

Louisville Regional Airport Authority
Rental Car Concessions
Market Share
Fiscal Year 2015

| | <u>Alamo</u> | <u>Avis</u> | <u>Budget</u> | <u>Dollar/Thrifty</u> | <u>Enterprise</u> | <u>Hertz</u> | <u>National</u> | <u>Payless¹</u> | <u>Total</u> | <u>Prior Year</u> |
|--------------|-----------------|-----------------|-----------------|-----------------------|-------------------|------------------|-----------------|----------------------------|------------------|-------------------|
| July-14 | 418,222.78 | 970,983.11 | 806,791.93 | 551,110.19 | 836,038.17 | 1,238,818.81 | 864,887.74 | 102,251.87 | 5,789,104.60 | 4,977,279.52 |
| % of Total | 7.22 | 16.77 | 13.94 | 9.52 | 14.44 | 21.40 | 14.94 | 1.77 | 100.00 | |
| August-14 | 441,910.32 | 1,058,258.67 | 638,852.03 | 603,227.09 | 772,137.85 | 1,216,506.89 | 981,094.56 | 127,504.85 | 5,839,492.26 | 4,861,364.75 |
| % of Total | 7.57 | 18.12 | 10.94 | 10.33 | 13.22 | 20.83 | 16.80 | 2.18 | 100.00 | |
| September-14 | 319,024.94 | 715,537.09 | 480,449.72 | 540,225.73 | 666,060.55 | 958,515.26 | 746,439.55 | 105,807.40 | 4,532,060.24 | 4,191,822.74 |
| % of Total | 7.04 | 15.79 | 10.60 | 11.92 | 14.70 | 21.15 | 16.47 | 2.33 | 100.00 | |
| October-14 | 367,556.25 | 836,458.08 | 612,034.46 | 561,650.50 | 869,651.06 | 1,074,631.11 | 942,976.97 | 133,830.26 | 5,398,788.69 | 5,118,711.48 |
| % of Total | 6.81 | 15.49 | 11.34 | 10.40 | 16.11 | 19.91 | 17.47 | 2.48 | 100.00 | |
| November-14 | 323,965.75 | 656,047.20 | 485,842.30 | 441,330.21 | 735,046.10 | 926,170.01 | 733,339.81 | 107,254.12 | 4,408,995.50 | 4,250,614.55 |
| % of Total | 7.35 | 14.88 | 11.02 | 10.01 | 16.67 | 21.01 | 16.63 | 2.43 | 100.00 | |
| December-14 | 296,770.40 | 614,926.77 | 469,176.12 | 368,989.71 | 612,086.90 | 814,200.64 | 615,291.47 | 109,681.49 | 3,901,123.50 | 3,878,782.54 |
| % of Total | 7.61 | 15.76 | 12.03 | 9.46 | 15.69 | 20.87 | 15.77 | 2.81 | 100.00 | |
| January-15 | 291,801.54 | 590,297.97 | 468,823.97 | 341,163.91 | 577,100.27 | 788,088.98 | 699,657.70 | 98,365.55 | 3,855,299.89 | 3,623,188.31 |
| % of Total | 7.57 | 15.31 | 12.16 | 8.85 | 14.97 | 20.44 | 18.15 | 2.55 | 100.00 | |
| February-15 | 217,705.35 | 618,799.41 | 380,334.68 | 365,272.80 | 562,451.90 | 846,736.89 | 723,751.10 | 77,638.53 | 3,792,690.66 | 3,895,689.83 |
| % of Total | 5.74 | 16.32 | 10.03 | 9.63 | 14.83 | 22.33 | 19.08 | 2.05 | 100.00 | |
| March-15 | 253,787.77 | 766,159.67 | 580,967.85 | 588,946.15 | 731,693.18 | 1,095,098.34 | 888,402.63 | 102,985.20 | 5,008,040.79 | 4,625,090.08 |
| % of Total | 5.07 | 15.30 | 11.60 | 11.76 | 14.61 | 21.87 | 17.74 | 2.06 | 100.00 | |
| April-15 | 396,383.37 | 845,520.39 | 701,231.91 | 611,525.04 | 820,120.48 | 1,173,571.57 | 871,607.56 | 108,227.65 | 5,528,187.97 | 4,766,022.35 |
| % of Total | 7.17 | 15.29 | 12.68 | 11.06 | 14.84 | 21.23 | 15.77 | 1.96 | 100.00 | |
| May-15 | - | - | - | - | - | - | - | - | - | - |
| % of Total | - | - | - | - | - | - | - | - | - | - |
| June-15 | - | - | - | - | - | - | - | - | - | - |
| % of Total | - | - | - | - | - | - | - | - | - | - |
| YTD (\$) | \$ 3,327,128.47 | \$ 7,672,988.36 | \$ 5,624,504.97 | \$ 4,973,441.33 | \$ 7,182,386.46 | \$ 10,132,338.50 | \$ 8,067,449.09 | \$ 1,073,546.92 | \$ 48,053,784.10 | \$ 44,188,566.15 |
| % of Total | 6.92 | 15.97 | 11.70 | 10.35 | 14.95 | 21.09 | 16.79 | 2.23 | 100.00 | |

