

Los Angeles International Airport (LAX)
On-Airport Rental Car Agreements
Monthly Gross Revenue After Exclusions (GR) and Market Share (MS) Summary
Calendar Year 2020

RAC	January 2020		February 2020		March 2020		April 2020		May 2020		June 2020		January - June	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Advantage	426,037	0.7%											426,037	0.2%
Alamo	8,004,770	12.9%	6,590,500	11.8%	4,237,004	12.3%	412,213	9.1%	560,631	8.0%	959,651	8.1%	20,764,770	11.8%
Avis	7,352,350	11.9%	6,691,632	12.0%	3,774,801	10.9%	518,934	11.5%	753,469	10.7%	1,185,242	9.9%	20,276,427	11.5%
Budget	5,589,880	9.0%	5,439,064	9.7%	3,389,493	9.8%	323,975	7.2%	572,731	8.2%	1,083,121	9.1%	16,398,263	9.3%
Dollar	4,165,888	6.7%	3,564,864	6.4%	2,351,120	6.8%	315,095	7.0%	389,288	5.6%	516,862	4.3%	11,303,118	6.4%
Enterprise	7,846,282	12.7%	7,099,093	12.7%	4,722,365	13.7%	781,064	17.2%	1,278,441	18.2%	2,262,257	19.0%	23,989,502	13.6%
EZ	103,923	0.2%											103,923	0.1%
Fox	2,556,872	4.1%	2,276,453	4.1%	1,467,523	4.3%	209,875	4.6%	387,175	5.5%	1,121,617	9.4%	8,019,514	4.6%
Hertz	12,585,942	20.3%	11,861,162	21.2%	6,944,351	20.1%	774,059	17.1%	1,253,756	17.9%	1,874,771	15.7%	35,294,041	20.1%
National	5,337,198	8.6%	5,375,952	9.6%	2,922,327	8.5%	470,525	10.4%	752,327	10.7%	1,266,582	10.6%	16,124,910	9.2%
Payless	0												0	0.0%
Sixt	3,868,278	6.2%	3,634,055	6.5%	2,480,894	7.2%	462,071	10.2%	691,869	9.9%	1,142,538	9.6%	12,279,706	7.0%
Thrifty	4,064,472	6.6%	3,444,003	6.2%	2,197,309	6.4%	255,752	5.6%	365,675	5.2%	493,369	4.1%	10,820,580	6.2%
Zipcar	9,711	0.0%	6,918	0.0%	6,103	0.0%	4,968	0.1%	8,181	0.1%	9,886	0.1%	45,765	0.0%
Total	\$ 61,911,603	100.0%	\$ 55,983,696	100.0%	\$ 34,493,289	100.0%	\$ 4,528,530	100.0%	\$ 7,013,543	100.0%	\$ 11,915,897	100.0%	\$ 175,846,557	100.0%

RAC	July 2020		August 2020		September 2020		October 2020		November 2020		December 2020		January - December	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Advantage													426,037	0.1%
Alamo	1,601,835	8.9%	1,767,396	8.4%	1,539,494	6.4%	1,879,799	7.6%	1,808,515	8.3%	1,068,948	7.3%	30,430,757	10.1%
Avis	1,956,988	10.8%	2,586,667	12.3%	2,897,817	12.0%	3,368,155	13.7%	2,861,075	13.1%	1,951,380	13.3%	35,898,510	12.0%
Budget	1,917,311	10.6%	2,121,048	10.1%	2,348,470	9.7%	2,302,304	9.3%	2,237,666	10.2%	1,305,002	8.9%	28,630,065	9.5%
Dollar	626,839	3.5%	772,434	3.7%	1,137,237	4.7%	1,118,331	4.5%	1,126,636	5.1%	817,765	5.6%	16,902,360	5.6%
Enterprise	3,623,435	20.0%	4,650,490	22.2%	5,061,556	20.9%	4,622,974	18.8%	4,332,537	19.8%	2,846,115	19.5%	49,126,610	16.4%
EZ													103,923	0.0%
Fox	1,722,492	9.5%	1,811,738	8.6%	1,654,542	6.8%	1,834,127	7.4%	1,436,294	6.6%	886,855	6.1%	17,365,561	5.8%
Hertz	2,566,039	14.2%	3,240,340	15.4%	4,063,764	16.8%	4,191,648	17.0%	3,440,599	15.7%	2,307,232	15.8%	55,103,663	18.4%
National	1,537,991	8.5%	1,633,552	7.8%	1,791,212	7.4%	2,321,846	9.4%	2,038,289	9.3%	1,322,628	9.0%	26,770,428	8.9%
Payless													0	0.0%
Sixt	1,504,425	8.3%	1,174,772	5.6%	1,726,181	7.1%	1,385,440	5.6%	1,149,994	5.2%	880,421	6.0%	20,100,938	6.7%
Thrifty	1,029,053	5.7%	1,226,471	5.8%	1,938,194	8.0%	1,596,473	6.5%	1,477,893	6.7%	1,222,634	8.4%	19,311,297	6.4%
Zipcar	3,131	0.0%	2,710	0.0%	2,198	0.0%	2,682	0.0%	11,738	0.1%	12,754	0.1%	80,978	0.0%
Total	\$ 18,089,538	100.0%	\$ 20,987,618	100.0%	\$ 24,160,665	100.0%	\$ 24,623,778	100.0%	\$ 21,921,236	100.0%	\$ 14,621,735	100.0%	\$ 300,251,127	100.0%

