

Los Angeles International Airport (LAX)
On-Airport Rental Car Agreements
Monthly Gross Revenue After Exclusions (GR) and Market Share (MS) Summary
Calendar Year 2019

RAC	January 2019		February 2019		March 2019		April 2019		May 2019		June 2019		January - June	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Advantage	1,262,962	2.1%	1,310,960	2.3%	1,297,695	1.9%	1,193,717	1.7%	1,007,331	1.5%	1,156,465	1.7%	7,229,130	1.8%
Alamo	9,004,282	14.8%	7,009,924	12.1%	7,193,732	10.6%	9,794,140	13.8%	9,595,962	14.6%	10,189,646	14.7%	52,787,685	13.4%
Avis	7,504,190	12.3%	7,576,595	13.1%	8,916,018	13.1%	9,424,873	13.3%	8,269,041	12.5%	8,698,881	12.6%	50,389,597	12.8%
Budget	4,839,810	7.9%	4,733,216	8.2%	5,925,823	8.7%	6,455,184	9.1%	5,612,210	8.5%	5,941,611	8.6%	33,507,855	8.5%
Dollar	3,526,375	5.8%	3,218,124	5.6%	4,349,720	6.4%	4,292,462	6.0%	3,873,869	5.9%	4,199,430	6.1%	23,459,978	6.0%
Enterprise	6,712,815	11.0%	6,841,152	11.8%	8,605,823	12.6%	8,136,869	11.5%	7,297,867	11.1%	7,821,856	11.3%	45,416,381	11.6%
EZ	331,706	0.5%	280,300	0.5%	403,869	0.6%	440,858	0.6%	328,086	0.5%	348,882	0.5%	2,133,701	0.5%
Fox	2,154,284	3.5%	2,465,666	4.3%	2,671,878	3.9%	2,786,795	3.9%	2,554,620	3.9%	2,742,244	4.0%	15,375,488	3.9%
Hertz	12,778,421	21.0%	12,483,781	21.6%	14,671,524	21.5%	14,567,550	20.5%	13,424,069	20.4%	14,130,500	20.4%	82,055,845	20.9%
National	5,105,323	8.4%	5,338,643	9.2%	6,383,276	9.4%	5,740,653	8.1%	5,530,645	8.4%	5,600,972	8.1%	33,699,512	8.6%
Payless	176,768	0.3%	240,308	0.4%	295,908	0.4%	248,600	0.3%	152,601	0.2%	132,057	0.2%	1,246,242	0.3%
Sixt	4,133,394	6.8%	3,497,293	6.1%	4,227,623	6.2%	4,393,986	6.2%	4,650,220	7.1%	4,536,186	6.6%	25,438,703	6.5%
Thrifty	3,402,155	5.6%	2,741,377	4.7%	3,141,109	4.6%	3,551,133	5.0%	3,601,532	5.5%	3,669,259	5.3%	20,106,564	5.1%
Zipcar	13,530	0.0%	12,869	0.0%	21,170	0.0%	17,086	0.0%	19,968	0.0%	19,850	0.0%	104,473	0.0%
Total	\$ 60,946,013	100.0%	\$ 57,750,209	100.0%	\$ 68,105,168	100.0%	\$ 71,043,904	100.0%	\$ 65,918,022	100.0%	\$ 69,187,837	100.0%	\$ 392,951,153	100.0%