¹ Payless Car Rental began operations 06/2014

Louisville Regional Airport Authority
Rental Car Concessions
Transaction Count
Fiscal Year 2015

| | <u>Alamo</u> | <u>Avis</u> | <u>Budget</u> | <u>Dollar/Thrifty</u> | <u>Enterprise</u> | <u>Hertz</u> | <u>National</u> | <u>Payless¹</u> | <u>Total</u> | <u>Prior Year</u> |
|--------------|--------------|-------------|---------------|-----------------------|-------------------|--------------|-----------------|----------------------------|--------------|-------------------|
| July-14 | 1,791 | 4,412 | 3,233 | 2,301 | 3,627 | 6,374 | 4,853 | 456 | 27,047 | 25,506 |
| % of Total | 6.62 | 16.31 | 11.95 | 8.51 | 13.41 | 23.57 | 17.94 | 1.69 | 100.00 | |
| August-14 | 2,249 | 4,554 | 2,859 | 2,773 | 3,667 | 5,988 | 5,273 | 652 | 28,015 | 27,306 |
| % of Total | 8.03 | 16.26 | 10.21 | 9.90 | 13.09 | 21.37 | 18.82 | 2.33 | 100.00 | |
| September-14 | 2,238 | 3,894 | 2,680 | 2,972 | 3,833 | 5,683 | 4,610 | 657 | 26,567 | 25,533 |
| % of Total | 8.42 | 14.66 | 10.09 | 11.19 | 14.43 | 21.39 | 17.35 | 2.47 | 100.00 | |
| October-14 | 2,187 | 4,522 | 3,335 | 2,755 | 4,284 | 5,758 | 5,653 | 649 | 29,143 | 28,936 |
| % of Total | 7.50 | 15.52 | 11.44 | 9.45 | 14.70 | 19.76 | 19.40 | 2.23 | 100.00 | |
| November-14 | 2,040 | 3,506 | 2,437 | 2,235 | 3,747 | 5,003 | 4,303 | 557 | 23,828 | 24,532 |
| % of Total | 8.56 | 14.71 | 10.23 | 9.38 | 15.73 | 21.00 | 18.06 | 2.34 | 100.00 | |
| December-14 | 1,694 | 3,205 | 2,426 | 1,940 | 2,955 | 4,679 | 3,858 | 613 | 21,370 | 20,112 |
| % of Total | 7.93 | 15.00 | 11.35 | 9.08 | 13.83 | 21.90 | 18.05 | 2.87 | 100.00 | |
| January-15 | 1,706 | 3,131 | 2,257 | 1,585 | 2,787 | 4,380 | 4,148 | 490 | 20,484 | 19,739 |
| % of Total | 8.33 | 15.29 | 11.02 | 7.74 | 13.61 | 21.38 | 20.25 | 2.39 | 100.00 | |
| February-15 | 1,479 | 3,195 | 1,769 | 1,835 | 2,759 | 4,395 | 4,269 | 429 | 20,130 | 21,573 |
| % of Total | 7.35 | 15.87 | 8.79 | 9.12 | 13.71 | 21.83 | 21.21 | 2.13 | 100.00 | |
| March-15 | 1,617 | 3,971 | 2,746 | 2,983 | 3,744 | 5,317 | 5,077 | 552 | 26,007 | 26,032 |
| % of Total | 6.22 | 15.27 | 10.56 | 11.47 | 14.40 | 20.44 | 19.52 | 2.12 | 100.00 | |
| April-15 | 2,356 | 4,183 | 3,140 | 2,983 | 4,186 | 5,490 | 4,965 | 659 | 27,962 | 26,764 |
| % of Total | 8.43 | 14.96 | 11.23 | 10.67 | 14.97 | 19.63 | 17.76 | 2.36 | 100.00 | |
| May-15 | - | - | - | - | - | - | - | - | - | - |
| % of Total | - | - | - | - | - | - | - | - | - | - |
| June-15 | - | - | - | - | - | - | - | - | - | - |
| % of Total | - | - | - | - | - | - | - | - | - | - |
| YTD | 19,357 | 38,573 | 26,882 | 24,362 | 35,589 | 53,067 | 47,009 | 5,714 | 250,553 | 246,033 |
| % of Total | 7.73 | 15.40 | 10.73 | 9.72 | 14.20 | 21.18 | 18.76 | 2.28 | 100.00 | |