*Data as provided from unaudited revenue reports

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	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Advantage	2,157	0.9%											2,157	0.3%
Alamo	25,480	11.2%	24,694	11.1%	16,198	12.1%	3,715	18.7%	3,722	12.0%	5,046	10.0%	78,855	11.5%
Avis	28,695	12.6%	29,717	13.3%	15,410	11.5%	1,631	8.2%	2,914	9.4%	5,449	10.8%	83,816	12.2%
Budget	19,479	8.5%	22,148	9.9%	13,175	9.8%	1,466	7.4%	2,795	9.0%	4,895	9.7%	63,958	9.3%
Dollar	15,379	6.7%	12,990	5.8%	8,746	6.5%	875	4.4%	966	3.1%	1,297	2.6%	40,253	5.9%
Enterprise	30,406	13.3%	28,909	13.0%	19,535	14.6%	3,980	20.0%	5,970	19.2%	9,822	19.5%	98,622	14.4%
EZ	652	0.3%											652	0.1%
Fox	12,970	5.7%	11,853	5.3%	8,062	6.0%	2,318	11.7%	3,984	12.8%	7,235	14.3%	46,422	6.8%
Hertz	45,067	19.8%	45,224	20.3%	25,412	19.0%	2,412	12.1%	4,118	13.3%	6,830	13.5%	129,063	18.8%
National	25,435	11.2%	26,876	12.1%	13,062	9.7%	1,438	7.2%	3,292	10.6%	5,172	10.3%	75,275	11.0%
Payless	0												0	0.0%
Sixt	7,477	3.3%	8,049	3.6%	6,120	4.6%	1,203	6.1%	1,940	6.3%	3,006	6.0%	27,795	4.1%
Thrifty	14,725	6.5%	12,328	5.5%	8,291	6.2%	806	4.1%	1,283	4.1%	1,614	3.2%	39,047	5.7%
Zipcar	78	0.0%	48	0.0%	30	0.0%	30	0.2%	30	0.1%	65	0.1%	281	0.0%
Total	228,000	100.0%	222,836	100.0%	134,041	100.0%	19,874	100.0%	31,014	100.0%	50,431	100.0%	686,196	100.0%