RAC	July 2019		August 2019		September 2019		October 2019		November 2019		December 2019		January - December	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Advantage	1,524,994	1.8%	1,800,008	1.8%	1,116,811	1.6%	890,197	1.3%	628,608	1.1%	492,437	0.9%	13,682,185	1.7%
Alamo	14,107,205	16.4%	17,898,934	17.9%	11,405,200	16.8%	10,568,335	15.3%	7,133,070	12.6%	6,490,536	12.4%	120,390,965	14.6%
Avis	11,445,382	13.3%	12,176,376	12.2%	7,761,650	11.5%	8,010,041	11.6%	6,863,869	12.2%	6,207,367	11.9%	102,854,282	12.5%
Budget	7,592,899	8.8%	8,784,193	8.8%	5,384,033	7.9%	5,682,541	8.2%	4,838,321	8.6%	4,687,772	9.0%	70,477,614	8.5%
Dollar	5,571,319	6.5%	6,143,056	6.2%	4,641,595	6.8%	4,560,543	6.6%	3,982,639	7.1%	3,264,480	6.2%	51,623,609	6.3%
Enterprise	9,349,644	10.8%	9,746,066	9.8%	7,354,828	10.9%	7,740,094	11.2%	6,743,601	11.9%	6,982,400	13.3%	93,333,014	11.3%
EZ	406,638	0.5%	436,893	0.4%	276,288	0.4%	250,983	0.4%	136,021	0.2%	106,020	0.2%	3,746,544	0.5%
Fox	3,121,432	3.6%	3,165,885	3.2%	2,343,930	3.5%	2,590,257	3.7%	1,833,512	3.2%	2,297,551	4.4%	30,728,056	3.7%
Hertz	17,268,497	20.0%	20,921,356	21.0%	13,622,185	20.1%	14,136,355	20.4%	11,848,786	21.0%	10,458,727	20.0%	170,311,750	20.6%
National	5,751,816	6.7%	6,821,049	6.8%	5,075,338	7.5%	5,633,590	8.1%	5,101,486	9.0%	4,736,794	9.1%	66,819,585	8.1%
Payless	46,862	0.1%	1,060	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	1,294,164	0.2%
Sixt	5,280,247	6.1%	6,340,970	6.4%	4,130,391	6.1%	4,218,838	6.1%	3,498,311	6.2%	3,391,955	6.5%	52,299,415	6.3%
Thrifty	4,789,834	5.6%	5,485,313	5.5%	4,658,463	6.9%	4,950,456	7.1%	3,839,713	6.8%	3,172,286	6.1%	47,002,628	5.7%
Zipcar	23,483	0.0%	21,452	0.0%	10,570	0.0%	15,244	0.0%	19,034	0.0%	19,316	0.0%	213,573	0.0%
Total	\$ 86,280,251	100.0%	\$ 99,742,614	100.0%	\$ 67,781,282	100.0%	\$ 69,247,473	100.0%	\$ 56,466,971	100.0%	\$ 52,307,640	100.0%	\$ 824,777,385	100.0%

*Data as provided from unaudited revenue reports

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RAC	January 2019		February 2019		March 2019		April 2019		May 2019		June 2019		January - June	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Advantage	6,164	2.6%	6,454	2.8%	6,911	2.6%	6,123	2.4%	5,438	2.1%	6,712	2.5%	37,802	2.5%
Alamo	28,871	12.2%	25,128	10.9%	25,199	9.4%	29,398	11.5%	30,157	11.4%	30,277	11.4%	169,030	11.1%
Avis	30,492	12.9%	32,528	14.2%	38,673	14.5%	37,303	14.6%	37,607	14.2%	39,025	14.6%	215,628	14.2%
Budget	17,545	7.4%	18,854	8.2%	22,093	8.3%	21,882	8.6%	22,067	8.4%	22,950	8.6%	125,391	8.3%
Dollar	13,615	5.8%	12,573	5.5%	17,108	6.4%	14,548	5.7%	14,648	5.5%	15,960	6.0%	88,452	5.8%
Enterprise	28,498	12.1%	27,955	12.2%	33,240	12.4%	29,046	11.4%	31,132	11.8%	30,392	11.4%	180,263	11.9%
EZ	1,908	0.8%	1,491	0.6%	2,181	0.8%	2,448	1.0%	1,804	0.7%	2,062	0.8%	11,894	0.8%
Fox	10,075	4.3%	9,992	4.4%	12,248	4.6%	11,670	4.6%	12,082	4.6%	13,098	4.9%	69,165	4.6%
Hertz	49,049	20.8%	47,040	20.5%	54,935	20.5%	52,407	20.5%	52,978	20.1%	54,255	20.4%	310,664	20.5%
National	24,844	10.5%	26,895	11.7%	30,830	11.5%	27,550	10.8%	28,025	10.6%	27,294	10.2%	165,438	10.9%
Payless	982	0.4%	1,206	0.5%	1,417	0.5%	1,091	0.4%	591	0.2%	440	0.2%	5,727	0.4%
Sixt	9,556	4.1%	8,595	3.7%	9,844	3.7%	9,712	3.8%	11,776	4.5%	10,053	3.8%	59,536	3.9%
Thrifty	13,975	5.9%	10,743	4.7%	12,585	4.7%	12,512	4.9%	15,479	5.9%	13,825	5.2%	79,119	5.2%
Zipcar	144	0.1%	138	0.1%	161	0.1%	134	0.1%	197	0.1%	152	0.1%	926	0.1%
Total	235,718	100.0%	229,592	100.0%	267,425	100.0%	255,824	100.0%	263,981	100.0%	266,495	100.0%	1,519,035	100.0%

