

Louisville Regional Airport Authority
Rental Car Concessions
Market Share
Fiscal Year 2017

| | <u>Alamo</u> | <u>Avis</u> | <u>Budget/Payless</u> | <u>Dollar/Thrifty</u> | <u>Enterprise</u> | <u>Hertz</u> | <u>National</u> | <u>Total</u> | <u>Prior Year</u> |
|--------------|-----------------|-----------------|-----------------------|-----------------------|-------------------|-----------------|-----------------|------------------|-------------------|
| July-16 | 546,962.31 | 893,009.41 | 884,946.91 | 724,146.97 | 990,523.98 | 1,152,511.45 | 844,481.16 | 6,036,582.19 | 6,245,937.91 |
| % of Total | 9.06 | 14.79 | 14.66 | 12.00 | 16.41 | 19.09 | 13.99 | 100.00 | |
| August-16 | 450,520.23 | 784,503.28 | 758,297.52 | 579,223.51 | 908,563.52 | 1,017,033.43 | 833,681.75 | 5,331,823.24 | 5,370,869.98 |
| % of Total | 8.45 | 14.71 | 14.22 | 10.86 | 17.04 | 19.07 | 15.64 | 100.00 | |
| September-16 | 387,350.58 | 782,264.60 | 807,797.24 | 511,281.59 | 818,850.75 | 1,012,894.67 | 878,966.67 | 5,199,406.10 | 4,956,141.81 |
| % of Total | 7.45 | 15.05 | 15.54 | 9.83 | 15.75 | 19.48 | 16.91 | 100.00 | |
| October-16 | 526,094.19 | 881,183.79 | 828,588.48 | 561,004.03 | 922,754.63 | 1,004,923.74 | 913,073.94 | 5,637,622.80 | 6,140,629.63 |
| % of Total | 9.33 | 15.63 | 14.70 | 9.95 | 16.37 | 17.83 | 16.20 | 100.00 | |
| November-16 | 480,592.26 | 709,993.85 | 649,653.44 | 447,017.49 | 760,369.60 | 850,182.93 | 748,523.15 | 4,646,332.72 | 4,680,495.89 |
| % of Total | 10.34 | 15.28 | 13.98 | 9.62 | 16.36 | 18.30 | 16.11 | 100.00 | |
| December-16 | 404,541.20 | 661,638.48 | 542,865.42 | 389,381.11 | 704,209.27 | 816,594.05 | 744,434.30 | 4,263,663.83 | 4,297,854.68 |
| % of Total | 9.49 | 15.52 | 12.73 | 9.13 | 16.52 | 19.15 | 17.46 | 100.00 | |
| January-17 | 336,828.36 | 509,539.88 | 507,180.10 | 324,963.20 | 591,556.43 | 624,759.27 | 705,144.01 | 3,599,971.25 | 3,981,792.04 |
| % of Total | 9.36 | 14.15 | 14.09 | 9.03 | 16.43 | 17.35 | 19.59 | 100.00 | |
| February-17 | 267,394.09 | 533,710.98 | 508,482.20 | 329,085.05 | 602,489.28 | 597,331.69 | 746,693.06 | 3,585,186.35 | 4,066,203.43 |
| % of Total | 7.46 | 14.89 | 14.18 | 9.18 | 16.81 | 16.66 | 20.83 | 100.00 | |
| March-17 | | | | | | | | - | 5,074,037.28 |
| % of Total | - | - | - | - | - | - | - | - | |
| April-17 | | | | | | | | - | 5,528,785.72 |
| % of Total | - | - | - | - | - | - | - | - | |
| May-17 | | | | | | | | - | 6,029,049.97 |
| % of Total | - | - | - | - | - | - | - | - | |
| June-17 | | | | | | | | - | 5,728,105.92 |
| % of Total | - | - | - | - | - | - | - | - | |
| YTD (\$) | \$ 3,400,283.22 | \$ 5,755,844.27 | \$ 5,487,811.31 | \$ 3,866,102.95 | \$ 6,299,317.46 | \$ 7,076,231.23 | \$ 6,414,998.04 | \$ 38,300,588.48 | \$ 62,099,904.26 |
| % of Total | 8.88 | 15.03 | 14.33 | 10.09 | 16.45 | 18.48 | 16.75 | 100.00 | |

