

Los Angeles International Airport (LAX)
On-Airport Rental Car Agreements
Monthly Gross Revenue After Exclusions (GR) and Market Share (MS) Summary
Calendar Year 2022

RAC	January 2022		February 2022		March 2022		April 2022		May 2022		June 2022		January - June	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Alamo	5,031,461	9.6%	4,269,062	7.5%	5,577,317	7.6%	7,370,371	9.6%	7,986,464	10.9%	8,414,032	11.5%	38,648,707	9.5%
Avis	7,838,360	15.0%	8,594,965	15.2%	11,180,864	15.3%	12,385,544	16.2%	10,920,512	14.9%	10,348,925	14.2%	61,269,171	15.1%
Budget	7,423,198	14.2%	8,003,488	14.1%	10,474,000	14.3%	10,718,900	14.0%	9,823,631	13.4%	9,220,132	12.6%	55,663,349	13.7%
Dollar	1,266,763	2.4%	1,506,614	2.7%	2,440,675	3.3%	2,356,315	3.1%	2,591,580	3.5%	2,680,611	3.7%	12,842,558	3.2%
Enterprise	6,753,510	12.9%	6,998,251	12.3%	8,250,060	11.3%	8,801,843	11.5%	9,160,138	12.5%	9,178,124	12.6%	49,141,927	12.1%
Fox	2,135,540	4.1%	2,436,186	4.3%	3,168,764	4.3%	3,468,157	4.5%	3,468,598	4.7%	3,234,300	4.4%	17,911,545	4.4%
Hertz	9,318,807	17.8%	11,299,156	19.9%	14,101,139	19.3%	14,459,608	18.9%	14,063,439	19.2%	14,004,140	19.2%	77,246,290	19.1%
National	4,181,430	8.0%	5,138,243	9.1%	6,393,206	8.7%	6,367,757	8.3%	6,088,678	8.3%	5,871,856	8.0%	34,041,170	8.4%
Sixt	4,780,173	9.1%	5,230,872	9.2%	6,748,679	9.2%	6,033,722	7.9%	4,389,500	6.0%	5,755,917	7.9%	32,938,863	8.1%
Thrifty	3,550,125	6.8%	3,242,116	5.7%	4,766,218	6.5%	4,704,167	6.1%	4,567,027	6.3%	4,279,212	5.9%	25,108,865	6.2%
Zipcar	0		0		0		0		7,108	0.0%	14,279	0.0%	21,387	0.0%
Total	\$ 52,279,369	100.0%	\$ 56,718,953	100.0%	\$ 73,100,922	100.0%	\$ 76,666,384	100.0%	\$ 73,066,675	100.0%	\$ 73,001,528	100.0%	\$ 404,833,832	100.0%

RAC	July 2022		August 2022		September 2022		October 2022		November 2022		December 2022		January - December	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Alamo	10,747,887	12.6%	14,000,130	14.8%	9,085,350	13.1%	9,071,222	12.3%	7,064,704	11.6%	5,083,371	9.9%	93,701,371	11.2%
Avis	12,795,514	15.1%	14,777,866	15.7%	10,273,309	14.8%	11,038,543	15.0%	9,273,507	15.2%	7,542,260	14.7%	126,970,169	15.1%
Budget	10,826,207	12.7%	11,397,958	12.1%	7,273,435	10.5%	8,604,446	11.7%	6,440,803	10.6%	5,018,959	9.8%	105,225,156	12.5%
Dollar	3,001,676	3.5%	2,626,720	2.8%	2,060,627	3.0%	2,183,868	3.0%	1,621,056	2.7%	1,335,812	2.6%	25,672,317	3.1%
Enterprise	10,075,152	11.9%	10,317,806	10.9%	8,684,118	12.5%	8,855,861	12.0%	8,097,996	13.3%	6,847,822	13.4%	102,020,682	12.2%
Fox	3,613,480	4.3%	3,954,067	4.2%	2,994,143	4.3%	3,180,547	4.3%	2,648,063	4.4%	1,934,747	3.8%	36,236,591	4.3%
Hertz	15,036,233	17.7%	16,720,285	17.7%	13,021,455	18.7%	13,630,433	18.5%	11,629,512	19.1%	10,227,605	20.0%	157,511,812	18.8%
National	6,472,149	7.6%	6,258,395	6.6%	5,689,369	8.2%	6,233,860	8.5%	5,416,215	8.9%	4,892,749	9.6%	69,003,908	8.2%
Sixt	7,180,590	8.4%	8,371,114	8.9%	6,136,047	8.8%	6,519,878	8.9%	5,199,899	8.5%	4,725,959	9.2%	71,072,349	8.5%
Thrifty	5,252,272	6.2%	5,912,810	6.3%	4,214,050	6.1%	4,250,346	5.8%	3,415,295	5.6%	3,565,112	7.0%	51,718,750	6.2%
Zipcar	18,744	0.0%	23,708	0.0%	18,296	0.0%	20,160	0.0%	22,531	0.0%	21,026	0.0%	145,851	0.0%
Total	\$ 85,019,904	100.0%	\$ 94,360,859	100.0%	\$ 69,450,200	100.0%	\$ 73,589,164	100.0%	\$ 60,829,580	100.0%	\$ 51,195,420	100.0%	\$ 839,278,958	100.0%

