

RENTAL CAR CONCESSIONS  
SHARE OF MARKET  
FISCAL YEAR 2013

	ADVANTAGE*	ALAMO	AVIS	BUDGET	DOLLAR/THRIFTY	ENTERPRISE	HERTZ*	NATIONAL	TOTAL	PRIOR YEAR
JULY, 12	242,249.83	329,967.71	715,231.99	478,999.96	622,288.97	1,020,688.58	980,698.85	669,512.19	5,059,638.08	4,799,689.47
% OF TOTAL	4.79	6.52	14.14	9.47	12.30	20.17	19.38	13.23	100.00	
AUGUST, 12	201,111.52	255,017.99	774,985.88	438,707.57	545,184.39	902,317.27	1,019,993.29	805,765.60	4,943,083.51	4,335,737.88
% OF TOTAL	4.07	5.16	15.68	8.88	11.03	18.25	20.63	16.30	100.00	
SEPTEMBER, 12									-	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
OCTOBER, 12									-	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
NOVEMBER, 12									-	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
DECEMBER, 12									-	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
JANUARY, 13									-	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
FEBRUARY, 13									-	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
MARCH, 13									-	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
APRIL, 13									-	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
MAY, 13									-	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
JUNE, 13									-	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
YTD (\$)	443,361.35	584,985.70	1,490,217.87	917,707.53	1,167,473.36	1,923,005.85	2,000,692.14	1,475,277.79	10,002,721.59	9,135,427.35
% OF TOTAL	4.43	5.85	14.90	9.17	11.67	19.22	20.00	14.75	100.00	

\* Hertz/Advantage is a separate concession effective April 1, 2012

LOUISVILLE REGIONAL AIRPORT AUTHORITY  
 RENTAL CAR CONCESSIONS  
 NUMBER OF TRANSACTIONS  
 FISCAL YEAR 2013

	ADVANTAGE*	ALAMO	AVIS	BUDGET	DOLLAR/THRIFTY	ENTERPRISE	HERTZ*	NATIONAL	TOTAL	PRIOR YEAR
JULY, 12	1,284	1,482	3,668	2,392	2,854	4,706	5,467	3,653	25,506	23,520
% OF TOTAL	5.03	5.81	14.38	9.38	11.19	18.45	21.43	14.32	100.00	
AUGUST, 12	1,272	1,309	4,263	2,306	2,896	4,793	5,880	4,587	27,306	23,262
% OF TOTAL	4.66	4.79	15.61	8.45	10.61	17.55	21.53	16.80	100.00	
SEPTEMBER, 12									0	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
OCTOBER, 12									0	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
NOVEMBER, 12									0	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
DECEMBER, 12									0	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
JANUARY, 13									0	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
FEBRUARY, 13									0	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
MARCH, 13									0	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
APRIL, 13									0	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
MAY, 13									0	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
JUNE, 13									0	
% OF TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
YTD (\$)	2,556	2,791	7,931	4,698	5,750	9,499	11,347	8,240	52,812	46,782
% OF TOTAL	4.84	5.28	15.02	8.90	10.89	17.99	21.49	15.60	100.00	

\* Hertz/Advantage is a separate concession effective April 1, 2012

LOUISVILLE REGIONAL AIRPORT AUTHORITY  
 RENTAL CAR CONCESSIONS  
 REVENUE PER TRANSACTION  
 FISCAL YEAR 2013

	<u>ADVANTAGE*</u>	<u>ALAMO</u>	<u>AVIS</u>	<u>BUDGET</u>	<u>DOLLAR/THRIFTY</u>	<u>ENTERPRISE</u>	<u>HERTZ*</u>	<u>NATIONAL</u>	<u>CURRENT YEAR</u>	<u>PRIOR YEAR</u>
JULY, 12	188.67	222.65	194.99	200.25	218.04	216.89	179.39	183.28	198.37	204.07
AUGUST, 12	158.11	194.82	181.79	190.25	188.25	188.26	173.47	175.66	181.03	186.39
SEPTEMBER, 12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	179.69
OCTOBER, 12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	186.56
NOVEMBER, 12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	183.44
DECEMBER, 12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	179.13
JANUARY, 13	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	169.65
FEBRUARY, 13	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	171.71
MARCH, 13	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	183.17
APRIL, 13	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	177.13
MAY, 13	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	181.48
JUNE, 13	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	192.16
YTD	173.46	209.60	187.90	195.34	203.04	202.44	176.32	179.04	189.40	195.28