| | <u>Alamo</u> | <u>Avis</u> | <u>Budget/Payless</u> | <u>Dollar/Thrifty</u> | <u>Enterprise</u> | <u>Hertz</u> | <u>National</u> | <u>Total</u> | <u>Prior Year</u> |
|--------------|--------------|-------------|-----------------------|-----------------------|-------------------|--------------|-----------------|--------------|-------------------|
| July-16 | 2,604 | 3,883 | 3,925 | 3,314 | 4,387 | 5,721 | 4,824 | 28,658 | 28,486 |
| % of Total | 9.09 | 13.55 | 13.70 | 11.56 | 15.31 | 19.96 | 16.83 | 100.00 | |
| August-16 | 2,357 | 3,748 | 3,634 | 2,706 | 4,293 | 5,517 | 5,132 | 27,387 | 27,691 |
| % of Total | 8.61 | 13.69 | 13.27 | 9.88 | 15.68 | 20.14 | 18.74 | 100.00 | |
| September-16 | 2,385 | 3,703 | 3,479 | 2,522 | 4,500 | 5,225 | 5,422 | 27,236 | 27,497 |
| % of Total | 8.76 | 13.60 | 12.77 | 9.26 | 16.52 | 19.18 | 19.91 | 100.00 | |
| October-16 | 3,404 | 4,016 | 3,971 | 2,875 | 4,774 | 5,491 | 5,656 | 30,187 | 30,049 |
| % of Total | 11.28 | 13.30 | 13.15 | 9.52 | 15.81 | 18.19 | 18.74 | 100.00 | |
| November-16 | 3,154 | 3,262 | 3,298 | 2,268 | 4,055 | 4,753 | 4,750 | 25,540 | 25,254 |
| % of Total | 12.35 | 12.77 | 12.91 | 8.88 | 15.88 | 18.61 | 18.60 | 100.00 | |
| December-16 | 2,589 | 3,005 | 2,767 | 2,103 | 3,495 | 4,121 | 4,453 | 22,533 | 22,871 |
| % of Total | 11.49 | 13.34 | 12.28 | 9.33 | 15.51 | 18.29 | 19.76 | 100.00 | |
| January-17 | 2,292 | 2,775 | 3,039 | 1,639 | 3,083 | 3,394 | 4,294 | 20,516 | 20,498 |
| % of Total | 11.17 | 13.53 | 14.81 | 7.99 | 15.03 | 16.54 | 20.93 | 100.00 | |
| February-17 | 2,032 | 2,944 | 2,959 | 2,011 | 3,328 | 3,652 | 4,694 | 21,620 | 21,817 |
| % of Total | 9.40 | 13.62 | 13.69 | 9.30 | 15.39 | 16.89 | 21.71 | 100.00 | |
| March-17 | | | | | | | | - | 25,445 |
| % of Total | - | - | - | - | - | - | - | - | |
| April-17 | | | | | | | | - | 27,729 |
| % of Total | - | - | - | - | - | - | - | - | |
| May-17 | | | | | | | | - | 30,088 |
| % of Total | - | - | - | - | - | - | - | - | |
| June-17 | | | | | | | | - | 28,266 |
| % of Total | - | - | - | - | - | - | - | - | |
| YTD | 20,817 | 27,336 | 27,072 | 19,438 | 31,915 | 37,874 | 39,225 | 203,677 | 315,691 |
| % of Total | 10.22 | 13.42 | 13.29 | 9.54 | 15.67 | 18.60 | 19.26 | 100.00 | |