RAC	July 2019		August 2019		September 2019		October 2019		November 2019		December 2019		January - December	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Advantage	7,401	2.8%	8,919	3.1%	6,480	2.5%	4,592	1.7%	3,338	1.4%	2,319	1.1%	70,851	2.3%
Alamo	33,664	12.9%	36,397	12.9%	34,247	13.0%	32,446	12.3%	27,161	11.6%	26,624	12.6%	359,569	11.8%
Avis	35,367	13.5%	36,581	12.9%	32,875	12.5%	33,883	12.8%	29,669	12.7%	25,040	11.8%	409,043	13.5%
Budget	20,244	7.7%	22,553	8.0%	20,592	7.8%	21,516	8.1%	19,255	8.2%	17,913	8.5%	247,464	8.1%
Dollar	16,121	6.2%	16,409	5.8%	17,944	6.8%	17,374	6.6%	17,004	7.3%	13,052	6.2%	186,356	6.1%
Enterprise	31,214	11.9%	32,229	11.4%	31,089	11.8%	31,337	11.8%	28,133	12.0%	28,849	13.6%	363,114	12.0%
EZ	1,899	0.7%	2,522	0.9%	1,751	0.7%	1,476	0.6%	827	0.4%	591	0.3%	20,960	0.7%
Fox	13,823	5.3%	13,498	4.8%	12,343	4.7%	10,978	4.1%	10,032	4.3%	12,030	5.7%	141,869	4.7%
Hertz	53,104	20.3%	60,115	21.2%	52,554	20.0%	55,061	20.8%	48,205	20.6%	39,774	18.8%	619,477	20.4%
National	25,610	9.8%	30,216	10.7%	26,232	10.0%	29,730	11.2%	25,961	11.1%	24,301	11.5%	327,488	10.8%
Payless	133	0.1%	6	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	5,866	0.2%
Sixt	9,170	3.5%	9,187	3.2%	8,713	3.3%	9,308	3.5%	8,720	3.7%	7,870	3.7%	112,504	3.7%
Thrifty	13,595	5.2%	14,425	5.1%	17,573	6.7%	17,042	6.4%	15,411	6.6%	13,195	6.2%	170,360	5.6%
Zipcar	140	0.1%	147	0.1%	94	0.0%	112	0.0%	116	0.0%	133	0.1%	1,668	0.1%
Total	261,485	100.0%	283,204	100.0%	262,487	100.0%	264,855	100.0%	233,832	100.0%	211,691	100.0%	3,036,589	100.0%

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	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Ace	347,642	16.7%	313,738	16.4%	410,485	19.2%	436,442	18.4%	353,653	18.1%	414,475	19%	2,276,435	18.1%
Airport Van Rental	275,558	13.3%	188,878	9.9%	197,525	9.2%	245,924	10.4%	200,213	10.2%	256,565	12%	1,364,663	10.8%
Allied	64,024	3.1%	62,003	3.2%	60,053	2.8%	64,019	2.7%	66,039	3.4%	67,680	3%	383,818	3.0%
Midway	1,020,228	49.1%	974,146	51.0%	1,022,884	47.8%	1,158,356	48.8%	943,304	48.2%	995,402	47%	6,114,320	48.6%
Priceless														
Silvercar	368,919	17.8%	372,217	19.5%	448,733	21.0%	470,535	19.8%	392,041	20.1%	399,793	19%	2,452,238	19.5%
State Van Rental														
Total	\$ 2,076,371	100.0%	\$ 1,910,983	100.0%	\$ 2,139,680	100.0%	\$ 2,375,276	100.0%	\$ 1,955,250	100.0%	\$ 2,133,915	100.0%	\$ 12,591,474	100.0%