*Data as provided from unaudited revenue reports

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Calendar Year 2022

RAC	January 2022		February 2022		March 2022		April 2022		May 2022		June 2022		January - June	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Alamo	10,885	8.2%	9,583	6.9%	11,008	6.7%	14,179	8.2%	16,879	9.0%	15,892	9.2%	78,426	8.1%
Avis	21,067	15.8%	23,709	17.0%	28,885	17.5%	30,527	17.7%	30,715	16.4%	27,852	16.1%	162,755	16.8%
Budget	18,217	13.7%	19,296	13.8%	21,795	13.2%	22,906	13.3%	24,494	13.1%	20,847	12.1%	127,555	13.1%
Dollar	3,085	2.3%	3,513	2.5%	5,319	3.2%	4,869	2.8%	6,125	3.3%	5,234	3.0%	28,145	2.9%
Enterprise	17,357	13.1%	16,191	11.6%	17,818	10.8%	19,189	11.1%	23,222	12.4%	21,615	12.5%	115,392	11.9%
Fox	7,002	5.3%	6,856	4.9%	7,436	4.5%	7,923	4.6%	9,147	4.9%	7,918	4.6%	46,282	4.8%
Hertz	25,034	18.8%	27,568	19.7%	32,604	19.7%	33,682	19.5%	36,743	19.6%	34,630	20.1%	190,261	19.6%
National	15,230	11.5%	18,014	12.9%	21,364	12.9%	22,096	12.8%	22,480	12.0%	21,147	12.2%	120,331	12.4%
Sixt	6,867	5.2%	7,699	5.5%	9,661	5.8%	8,396	4.9%	7,030	3.8%	8,429	4.9%	48,082	5.0%
Thrifty	8,177	6.2%	7,183	5.1%	9,526	5.8%	9,006	5.2%	10,240	5.5%	9,022	5.2%	53,154	5.5%
Zipcar	0		0		0		0		66	0.0%	66	0.0%	132	0.0%
Total	132,921	100.0%	139,612	100.0%	165,416	100.0%	172,773	100.0%	187,141	100.0%	172,652	100.0%	970,515	100.0%