Louisville Regional Airport Authority
Rental Car Concessions
Revenue per Transaction
Fiscal Year 2017

| | <u>Alamo</u> | <u>Avis</u> | <u>Budget/Payless</u> | <u>Dollar/Thrifty</u> | <u>Enterprise</u> | <u>Hertz</u> | <u>National</u> | <u>Total</u> | <u>Prior Year</u> |
|--------------|--------------|-------------|-----------------------|-----------------------|-------------------|--------------|-----------------|--------------|-------------------|
| July-16 | 210.05 | 229.98 | 225.46 | 218.51 | 225.79 | 201.45 | 175.06 | 210.64 | 219.26 |
| August-16 | 191.14 | 209.31 | 208.67 | 214.05 | 211.64 | 184.35 | 162.45 | 194.68 | 193.96 |
| September-16 | 162.41 | 211.25 | 232.19 | 202.73 | 181.97 | 193.86 | 162.11 | 190.90 | 180.24 |
| October-16 | 154.55 | 219.42 | 208.66 | 195.13 | 193.29 | 183.01 | 161.43 | 186.76 | 204.35 |
| November-16 | 152.38 | 217.66 | 196.98 | 197.10 | 187.51 | 178.87 | 157.58 | 181.92 | 185.34 |
| December-16 | 156.25 | 220.18 | 196.19 | 185.16 | 201.49 | 198.15 | 167.18 | 189.22 | 187.92 |
| January-17 | 146.96 | 183.62 | 166.89 | 198.27 | 191.88 | 184.08 | 164.22 | 175.47 | 194.25 |
| February-17 | 131.59 | 181.29 | 171.84 | 163.64 | 181.04 | 163.56 | 159.07 | 165.83 | 186.38 |
| March-17 | - | - | - | - | - | - | - | - | 199.41 |
| April-17 | - | - | - | - | - | - | - | - | 199.39 |
| May-17 | - | - | - | - | - | - | - | - | 200.38 |
| June-17 | - | - | - | - | - | - | - | - | 202.65 |
| YTD | 163.34 | 210.56 | 202.71 | 198.89 | 197.38 | 186.84 | 163.54 | 188.05 | 196.71 |

Louisville Regional Airport Authority
Rental Car Concessions
Market Share Report
Fiscal Year 2017

| | Alamo | | | Avis | | | Budget/Payless | | | Dollar/Thrifty | | |
|-----------|-----------|-----------|----------|-----------|-----------|----------|----------------|-----------|----------|----------------|-----------|----------|
| | 2016 | 2017 | % Change | 2016 | 2017 | % Change | 2016 | 2017 | % Change | 2016 | 2017 | % Change |
| July | 579,867 | 546,962 | -5.67% | 931,236 | 893,009 | -4.10% | 947,141 | 884,947 | -6.57% | 604,304 | 724,147 | 19.83% |
| August | 455,070 | 450,520 | -1.00% | 787,015 | 784,503 | -0.32% | 772,109 | 758,298 | -1.79% | 517,762 | 579,224 | 11.87% |
| September | 363,065 | 387,351 | 6.69% | 771,036 | 782,265 | 1.46% | 768,533 | 807,797 | 5.11% | 479,444 | 511,282 | 6.64% |
| October | 499,896 | 526,094 | 5.24% | 976,493 | 881,184 | -9.76% | 878,416 | 828,588 | -5.67% | 603,533 | 561,004 | -7.05% |
| November | 407,484 | 480,592 | 17.94% | 686,890 | 709,994 | 3.36% | 662,927 | 649,653 | -2.00% | 408,701 | 447,017 | 9.38% |
| December | 346,354 | 404,541 | 16.80% | 638,180 | 661,638 | 3.68% | 675,468 | 542,865 | -19.63% | 427,908 | 389,381 | -9.00% |
| January | 304,377 | 336,828 | 10.66% | 600,514 | 509,540 | -15.15% | 596,560 | 507,180 | -14.98% | 355,516 | 324,963 | -8.59% |
| February | 260,489 | 267,394 | 2.65% | 624,522 | 533,711 | -14.54% | 541,135 | 508,482 | -6.03% | 352,797 | 329,085 | -6.72% |
| March | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% |
| April | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% |
| May | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% |
| June | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% |
| Totals | 3,216,601 | 3,400,283 | 5.71% | 6,015,885 | 5,755,844 | -4.32% | 5,842,289 | 5,487,811 | -6.07% | 3,749,965 | 3,866,103 | 3.10% |

