11.7%	19,379	13.3%	69,325	11.3%
Dollar	2,295	4.0%	2,958	4.5%	3,995	4.2%	4,031	3.6%	5,904	4.4%	7,019	4.8%	26,202	4.3%
Enterprise	10,209	17.8%	13,594	20.6%	18,823	19.9%	19,030	16.9%	19,424	14.3%	19,445	13.4%	100,525	16.4%
Fox	6,817	11.9%	6,003	9.1%	8,268	8.7%	9,874	8.8%	8,698	6.4%	8,738	6.0%	48,398	7.9%
Hertz	8,791	15.3%	8,585	13.0%	12,485	13.2%	17,824	15.8%	25,037	18.5%	28,063	19.3%	100,785	16.5%
National	4,870	8.5%	6,888	10.4%	9,810	10.4%	11,856	10.5%	14,224	10.5%	15,764	10.8%	63,412	10.4%
Sixt	2,143	3.7%	2,470	3.7%	4,056	4.3%	4,861	4.3%	5,153	3.8%	5,543	3.8%	24,226	4.0%
Thrifty	5,821	10.2%	4,052	6.1%	4,726	5.0%	6,581	5.8%	9,859	7.3%	9,902	6.8%	40,941	6.7%
Zipcar	74	0.1%	58	0.1%	61	0.1%	27	0.0%	64	0.0%	14	0.0%	298	0.0%
Total	57,320	100.0%	66,086	100.0%	94,555	100.0%	112,605	100.0%	135,375	100.0%	145,605	100.0%	611,546	100.0%

RAC	July 2021		August 2021		September 2021		October 2021		November 2021		December 2021		January - December	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Alamo	10,144	6.3%	12,073	7.0%	12,684	8.2%	14,022	8.5%	13,245	8.5%	12,060	7.8%	130,480	8.3%
Avis	24,431	15.2%	25,956	15.0%	24,990	16.2%	26,385	16.0%	25,576	16.4%	24,868	16.1%	233,388	14.8%
Budget	22,760	14.2%	25,729	14.9%	20,506	13.3%	23,637	14.3%	22,020	14.1%	22,339	14.5%	206,316	13.1%
Dollar	7,944	4.9%	7,687	4.5%	6,158	4.0%	5,224	3.2%	4,986	3.2%	4,177	2.7%	62,378	4.0%
Enterprise	21,669	13.5%	22,843	13.2%	19,874	12.9%	18,972	11.5%	18,521	11.9%	18,601	12.1%	221,005	14.0%
Fox	10,361	6.4%	9,722	5.6%	8,078	5.2%	8,157	4.9%	7,243	4.6%	7,538	4.9%	99,497	6.3%
Hertz	30,006	18.7%	32,572	18.9%	29,321	19.0%	30,107	18.2%	28,555	18.3%	28,800	18.7%	280,146	17.8%
National	17,690	11.0%	18,281	10.6%	17,429	11.3%	21,529	13.0%	19,892	12.7%	18,660	12.1%	176,893	11.2%
Sixt	5,026	3.1%	6,201	3.6%	6,402	4.1%	7,469	4.5%	6,562	4.2%	7,414	4.8%	63,300	4.0%
Thrifty	10,682	6.6%	11,469	6.6%	8,833	5.7%	9,630	5.8%	9,441	6.1%	9,774	6.3%	100,770	6.4%
Zipcar	52	0.0%	45	0.0%	27	0.0%	2	0.0%	0	0.0%	0	0.0%	424	0.0%
Total	160,765	100.0%	172,578	100.0%	154,302	100.0%	165,134	100.0%	156,041	100.0%	154,231	100.0%	1,574,597	100.0%

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	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Ace	376,158	52.8%	380,551	42.3%	508,667	32.1%	634,014	30.1%	831,184	31.6%	847,906	28.6%	3,578,480	32.8%
Airport Van Rental	4,994	0.7%	2,937	0.3%	25,657	1.6%	25,520	1.2%	14,649	0.6%	26,515	0.9%	100,272	0.9%
Allied	15,033	2.1%	34,903	3.9%	49,950	3.2%	48,872	2.3%	49,674	1.9%	55,896	1.9%	254,328	2.3%
Avail	9,956	1.4%	31,247	3.5%	100,485	6.3%	163,397	7.7%	132,241	5.0%	172,659	5.8%	609,985	5.6%
Lyft Rentals	2,605	0.4%	6,530	0.7%	16,861	1.1%	30,751	1.5%	46,116	1.8%	74,807	2.5%	177,669	1.6%
Midway	196,789	27.6%	300,924	33.5%	606,889	38.3%	835,057	39.6%	1,159,676	44.1%	1,311,367	44.2%	4,410,701	40.5%
Priceless	49,879	7.0%	75,633	8.4%	106,233	6.7%	165,519	7.8%	154,513	5.9%	201,968	6.8%	753,745	6.9%
Silvercar	0												0	
State Van Rental	2,780	0.4%	7,301	0.8%	23,867	1.5%	24,273	1.2%	31,960	1.2%	47,374	1.6%	137,554	1.3%
U-Save	54,402	7.6%	59,025	6.6%	144,888	9.1%	181,927	8.6%	211,265	8.0%	226,225	7.6%	877,732	8.1%
Total	\$ 712,597	100.0%	\$ 899,050	100.0%	\$ 1,583,496	100.0%	\$ 2,109,329	100.0%	\$ 2,631,277	100.0%	\$ 2,964,716	100.0%	\$ 10,900,465	100.0%