RAC	July 2020		August 2020		September 2020		October 2020		November 2020		December 2020		January - December	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Advantage													2,157	0.2%
Alamo	6,462	9.4%	6,876	8.7%	5,919	7.0%	7,434	8.4%	7,459	9.2%	4,260	7.4%	117,265	10.2%
Avis	7,988	11.7%	10,606	13.4%	10,555	12.5%	11,800	13.3%	10,042	12.4%	6,245	10.9%	141,052	12.3%
Budget	8,172	11.9%	8,806	11.2%	8,922	10.6%	8,688	9.8%	8,752	10.8%	5,272	9.2%	112,570	9.8%
Dollar	1,732	2.5%	2,373	3.0%	3,391	4.0%	3,281	3.7%	3,423	4.2%	2,602	4.5%	57,055	5.0%
Enterprise	13,610	19.9%	16,252	20.6%	15,517	18.4%	15,075	17.0%	15,188	18.7%	9,977	17.4%	184,241	16.1%
EZ													652	0.1%
Fox	9,750	14.2%	9,835	12.5%	8,839	10.5%	9,446	10.6%	7,308	9.0%	6,228	10.8%	97,828	8.5%
Hertz	8,553	12.5%	11,260	14.3%	13,969	16.6%	14,662	16.5%	12,420	15.3%	8,937	15.5%	198,864	17.4%
National	5,348	7.8%	6,351	8.0%	7,292	8.7%	9,702	10.9%	8,410	10.4%	5,709	9.9%	118,087	10.3%
Payless													0	0.0%
Sixt	3,402	5.0%	2,413	3.1%	3,478	4.1%	3,048	3.4%	2,608	3.2%	2,073	3.6%	44,817	3.9%
Thrifty	3,481	5.1%	4,136	5.2%	6,264	7.4%	5,760	6.5%	5,526	6.8%	6,091	10.6%	70,305	6.1%
Zipcar	19	0.0%	15	0.0%	9	0.0%	9	0.0%	82	0.1%	85	0.1%	500	0.0%
Total	68,517	100.0%	78,923	100.0%	84,155	100.0%	88,905	100.0%	81,218	100.0%	57,479	100.0%	1,145,393	100.0%

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	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Ace	602,489	22.7%	503,569	17.7%	406,142	24.0%	157,579	51.3%	217,770	48.5%	310,830	39.1%	2,198,380	25.1%
Advantage			291,724	10.2%	113,450	6.7%	14,548	4.7%	16,187	3.6%	11,254	1.4%	447,164	5.1%
Airport Van Rental	252,204	9.5%	225,778	7.9%	77,182	4.6%	4,685	1.5%	7,872	1.8%	8,878	1.1%	576,598	6.6%
Allied	70,472	2.7%	54,023	1.9%	37,607	2.2%	0		0		6,331	0.8%	168,433	1.9%
Avail													0	0.0%
EZ			79,361	2.8%	36,376	2.2%	3,800	1.2%	3,089	0.7%	4,284	0.5%	126,910	1.5%
Lyft Rentals					0		0		0		0		0	0.0%
Midway	1,018,191	38.4%	923,921	32.4%	587,199	34.8%	94,228	30.6%	107,875	24.0%	250,611	31.6%	2,982,024	34.1%
Priceless	191,557	7.2%	164,562	5.8%	124,323	7.4%	10,929	3.6%	21,752	4.8%	45,686	5.8%	558,809	6.4%
Silvercar	478,066	18.0%	412,193	14.5%	233,981	13.9%	21,685	7.1%	39,888	8.9%	82,919	10.4%	1,268,732	14.5%
State Van Rental	41,943	1.6%	11,125	0.4%	12,905	0.8%	0		649	0.1%	4,804	0.6%	71,427	0.8%
U-Save			181,500	6.4%	59,817	3.5%	0		34,226	7.6%	68,581	8.6%	344,124	3.9%
Total	\$ 2,654,923	100.0%	\$ 2,847,756	100.0%	\$ 1,688,982	100.0%	\$ 307,454	100.0%	\$ 449,308	100.0%	\$ 794,179	100.0%	\$ 8,742,602	100.0%

RAC	July 2020		August 2020		September 2020		October 2020		November 2020		December 2020		January - December	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Ace	424,309	38.7%	460,904	36.1%	406,056	32.1%	425,281	32.2%	449,993	31.2%	368,886	47.4%	4,733,808	29.7%
Advantage													447,164	2.8%
Airport Van Rental	11,535	1.1%	13,543	1.1%	10,240	0.8%	11,820	0.9%	13,639	0.9%	7,434	1.0%	644,809	4.1%
Allied	21,991	2.0%	28,812	2.3%	32,554	2.6%	32,964	2.5%	29,781	2.1%	15,528	2.0%	330,063	2.1%
Avail									0		6,500	0.8%	6,500	0.0%
EZ													126,910	0.8%
Lyft Rentals	205	0.0%	0		4,289	0.3%	10,351	0.8%	24,198	1.7%	7,585	1.0%	46,628	0.3%
Midway	360,908	32.9%	449,169	35.2%	461,198	36.5%	416,469	31.5%	519,499	36.1%	240,928	31.0%	5,430,194	34.1%
Priceless	58,273	5.3%	46,526	3.6%	49,963	4.0%	71,560	5.4%	65,435	4.5%	45,011	5.8%	895,577	5.6%
Silvercar	122,141	11.1%	154,456	12.1%	153,368	12.1%	157,964	12.0%	152,191	10.6%	31,251	4.0%	2,040,102	12.8%
State Van Rental	7,457	0.7%	8,925	0.7%	7,335	0.6%	13,619	1.0%	16,008	1.1%	6,666	0.9%	131,438	0.8%
U-Save	89,747	8.2%	113,311	8.9%	138,794	11.0%	181,665	13.7%	170,109	11.8%	48,389	6.2%	1,086,139	6.8%
Total	\$ 1,096,565	100.0%	\$ 1,275,644	100.0%	\$ 1,263,797	100.0%	\$ 1,321,692	100.0%	\$ 1,440,853	100.0%	\$ 778,179	100.0%	\$ 15,919,332	100.0%

