

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>Payless<sup>1</sup></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       | 458,215.14      | 884,259.21      | 723,819.21      | 540,824.28            | 923,755.66        | 1,295,904.97     | 939,974.67      | 112,204.75                 | 5,878,957.89     | 5,625,101.26      |
| % of Total   | 7.79            | 15.04           | 12.31           | 9.20                  | 15.71             | 22.04            | 15.99           | 1.91                       | 100.00           |                   |
| June-15      | 482,260.14      | 939,451.48      | 856,091.26      | 532,312.67            | 899,274.67        | 1,313,265.56     | 839,670.56      | 105,997.39                 | 5,968,323.73     | 5,247,627.13      |
| % of Total   | 8.08            | 15.74           | 14.34           | 8.92                  | 15.07             | 22.00            | 14.07           | 1.78                       | 100.00           |                   |
| YTD (\$)     | \$ 4,267,603.75 | \$ 9,496,699.05 | \$ 7,204,415.44 | \$ 6,046,578.28       | \$ 9,005,416.79   | \$ 12,741,509.03 | \$ 9,847,094.32 | \$ 1,291,749.06            | \$ 59,901,065.72 | \$ 55,061,294.54  |
| % of Total   | 7.12            | 15.85           | 12.03           | 10.09                 | 15.03             | 21.27            | 16.44           | 2.16                       | 100.00           |                   |

<sup>1</sup> 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>Payless<sup>1</sup></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       | 2,317        | 4,474       | 3,398         | 2,408                 | 4,212             | 5,811        | 5,184           | 596                        | 28,400       | 28,903            |
| % of Total   | 8.16         | 15.75       | 11.96         | 8.48                  | 14.83             | 20.46        | 18.25           | 2.10                       | 100.00       |                   |
| June-15      | 2,016        | 4,396       | 3,487         | 2,454                 | 3,714             | 6,127        | 4,665           | 645                        | 27,504       | 26,552            |
| % of Total   | 7.33         | 15.98       | 12.68         | 8.92                  | 13.50             | 22.28        | 16.96           | 2.35                       | 100.00       |                   |
| YTD          | 23,690       | 47,443      | 33,767        | 29,224                | 43,515            | 65,005       | 56,858          | 6,955                      | 306,457      | 301,488           |
| % of Total   | 7.73         | 15.48       | 11.02         | 9.54                  | 14.20             | 21.21        | 18.55           | 2.27                       | 100.00       |                   |

<sup>1</sup> 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>Payless<sup>1</sup></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       | 197.76       | 197.64      | 213.01        | 224.59                | 219.32            | 223.01       | 181.32          | 188.26                     | 207.01       | 173.59            |
| June-15      | 239.22       | 213.71      | 245.51        | 216.92                | 242.13            | 214.34       | 179.99          | 164.34                     | 217.00       | 182.32            |
| YTD          | 180.14       | 200.17      | 213.36        | 206.90                | 206.95            | 196.01       | 173.19          | 185.73                     | 195.46       | 171.71            |

<sup>1</sup> Payless Car Rental began operations 06/2014

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

|           | Advantage <sup>2</sup> |      |          | 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%    | 265,122   | 458,215   | 72.83%   | 995,540   | 884,259   | -11.18%  | 632,660   | 723,819   | 14.41%   | 649,822        | 540,824   | -16.77%  |
| June      | -                      | -    | 0.00%    | 318,087   | 482,260   | 51.61%   | 881,574   | 939,451   | 6.57%    | 802,047   | 856,091   | 6.74%    | 594,665        | 532,313   | -10.49%  |
| Totals    | 795,932                | -    | -100.00% | 2,693,254 | 4,267,604 | 58.46%   | 9,439,596 | 9,496,699 | 0.60%    | 6,103,452 | 7,204,415 | 18.04%   | 6,580,201      | 6,046,578 | -8.11%   |

|           | Enterprise |           |          | Hertz      |            |          | National  |           |          | Payless <sup>1</sup> |           |          | 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       | 931,328    | 923,756   | -0.81%   | 1,228,666  | 1,295,905  | 5.47%    | 921,965   | 939,975   | 1.95%    | -                    | 112,205   | 0.00%    | 5,625,101  | 5,878,958  | 4.51%    |
| June      | 728,171    | 899,275   | 23.50%   | 1,060,760  | 1,313,266  | 23.80%   | 797,053   | 839,671   | 5.35%    | 65,271               | 105,997   | 62.40%   | 5,247,627  | 5,968,324  | 13.73%   |
| Totals    | 9,075,105  | 9,005,417 | -0.77%   | 11,448,143 | 12,741,509 | 11.30%   | 8,860,340 | 9,847,094 | 11.14%   | 65,271               | 1,291,749 | 1879.06% | 55,061,295 | 59,901,066 | 8.79%    |

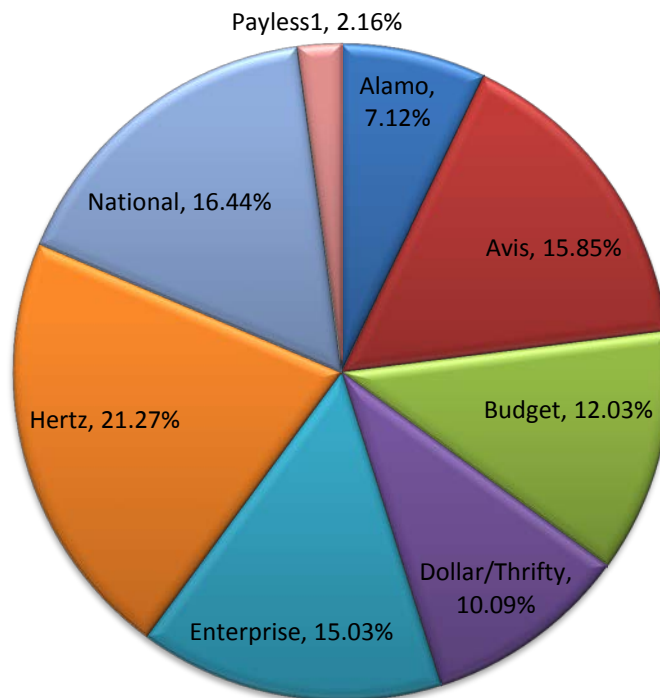
Notes:

<sup>1</sup> Payless Car Rental began operations 06/2014

<sup>2</sup> 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                | 7.12%          |
| August        | 137,602          | 144,455          | 4.98%         | Avis                 | 15.85%         |
| September     | 138,080          | 134,764          | -2.40%        | Budget               | 12.03%         |
| October       | 167,273          | 158,367          | -5.32%        | Dollar/Thrifty       | 10.09%         |
| November      | 133,265          | 130,378          | -2.17%        | Enterprise           | 15.03%         |
| December      | 131,731          | 125,335          | -4.86%        | Hertz                | 21.27%         |
| January       | 114,706          | 119,193          | 3.91%         | National             | 16.44%         |
| February      | 112,021          | 108,583          | -3.07%        | Payless <sup>1</sup> | 2.16%          |
| March         | 142,439          | 141,208          | -0.86%        | <b>Totals</b>        | <b>100.00%</b> |
| April         | 143,116          | 147,001          | 2.71%         |                      |                |
| May           | 156,206          | 147,445          | -5.61%        |                      |                |
| June          | 159,486          | 158,917          | -0.36%        |                      |                |
| <b>Totals</b> | <b>1,688,991</b> | <b>1,675,542</b> | <b>-0.80%</b> |                      |                |



<sup>1</sup> Payless Car Rental began operations 06/2014