RAC	July 2022		August 2022		September 2022		October 2022		November 2022		December 2022		January - December	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Alamo	16,521	9.5%	19,416	10.4%	17,052	9.7%	19,372	10.5%	17,015	10.3%	13,780	9.0%	181,582	9.0%
Avis	28,800	16.5%	32,514	17.4%	28,747	16.3%	31,024	16.9%	28,628	17.3%	25,614	16.8%	338,082	16.8%
Budget	20,819	12.0%	22,725	12.2%	18,681	10.6%	20,778	11.3%	17,120	10.3%	13,948	9.1%	241,626	12.0%
Dollar	5,325	3.1%	4,620	2.5%	4,524	2.6%	4,410	2.4%	3,555	2.1%	2,899	1.9%	53,478	2.7%
Enterprise	20,369	11.7%	22,698	12.2%	22,123	12.5%	21,998	12.0%	21,307	12.8%	20,229	13.2%	244,116	12.1%
Fox	8,533	4.9%	8,392	4.5%	8,775	5.0%	8,436	4.6%	7,955	4.8%	7,371	4.8%	95,744	4.8%
Hertz	33,831	19.4%	33,831	18.1%	35,220	20.0%	35,694	19.4%	31,978	19.3%	30,226	19.8%	391,041	19.5%
National	20,743	11.9%	21,527	11.5%	21,511	12.2%	23,290	12.7%	21,090	12.7%	18,577	12.2%	247,069	12.3%
Sixt	8,962	5.1%	9,911	5.3%	10,229	5.8%	9,330	5.1%	8,258	5.0%	9,247	6.1%	104,019	5.2%
Thrifty	10,002	5.7%	11,022	5.9%	9,397	5.3%	9,280	5.1%	8,817	5.3%	10,766	7.0%	112,438	5.6%
Zipcar	118	0.1%	134	0.1%	122	0.1%	108	0.1%	144	0.1%	151	0.1%	909	0.0%
Total	174,023	100.0%	186,790	100.0%	176,381	100.0%	183,720	100.0%	165,867	100.0%	152,808	100.0%	2,010,104	100.0%

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Calendar Year 2022

RAC	January 2022		February 2022		March 2022		April 2022		May 2022		June 2022		January - June	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Ace	886,758	40.4%	886,005	36.4%	1,133,073	34.1%	1,156,561	35.1%	1,301,204	39.5%	1,217,891	39.8%	6,581,492	37.4%
Airport Van Rental	34,398	1.6%	62,582	2.6%	101,337	3.1%	91,130	2.8%	59,663	1.8%	66,620	2.2%	415,729	2.4%
Allied	41,593	1.9%	67,911	2.8%	66,561	2.0%	59,479	1.8%	58,213	1.8%	57,849	1.9%	351,606	2.0%
Avail	92,651	4.2%	81,306	3.3%	101,825	3.1%	117,179	3.6%	127,170	3.9%	95,480	3.1%	615,611	3.5%
Lyft Rentals	91,946	4.2%	107,200	4.4%	152,542	4.6%	136,020	4.1%	133,585	4.1%	118,662	3.9%	739,954	4.2%
Midway	527,098	24.0%	786,504	32.3%	1,101,833	33.2%	1,009,611	30.7%	994,222	30.1%	917,685	30.0%	5,336,953	30.3%
Priceless	291,974	13.3%	230,541	9.5%	284,995	8.6%	329,655	10.0%	313,084	9.5%	280,646	9.2%	1,730,895	9.8%
State Van Rental	36,143	1.6%	30,861	1.3%	42,283	1.3%	39,296	1.2%	31,988	1.0%	51,740	1.7%	232,311	1.3%
U-Save	192,644	8.8%	181,224	7.4%	336,350	10.1%	351,580	10.7%	278,590	8.4%	252,474	8.3%	1,592,862	9.1%
Total	\$ 2,195,205	100.0%	\$ 2,434,133	100.0%	\$ 3,320,798	100.0%	\$ 3,290,511	100.0%	\$ 3,297,719	100.0%	\$ 3,059,047	100.0%	\$ 17,597,414	100.0%

RAC	July 2022		August 2022		September 2022		October 2022		November 2022		December 2022		January - December	
	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS	GR	MS
Ace	1,473,317	37.7%	1,515,793	37.6%	1,119,139	38.8%	1,413,557	40.7%	1,158,203	42.2%	1,049,416	43.8%	14,310,917	38.7%
Airport Van Rental	121,593	3.1%	115,956	2.9%	64,597	2.2%	77,716	2.2%	35,215	1.3%	93,680	3.9%	924,488	2.5%
Allied	55,754	1.4%	57,655	1.4%	55,435	1.9%	53,088	1.5%	50,962	1.9%	35,370	1.5%	659,870	1.8%
Avail	113,208	2.9%	87,550	2.2%	39,315	1.4%	50,288	1.4%	37,735	1.4%	21,505	0.9%	965,212	2.6%
Lyft Rentals	113,984	2.9%	18,673	0.5%									872,612	2.4%
Midway	1,319,587	33.8%	1,456,529	36.1%	1,014,161	35.2%	1,163,045	33.5%	936,118	34.1%	762,374	31.8%	11,988,767	32.4%
Priceless	345,391	8.8%	384,388	9.5%	269,212	9.3%	359,600	10.3%	284,516	10.4%	179,646	7.5%	3,553,648	9.6%
State Van Rental	68,235	1.7%	74,838	1.9%	47,465	1.6%	56,647	1.6%	35,939	1.3%	26,635	1.1%	542,071	1.5%
U-Save	294,797	7.5%	317,991	7.9%	272,562	9.5%	300,877	8.7%	203,838	7.4%	225,851	9.4%	3,208,778	8.7%
Total	\$ 3,905,866	100.0%	\$ 4,029,374	100.0%	\$ 2,881,887	100.0%	\$ 3,474,819	100.0%	\$ 2,742,526	100.0%	\$ 2,394,477	100.0%	\$ 37,026,362	100.0%