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RAC	January 2020		February 2020		March 2020		April 2020		May 2020		June 2020		January - June	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Ace	2,785	26.0%	2,575	18.5%	1,951	26.0%	756	65.4%	1,119	58.2%	1,565	46.1%	10,751	27.8%
Advantage			1,372	9.9%	549	7.3%	45	3.9%	42	2.2%	20	0.6%	2,028	5.3%
Airport Van Rental	784	7.3%	676	4.9%	410	5.5%	19	1.6%	34	1.8%	74	2.2%	1,997	5.2%
Allied	1,287	12.0%	1,017	7.3%	843	11.2%	0		0		166	4.9%	3,313	8.6%
Avail													0	0.0%
EZ			383	2.8%	123	1.6%	16	1.4%	14	0.7%	10	0.3%	546	1.4%
Lyft Rentals					0		0		0		0		0	0.0%
Midway	3,286	30.7%	3,514	25.3%	2,183	29.0%	225	19.5%	340	17.7%	694	20.5%	10,242	26.5%
Priceless	951	8.9%	818	5.9%	605	8.0%	38	3.3%	84	4.4%	254	7.5%	2,750	7.1%
Silvercar	1,549	14.5%	1,375	9.9%	727	9.7%	57	4.9%	130	6.8%	204	6.0%	4,042	10.5%
State Van Rental	75	0.7%	37	0.3%	38	0.5%	0		3	0.2%	19	0.6%	172	0.4%
U-Save			2,147	15.4%	87	1.2%	0		156	8.1%	387	11.4%	2,777	7.2%
Total	10,717	100.0%	13,914	100.0%	7,516	100.0%	1,156	100.0%	1,922	100.0%	3,393	100.0%	38,618	100.0%

RAC	July 2020		August 2020		September 2020		October 2020		November 2020		December 2020		January - December	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Ace	1,700	37.6%	2,128	36.8%	1,920	34.4%	2,220	35.3%	2,157	33.7%	1,580	40.8%	22,456	31.6%
Advantage													2,028	2.9%
Airport Van Rental	102	2.3%	185	3.2%	136	2.4%	144	2.3%	158	2.5%	127	3.3%	2,849	4.0%
Allied	543	12.0%	688	11.9%	756	13.5%	685	10.9%	702	11.0%	599	15.5%	7,286	10.3%
Avail									0		36		36	0.1%
EZ													546	0.8%
Lyft Rentals	1	0.0%	0		18	0.3%	39	0.6%	74	1.2%	20		152	0.2%
Midway	1,068	23.6%	1,363	23.6%	1,219	21.8%	1,311	20.8%	1,440	22.5%	764	19.7%	17,407	24.5%
Priceless	300	6.6%	246	4.3%	260	4.7%	334	5.3%	351	5.5%	265		4,506	6.3%
Silvercar	242	5.4%	327	5.7%	362	6.5%	375	6.0%	292	4.6%	39	1.0%	5,679	8.0%
State Van Rental	17	0.4%	25	0.4%	26	0.5%	44	0.7%	41	0.6%	14	0.4%	339	0.5%
U-Save	549	12.1%	813	14.1%	884	15.8%	1,137	18.1%	1,190	18.6%	427	11.0%	7,777	10.9%
Total	4,522	100.0%	5,775	100.0%	5,581	100.0%	6,289	100.0%	6,405	100.0%	3,871	91.7%	71,061	100.0%