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	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Ace	608,822	22.1%	660,743	23.3%	509,980	23.8%	564,267	23.8%	472,406	24.1%	562,750	23.6%	5,655,403	20.9%
Airport Van Rental	362,089	13.1%	319,732	11.3%	190,065	8.9%	167,873	7.1%	178,721	9.1%	273,123	11.5%	2,856,267	10.6%
Allied	69,501	2.5%	68,004	2.4%	72,068	3.4%	69,804	3.0%	71,021	3.6%	73,216	3.1%	807,434	3.0%
Midway	1,139,786	41.3%	1,282,464	45.1%	936,515	43.8%	935,175	39.5%	742,749	37.8%	819,899	34.5%	11,970,908	44.3%
Priceless							182,325	7.7%	145,446	7.4%	180,878	7.6%	508,649	1.9%
Silvercar	580,537	21.0%	510,133	18.0%	430,033	20.1%	446,466	18.9%	352,970	18.0%	439,114	18.5%	5,211,490	19.3%
State Van Rental											30,563	1.3%	30,563	0.1%
Total	\$ 2,760,736	100.0%	\$ 2,841,076	100.0%	\$ 2,138,661	100.0%	\$ 2,365,909	100.0%	\$ 1,963,313	100.0%	\$ 2,379,543	100.0%	\$ 27,040,713	100.0%

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Ace	1,820	21.3%	1,499	19.3%	1,943	21.3%	1,964	20.8%	2,036	21.6%	2,076	22.1%	11,338	21.1%
Airport Van Rental	703	8.2%	638	8.2%	667	7.3%	835	8.8%	874	9.3%	901	9.6%	4,618	8.6%
Allied	1,299	15.2%	908	11.7%	1,036	11.3%	1,003	10.6%	1,252	13.3%	1,255	13.4%	6,753	12.6%
Midway	3,318	38.9%	3,343	43.0%	3,989	43.7%	4,155	43.9%	3,962	41.9%	3,828	40.8%	22,595	42.1%
Priceless														
Silvercar	1,396	16.4%	1,385	17.8%	1,497	16.4%	1,497	15.8%	1,323	14.0%	1,325	14.1%	8,423	15.7%
State Van Rental														
Total	8,536	100.0%	7,773	100.0%	9,132	100.0%	9,454	100.0%	9,447	100.0%	9,385	100.0%	53,727	100.0%

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Ace	2,345	24.1%	2,664	25.6%	2,709	27.6%	2,821	26.1%	2,772	28.1%	2,645	27.9%	27,294	24.0%
Airport Van Rental	1,258	12.9%	1,361	13.1%	799	8.1%	754	7.0%	782	7.9%	726	7.7%	10,298	9.0%
Allied	912	9.4%	946	9.1%	1,319	13.4%	1,158	10.7%	1,226	12.4%	1,157	12.2%	13,471	11.8%
Midway	3,460	35.6%	3,936	37.9%	3,403	34.7%	3,467	32.0%	2,810	28.5%	2,484	26.2%	42,155	37.0%
Priceless							980	9.1%	1,004	10.2%	1,053	11.1%	3,037	2.7%
Silvercar	1,749	18.0%	1,485	14.3%	1,591	16.2%	1,638	15.1%	1,282	13.0%	1,366	14.4%	17,534	15.4%
State Van Rental											54	0.6%	54	0.0%
Total	9,724	100.0%	10,392	100.0%	9,821	100.0%	10,818	100.0%	9,876	100.0%	9,485	100.0%	113,843	100.0%