

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     | 346,416.96      | 717,282.69      | 745,530.64            | 349,688.26            | 818,679.51        | 837,267.04      | 939,445.49      | 4,754,310.59     | 5,074,037.28      |
| % of Total   | 7.29            | 15.09           | 15.68                 | 7.36                  | 17.22             | 17.61           | 19.76           | 100.00           |                   |
| 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 (\$)     | \$ 3,746,700.18 | \$ 6,473,126.96 | \$ 6,233,341.95       | \$ 4,215,791.21       | \$ 7,117,996.97   | \$ 7,913,498.27 | \$ 7,354,443.53 | \$ 43,054,899.07 | \$ 62,099,904.26  |
| % of Total   | 8.70            | 15.03           | 14.48                 | 9.79                  | 16.53             | 18.38           | 17.08           | 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     | 1,975        | 3,892       | 3,885                 | 1,892                 | 4,014             | 5,012        | 5,703           | 26,373       | 25,445            |
| % of Total   | 7.49         | 14.76       | 14.73                 | 7.17                  | 15.22             | 19.00        | 21.62           | 100.00       |                   |
| April-17     |              |             |                       |                       |                   |              |                 | -            | 27,729            |
| % of Total   | -            | -           | -                     | -                     | -                 | -            | -               | -            |                   |
| May-17       |              |             |                       |                       |                   |              |                 | -            | 30,088            |
| % of Total   | -            | -           | -                     | -                     | -                 | -            | -               | -            |                   |
| June-17      |              |             |                       |                       |                   |              |                 | -            | 28,266            |
| % of Total   | -            | -           | -                     | -                     | -                 | -            | -               | -            |                   |
| YTD          | 22,792       | 31,228      | 30,957                | 21,330                | 35,929            | 42,886       | 44,928          | 230,050      | 315,691           |
| % of Total   | 9.91         | 13.57       | 13.46                 | 9.27                  | 15.62             | 18.64        | 19.53           | 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     | 175.40       | 184.30      | 191.90                | 184.82                | 203.96            | 167.05       | 164.73          | 180.27       | 199.41            |
| April-17     | -            | -           | -                     | -                     | -                 | -            | -               | -            | 199.39            |
| May-17       | -            | -           | -                     | -                     | -                 | -            | -               | -            | 200.38            |
| June-17      | -            | -           | -                     | -                     | -                 | -            | -               | -            | 202.65            |
| YTD          | 164.39       | 207.29      | 201.35                | 197.65                | 198.11            | 184.52       | 163.69          | 187.15       | 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     | 328,090   | 346,417   | 5.59%    | 783,308   | 717,283   | -8.43%   | 674,619        | 745,531   | 10.51%   | 415,872        | 349,688   | -15.91%  |
| 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    | 3,544,691 | 3,746,700 | 5.70%    | 6,799,192 | 6,473,127 | -4.80%   | 6,516,908      | 6,233,342 | -4.35%   | 4,165,837      | 4,215,791 | 1.20%    |

|           | 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     | 805,445    | 818,680   | 1.64%    | 1,149,624 | 837,267   | -27.17%  | 917,080   | 939,445   | 2.44%    | 5,074,037  | 4,754,311  | -6.30%   |
| 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    | 6,899,502  | 7,117,997 | 3.17%    | 9,396,551 | 7,913,498 | -15.78%  | 7,491,283 | 7,354,444 | -1.83%   | 44,813,963 | 43,054,899 | -3.93%   |

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          | 8.70%          |
| August        | 138,416          | 131,670          | -4.87%        | Avis           | 15.03%         |
| September     | 139,103          | 139,642          | 0.39%         | Budget/Payless | 14.48%         |
| October       | 159,593          | 160,405          | 0.51%         | Dollar/Thrifty | 9.79%          |
| November      | 136,026          | 140,417          | 3.23%         | Enterprise     | 16.53%         |
| December      | 125,654          | 126,910          | 1.00%         | Hertz          | 18.38%         |
| January       | 117,844          | 118,005          | 0.14%         | National       | 17.08%         |
| February      | 114,798          | 112,839          | -1.71%        |                |                |
| March         | 135,438          | 138,142          | 2.00%         | <b>Totals</b>  | <b>100.00%</b> |
| April         |                  |                  | 0.00%         |                |                |
| May           |                  |                  | 0.00%         |                |                |
| June          |                  |                  | 0.00%         |                |                |
| <b>Totals</b> | <b>1,226,110</b> | <b>1,220,166</b> | <b>-0.48%</b> |                |                |