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	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Ace	1,063,114	30.2%	1,010,436	36.6%	718,232	35.9%	866,390	34.3%	807,233	33.5%	812,422	35.3%	8,856,307	33.5%
Airport Van Rental	30,199	0.9%	33,226	1.2%	15,895	0.8%	32,331	1.3%	51,936	2.2%	69,345	3.0%	333,205	1.3%
Allied	55,391	1.6%	52,015	1.9%	42,288	2.1%	57,065	2.3%	58,020	2.4%	52,460	2.3%	571,567	2.2%
Avail	185,531	5.3%	156,541	5.7%	125,359	6.3%	132,623	5.3%	135,183	5.6%	148,427	6.4%	1,493,649	5.7%
Lyft Rentals	114,564	3.3%	73,881	2.7%	63,287	3.2%	114,803	4.5%	131,913	5.5%	109,023	4.7%	785,141	3.0%
Midway	1,394,485	39.6%	932,493	33.8%	735,928	36.8%	842,814	33.4%	671,042	27.9%	599,276	26.0%	9,586,739	36.3%
Priceless	270,299	7.7%	235,723	8.5%	155,313	7.8%	237,448	9.4%	287,840	12.0%	240,806	10.5%	2,181,174	8.3%
Silvercar													0	
State Van Rental	87,756	2.5%	52,254	1.9%	21,650	1.1%	25,330	1.0%	28,193	1.2%	51,605	2.2%	404,341	1.5%
U-Save	322,110	9.1%	211,172	7.7%	120,394	6.0%	217,080	8.6%	235,028	9.8%	219,237	9.5%	2,202,753	8.3%
Total	\$ 3,523,449	100.0%	\$ 2,757,741	100.0%	\$ 1,998,346	100.0%	\$ 2,525,885	100.0%	\$ 2,406,388	100.0%	\$ 2,302,601	100.0%	\$ 26,414,875	100.0%

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	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Ace	1,716	40.0%	1,925	36.4%	2,232	30.8%	2,322	29.3%	2,879	30.8%	2,161	25.9%	13,235	31.2%
Airport Van Rental	95	2.2%	82	1.6%	121	1.7%	98	1.2%	37	0.4%	52	0.6%	485	1.1%
Allied	602	14.0%	755	14.3%	796	11.0%	728	9.2%	713	7.6%	728	8.7%	4,322	10.2%
Avail	45	1.1%	19	0.4%	383	5.3%	478	6.0%	410	4.4%	509	6.1%	1,844	4.3%
Lyft Rentals	10	0.2%	27	0.5%	59	0.8%	70	0.9%	138	1.5%	235	2.8%	539	1.3%
Midway	957	22.3%	1,365	25.8%	2,157	29.8%	2,714	34.2%	3,606	38.5%	3,106	37.2%	13,905	32.8%
Priceless	336	7.8%	360	6.8%	423	5.8%	472	5.9%	486	5.2%	475	5.7%	2,552	6.0%
Silvercar	0												0	
State Van Rental	14	0.3%	30	0.6%	61	0.8%	54	0.7%	69	0.7%	66	0.8%	294	0.7%
U-Save	510	11.9%	720	13.6%	1,014	14.0%	999	12.6%	1,021	10.9%	1,014	12.1%	5,278	12.4%
Total	4,285	100.0%	5,283	100.0%	7,246	100.0%	7,935	100.0%	9,359	100.0%	8,346	100.0%	42,454	100.0%

RAC	July 2021		August 2021		September 2021		October 2021		November 2021		December 2021		January - December	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Ace	2,051	24.4%	2,426	28.2%	2,298	28.6%	2,587	27.1%	2,536	29.0%	2,359	28.2%	27,492	29.2%
Airport Van Rental	37	0.4%	70	0.8%	44	0.5%	85	0.9%	118	1.4%	126	1.5%	965	1.0%
Allied	722	8.6%	791	9.2%	825	10.3%	814	8.5%	817	9.4%	872	10.4%	9,163	9.7%
Avail	582	6.9%	546	6.4%	563	7.0%	552	5.8%	572	6.5%	589	7.0%	5,248	5.6%
Lyft Rentals	261	3.1%	228	2.7%	251	3.1%	429	4.5%	428	4.9%	436	5.2%	2,572	2.7%
Midway	2,886	34.3%	2,794	32.5%	2,603	32.4%	3,064	32.2%	2,254	25.8%	2,017	24.1%	29,523	31.4%
Priceless	588	7.0%	592	6.9%	605	7.5%	765	8.0%	839	9.6%	854	10.2%	6,795	7.2%
Silvercar													0	
State Van Rental	62	0.7%	41	0.5%	47	0.6%	32	0.3%	25	0.3%	38	0.5%	539	0.6%
U-Save	1,213	14.4%	1,101	12.8%	788	9.8%	1,202	12.6%	1,147	13.1%	1,080	12.9%	11,809	12.5%
Total	8,402	100.0%	8,589	100.0%	8,024	100.0%	9,530	100.0%	8,736	100.0%	8,371	100.0%	94,106	100.0%