¹ Payless Car Rental began operations 06/2014

Louisville Regional Airport Authority
Rental Car Concessions
Revenue per Transaction
Fiscal Year 2015

| | <u>Alamo</u> | <u>Avis</u> | <u>Budget</u> | <u>Dollar/Thrifty</u> | <u>Enterprise</u> | <u>Hertz</u> | <u>National</u> | <u>Payless¹</u> | <u>Total</u> | <u>Prior Year</u> |
|--------------|--------------|-------------|---------------|-----------------------|-------------------|--------------|-----------------|----------------------------|--------------|-------------------|
| July-14 | 233.51 | 220.08 | 249.55 | 239.51 | 230.50 | 194.36 | 178.22 | 224.24 | 214.04 | 198.37 |
| August-14 | 196.49 | 232.38 | 223.45 | 217.54 | 210.56 | 203.16 | 186.06 | 195.56 | 208.44 | 181.03 |
| September-14 | 142.55 | 183.75 | 179.27 | 181.77 | 173.77 | 168.66 | 161.92 | 161.05 | 170.59 | 155.67 |
| October-14 | 168.06 | 184.98 | 183.52 | 203.87 | 203.00 | 186.63 | 166.81 | 206.21 | 185.25 | 166.08 |
| November-14 | 158.81 | 187.12 | 199.36 | 197.46 | 196.17 | 185.12 | 170.43 | 192.56 | 185.03 | 163.27 |
| December-14 | 175.19 | 191.86 | 193.39 | 190.20 | 207.14 | 174.01 | 159.48 | 178.93 | 182.55 | 173.68 |
| January-15 | 171.04 | 188.53 | 207.72 | 215.25 | 207.07 | 179.93 | 168.67 | 200.75 | 188.21 | 168.10 |
| February-15 | 147.20 | 193.68 | 215.00 | 199.06 | 203.86 | 192.66 | 169.54 | 180.98 | 188.41 | 162.31 |
| March-15 | 156.95 | 192.94 | 211.57 | 197.43 | 195.43 | 205.96 | 174.99 | 186.57 | 192.57 | 169.42 |
| April-15 | 168.24 | 202.13 | 223.32 | 205.00 | 195.92 | 213.77 | 175.55 | 164.23 | 197.70 | 164.40 |
| May-15 | - | - | - | - | - | - | - | - | - | - |
| June-15 | - | - | - | - | - | - | - | - | - | - |
| YTD | 171.88 | 198.92 | 209.23 | 204.15 | 201.81 | 190.93 | 171.61 | 187.88 | 191.79 | 171.71 |

¹ Payless Car Rental began operations 06/2014

Louisville Regional Airport Authority
Rental Car Concessions
Market Share Report
Fiscal Year 2015