\* Hertz/Advantage is a separate concession effective April 1, 2012

**LOUISVILLE REGIONAL AIRPORT AUTHORITY**  
**FISCAL 2013 CAR RENTAL MARKET SHARE REPORT**

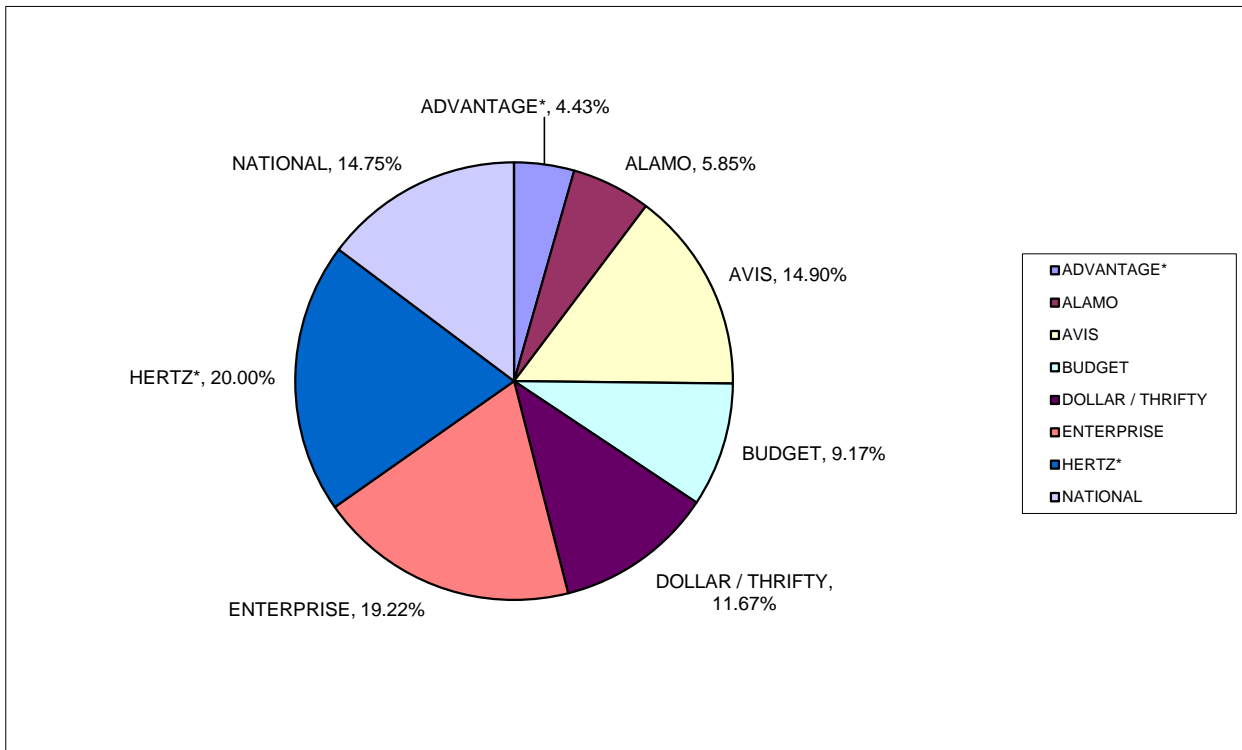
	ADVANTAGE			ALAMO			AVIS			BUDGET			DOLLAR/THRIFTY		
	2012	2013	% Change	2012	2013	% Change	2012	2013	% Change	2012	2013	% Change	2012	2013	% Change
July	-	242,250	0.00%	284,190	329,968	16.11%	729,431	715,232	-1.95%	442,481	479,000	8.25%	790,990	622,289	-21.33%
August	-	201,112	0.00%	236,815	255,018	7.69%	695,756	774,986	11.39%	347,901	438,708	26.10%	606,249	545,184	-10.07%
September	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
October	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
November	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
December	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
January	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
February	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
March	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
April	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
May	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
June	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
Totals	-	443,361	0.00%	521,005	584,986	12.28%	1,425,187	1,490,218	4.56%	790,381	917,708	16.11%	1,397,239	1,167,473	-16.44%

	ENTERPRISE			HERTZ			NATIONAL			TOTALS		
	2012	2013	% Change	2012	2013	% Change	2012	2013	% Change	2012	2013	% Change
July	987,760	1,020,689	3.33%	978,496	980,699	0.23%	586,343	669,512	14.18%	4,799,689	5,059,638	5.42%
August	920,428	902,317	-1.97%	936,239	1,019,993	8.95%	592,350	805,766	36.03%	4,335,738	4,943,084	14.01%
September	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
October	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
November	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
December	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
January	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
February	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
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	1,908,188	1,923,006	0.78%	1,914,735	2,000,692	4.49%	1,178,693	1,475,278	25.16%	9,135,427	10,002,722	9.49%

Notes: New Rental Car Concession Agreement effective September 1, 2011  
Hertz/Advantage is a separate concession effective April 1, 2012

## Deplanements and Market Share

	DEPLANEMENTS			MARKET SHARE	
	2012	2013			
July	160,512	156,156	-2.71%	ADVANTAGE*	4.43%
August	141,502	148,368	4.85%	ALAMO	5.85%
September	-	-	0.00%	AVIS	14.90%
October	-	-	0.00%	BUDGET	9.17%
November	-	-	0.00%	DOLLAR / THRIFTY	11.67%
December	-	-	0.00%	ENTERPRISE	19.22%
January	-	-	0.00%	HERTZ*	20.00%
February	-	-	0.00%	NATIONAL	14.75%
March	-	-	0.00%	<b>Totals</b>	<b>100.00%</b>
April	-	-	0.00%		
May	-	-	0.00%		
June	-	-	0.00%		
<b>Totals</b>	<b>302,014</b>	<b>304,524</b>	<b>0.83%</b>		



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