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RAC	January 2022		February 2022		March 2022		April 2022		May 2022		June 2022		January - June	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Ace	2,674	32.2%	2,698	31.0%	2,909	27.4%	2,868	26.4%	3,188	26.5%	3,189	28.6%	17,526	28.4%
Airport Van Rental	117	1.4%	215	2.5%	275	2.6%	194	1.8%	91	0.8%	130	1.2%	1,022	1.7%
Allied	873	10.5%	813	9.4%	774	7.3%	772	7.1%	960	8.0%	973	8.7%	5,165	8.4%
Avail	408	4.9%	397	4.6%	313	2.9%	399	3.7%	543	4.5%	376	3.4%	2,436	3.9%
Lyft Rentals	314	3.8%	376	4.3%	516	4.9%	473	4.4%	465	3.9%	417	3.7%	2,561	4.2%
Midway	1,947	23.4%	2,369	27.3%	3,580	33.7%	3,775	34.8%	4,375	36.4%	3,916	35.1%	19,962	32.4%
Priceless	835	10.0%	733	8.4%	827	7.8%	938	8.6%	927	7.7%	887	7.9%	5,147	8.3%
State Van Rental	24	0.3%	184	2.1%	38	0.4%	26	0.2%	36	0.3%	37	0.3%	345	0.6%
U-Save	1,118	13.5%	907	10.4%	1,399	13.2%	1,409	13.0%	1,438	12.0%	1,241	11.1%	7,512	12.2%
Total	8,310	100.0%	8,692	100.0%	10,631	100.0%	10,854	100.0%	12,023	100.0%	11,166	100.0%	61,676	100.0%

RAC	July 2022		August 2022		September 2022		October 2022		November 2022		December 2022		January - December	
	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS	Transactions	MS
Ace	3,492	28.6%	4,078	32.5%	3,805	31.5%	4,552	32.4%	4,056	33.0%	3,937	37.5%	41,446	30.6%
Airport Van Rental	168	1.4%	188	1.5%	149	1.2%	203	1.4%	113	0.9%	280	2.7%	2,123	1.6%
Allied	897	7.3%	866	6.9%	968	8.0%	921	6.6%	870	7.1%	28	0.3%	9,715	7.2%
Avail	455	3.7%	366	2.9%	225	1.9%	227	1.6%	200	1.6%	93	0.9%	4,002	3.0%
Lyft Rentals	349	2.9%	12	0.1%	0								2,922	2.2%
Midway	4,495	36.8%	4,338	34.5%	4,241	35.1%	4,487	31.9%	4,125	33.6%	3,661	34.9%	45,309	33.5%
Priceless	896	7.3%	1,110	8.8%	1,041	8.6%	1,471	10.5%	1,225	10.0%	1,016	9.7%	11,906	8.8%
State Van Rental	31	0.3%	44	0.4%	39	0.3%	56	0.4%	35	0.3%	39	0.4%	589	0.4%
U-Save	1,446	11.8%	1,564	12.4%	1,628	13.5%	2,134	15.2%	1,666	13.6%	1,449	13.8%	17,399	12.8%
Total	12,229	100.0%	12,566	100.0%	12,096	100.0%	14,051	100.0%	12,290	100.0%	10,503	100.0%	135,411	100.0%