| | Advantage ² | | | Alamo | | | Avis | | | Budget | | | Dollar/Thrifty | | |
|-----------|------------------------|------|----------|-----------|-----------|----------|-----------|-----------|----------|-----------|-----------|----------|----------------|-----------|----------|
| | 2014 | 2015 | % Change | 2014 | 2015 | % Change | 2014 | 2015 | % Change | 2014 | 2015 | % Change | 2014 | 2015 | % Change |
| July | 184,829 | - | -100.00% | 293,901 | 418,223 | 42.30% | 784,208 | 970,983 | 23.82% | 631,858 | 806,792 | 27.69% | 553,038 | 551,110 | -0.35% |
| August | 151,248 | - | -100.00% | 236,213 | 441,910 | 87.08% | 789,172 | 1,058,259 | 34.10% | 498,696 | 638,852 | 28.10% | 587,530 | 603,227 | 2.67% |
| September | 106,923 | - | -100.00% | 210,283 | 319,025 | 51.71% | 678,877 | 715,537 | 5.40% | 433,836 | 480,450 | 10.74% | 524,898 | 540,226 | 2.92% |
| October | 118,755 | - | -100.00% | 243,223 | 367,556 | 51.12% | 866,291 | 836,458 | -3.44% | 516,153 | 612,034 | 18.58% | 570,852 | 561,651 | -1.61% |
| November | 99,073 | - | -100.00% | 183,408 | 323,966 | 76.64% | 740,847 | 656,047 | -11.45% | 422,925 | 485,842 | 14.88% | 495,703 | 441,330 | -10.97% |
| December | 73,580 | - | -100.00% | 203,502 | 296,770 | 45.83% | 673,970 | 614,927 | -8.76% | 389,421 | 469,176 | 20.48% | 508,075 | 368,990 | -27.38% |
| January | 61,769 | - | -100.00% | 168,229 | 291,802 | 73.45% | 645,520 | 590,298 | -8.55% | 352,068 | 468,824 | 33.16% | 448,439 | 341,164 | -23.92% |
| February | (243) | - | -100.00% | 132,922 | 217,705 | 63.78% | 735,115 | 618,799 | -15.82% | 436,911 | 380,335 | -12.95% | 487,933 | 365,273 | -25.14% |
| March | - | - | 0.00% | 201,940 | 253,788 | 25.67% | 819,232 | 766,160 | -6.48% | 457,974 | 580,968 | 26.86% | 591,131 | 588,946 | -0.37% |
| April | - | - | 0.00% | 236,423 | 396,383 | 67.66% | 829,250 | 845,520 | 1.96% | 528,903 | 701,232 | 32.58% | 568,117 | 611,525 | 7.64% |
| May | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% |
| June | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% |
| Totals | 795,932 | - | -100.00% | 2,110,046 | 3,327,128 | 57.68% | 7,562,482 | 7,672,988 | 1.46% | 4,668,745 | 5,624,505 | 20.47% | 5,335,714 | 4,973,441 | -6.79% |

| | Enterprise | | | Hertz | | | National | | | Payless ¹ | | | Totals | | |
|-----------|------------|-----------|----------|-----------|------------|----------|-----------|-----------|----------|----------------------|-----------|----------|------------|------------|----------|
| | 2014 | 2015 | % Change | 2014 | 2015 | % Change | 2014 | 2015 | % Change | 2014 | 2015 | % Change | 2014 | 2015 | % Change |
| July | 850,076 | 836,038 | -1.65% | 1,016,030 | 1,238,819 | 21.93% | 663,341 | 864,888 | 30.38% | - | 102,252 | 0.00% | 4,977,280 | 5,789,105 | 16.31% |
| August | 854,522 | 772,138 | -9.64% | 992,905 | 1,216,507 | 22.52% | 751,079 | 981,095 | 30.62% | - | 127,505 | 0.00% | 4,861,365 | 5,839,492 | 20.12% |
| September | 707,276 | 666,061 | -5.83% | 868,464 | 958,515 | 10.37% | 661,266 | 746,440 | 12.88% | - | 105,807 | 0.00% | 4,191,823 | 4,532,060 | 8.12% |
| October | 883,495 | 869,651 | -1.57% | 1,046,233 | 1,074,631 | 2.71% | 873,709 | 942,977 | 7.93% | - | 133,830 | 0.00% | 5,118,711 | 5,398,789 | 5.47% |
| November | 797,320 | 735,046 | -7.81% | 848,567 | 926,170 | 9.15% | 662,771 | 733,340 | 10.65% | - | 107,254 | 0.00% | 4,250,615 | 4,408,996 | 3.73% |
| December | 644,990 | 612,087 | -5.10% | 776,950 | 814,201 | 4.79% | 608,294 | 615,291 | 1.15% | - | 109,681 | 0.00% | 3,878,783 | 3,901,124 | 0.58% |
| January | 552,800 | 577,100 | 4.40% | 771,662 | 788,089 | 2.13% | 622,701 | 699,658 | 12.36% | - | 98,366 | 0.00% | 3,623,188 | 3,855,300 | 6.41% |
| February | 552,940 | 562,452 | 1.72% | 857,358 | 846,737 | -1.24% | 692,754 | 723,751 | 4.47% | - | 77,639 | 0.00% | 3,895,690 | 3,792,691 | -2.64% |
| March | 766,034 | 731,693 | -4.48% | 980,097 | 1,095,098 | 11.73% | 808,682 | 888,403 | 9.86% | - | 102,985 | 0.00% | 4,625,090 | 5,008,041 | 8.28% |
| April | 806,154 | 820,120 | 1.73% | 1,000,450 | 1,173,572 | 17.30% | 796,725 | 871,608 | 9.40% | - | 108,228 | 0.00% | 4,766,022 | 5,528,188 | 15.99% |
| May | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% |
| June | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% |
| Totals | 7,415,607 | 7,182,386 | -3.14% | 9,158,717 | 10,132,339 | 10.63% | 7,141,323 | 8,067,449 | 12.97% | - | 1,073,547 | 0.00% | 44,188,566 | 48,053,784 | 8.75% |