| | Enterprise | | | Hertz | | | National | | | Totals | | |
|-----------|------------|-----------|----------|-----------|-----------|----------|-----------|-----------|----------|------------|------------|----------|
| | 2016 | 2017 | % Change | 2016 | 2017 | % Change | 2016 | 2017 | % Change | 2016 | 2017 | % Change |
| July | 939,726 | 990,524 | 5.41% | 1,307,407 | 1,152,511 | -11.85% | 936,256 | 844,481 | -9.80% | 6,245,938 | 6,036,582 | -3.35% |
| August | 802,442 | 908,564 | 13.22% | 1,173,610 | 1,017,033 | -13.34% | 862,862 | 833,682 | -3.38% | 5,370,870 | 5,331,823 | -0.73% |
| September | 722,658 | 818,851 | 13.31% | 1,046,241 | 1,012,895 | -3.19% | 805,165 | 878,967 | 9.17% | 4,956,142 | 5,199,406 | 4.91% |
| October | 877,132 | 922,755 | 5.20% | 1,236,081 | 1,004,924 | -18.70% | 1,069,079 | 913,074 | -14.59% | 6,140,630 | 5,637,623 | -8.19% |
| November | 803,728 | 760,370 | -5.39% | 951,729 | 850,183 | -10.67% | 759,037 | 748,523 | -1.39% | 4,680,496 | 4,646,333 | -0.73% |
| December | 643,139 | 704,209 | 9.50% | 865,880 | 816,594 | -5.69% | 700,926 | 744,434 | 6.21% | 4,297,855 | 4,263,664 | -0.80% |
| January | 654,775 | 591,556 | -9.66% | 789,774 | 624,759 | -20.89% | 680,277 | 705,144 | 3.66% | 3,981,792 | 3,599,971 | -9.59% |
| February | 650,457 | 602,489 | -7.37% | 876,203 | 597,332 | -31.83% | 760,601 | 746,693 | -1.83% | 4,066,203 | 3,585,186 | -11.83% |
| March | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% |
| April | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% |
| May | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% |
| June | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% | - | - | 0.00% |
| Totals | 6,094,057 | 6,299,317 | 3.37% | 8,246,926 | 7,076,231 | -14.20% | 6,574,203 | 6,414,998 | -2.42% | 39,739,925 | 38,300,588 | -3.62% |

Louisville Regional Airport Authority
Rental Car Concessions
Deplanements & Market Share
Fiscal Year 2017

| | Deplanements | | | Market Share | |
|---------------|------------------|------------------|---------------|----------------|----------------|
| | 2016 | 2017 | | | |
| July | 159,238 | 152,136 | -4.46% | Alamo | 8.88% |
| August | 138,416 | 131,670 | -4.87% | Avis | 15.03% |
| September | 139,103 | 139,642 | 0.39% | Budget/Payless | 14.33% |
| October | 159,593 | 160,405 | 0.51% | Dollar/Thrifty | 10.09% |
| November | 136,026 | 140,417 | 3.23% | Enterprise | 16.45% |
| December | 125,654 | 126,910 | 1.00% | Hertz | 18.48% |
| January | 117,844 | 118,005 | 0.14% | National | 16.75% |
| February | 114,798 | 112,839 | -1.71% | | |
| March | | | 0.00% | Totals | 100.00% |
| April | | | 0.00% | | |
| May | | | 0.00% | | |
| June | | | 0.00% | | |
| Totals | 1,090,672 | 1,082,024 | -0.79% | | |