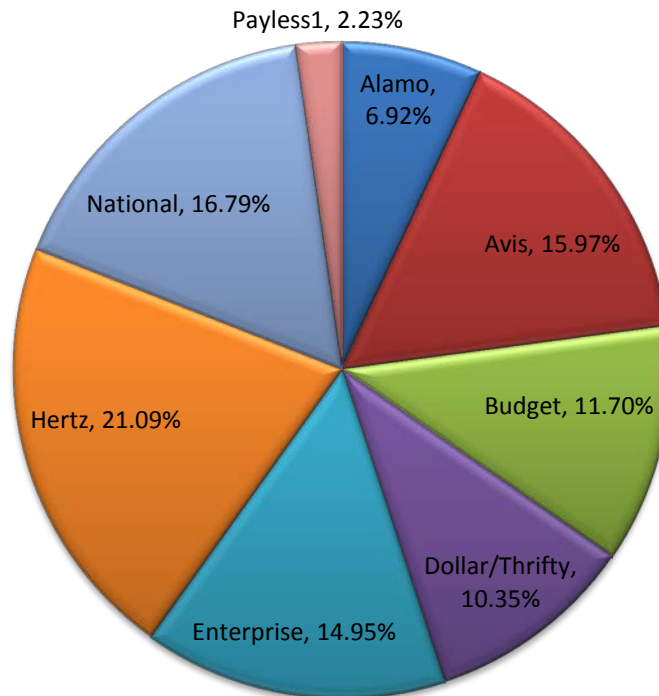
Notes:

¹ Payless Car Rental began operations 06/2014

² Advantage filed bankruptcy Nov-2013. Ceased operations Jan-2014.

Louisville Regional Airport Authority
Rental Car Concessions
Deplanements & Market Share
Fiscal Year 2015

| | Deplanements | | | Market Share | |
|---------------|------------------|------------------|---------------|----------------------|----------------|
| | 2014 | 2015 | | | |
| July | 153,066 | 159,896 | 4.46% | Alamo | 6.92% |
| August | 137,602 | 144,455 | 4.98% | Avis | 15.97% |
| September | 138,080 | 134,764 | -2.40% | Budget | 11.70% |
| October | 167,273 | 158,367 | -5.32% | Dollar/Thrifty | 10.35% |
| November | 133,265 | 130,378 | -2.17% | Enterprise | 14.95% |
| December | 131,731 | 125,335 | -4.86% | Hertz | 21.09% |
| January | 114,706 | 119,193 | 3.91% | National | 16.79% |
| February | 112,021 | 108,583 | -3.07% | Payless ¹ | 2.23% |
| March | 142,439 | 141,208 | -0.86% | Totals | 100.00% |
| April | 143,116 | 147,001 | 2.71% | | |
| May | | | 0.00% | | |
| June | | | 0.00% | | |
| Totals | 1,373,299 | 1,369,180 | -0.30% | | |



¹ Payless Car Rental began operations 06/2014