

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	155,343.71	192,333.38	605,708.66	331,649.73	457,709.89	754,179.83	844,216.57	633,600.69	3,974,742.46	4,257,931.82
% OF TOTAL	3.91	4.84	15.24	8.34	11.52	18.97	21.24	15.94	100.00	
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 (\$)	598,705.06	777,319.08	2,095,926.53	1,249,357.26	1,625,183.25	2,677,185.68	2,844,908.71	2,108,878.48	13,977,464.05	13,393,359.17
% OF TOTAL	4.28	5.56	15.00	8.94	11.63	19.15	20.35	15.09	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	1,159	1,358	3,641	2,045	2,915	5,218	5,062	4,135	25,533	23,696
% OF TOTAL	4.54	5.32	14.26	8.01	11.42	20.44	19.83	16.19	100.00	
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 (\$)	3,715	4,149	11,572	6,743	8,665	14,717	16,409	12,375	78,345	70,478
% OF TOTAL	4.74	5.30	14.77	8.61	11.06	18.78	20.94	15.80	100.00	

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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	134.03	141.63	166.36	162.18	157.02	144.53	166.78	153.23	155.67	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	161.16	187.35	181.12	185.28	187.56	181.91	173.37	170.41	178.41	190.04

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LOUISVILLE REGIONAL AIRPORT AUTHORITY
FISCAL 2013 CAR RENTAL MARKET SHARE REPORT

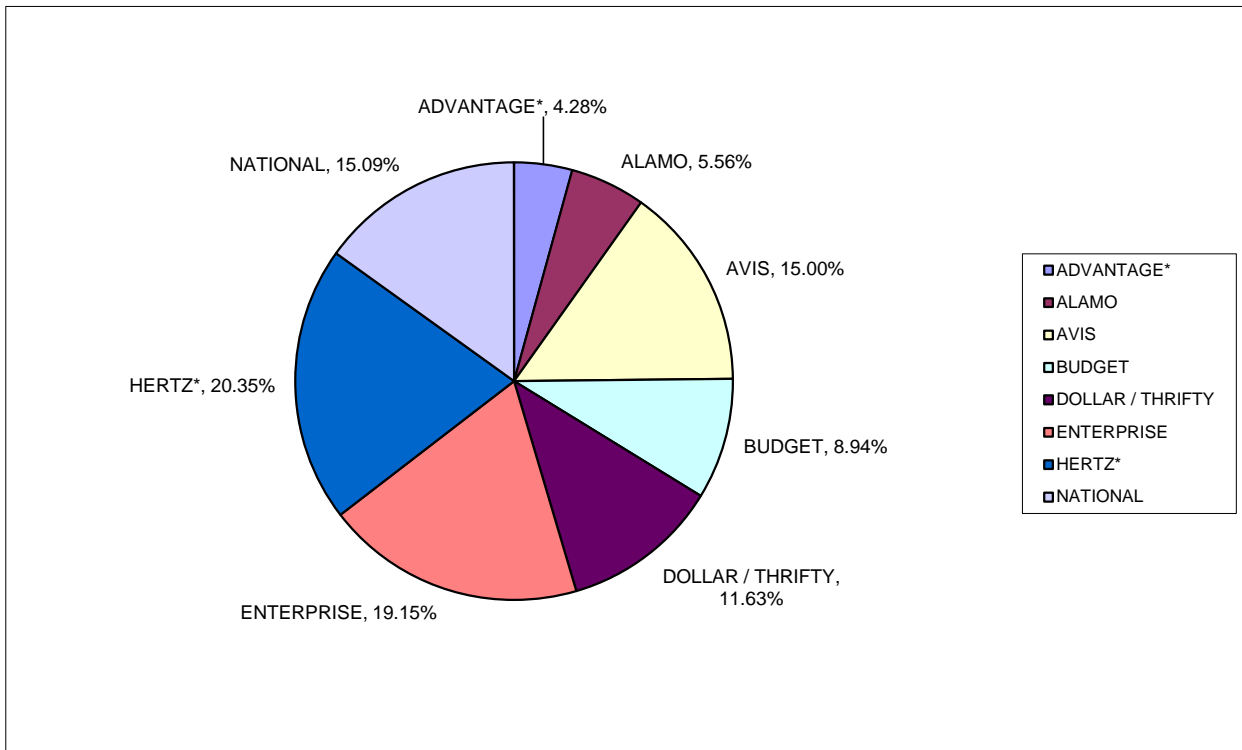
	ADVANTAGE			ALAMO			AVIS			BUDGET			DOLLAR/THRIFTY		
	2012	2013	% Change	2012	2013	% Change	2012	2013	% Change	2012	2013	% Change	2012	2013	% Change
July	-	242,250	0.00%	284,190	329,968	16.11%	729,431	715,232	-1.95%	442,481	479,000	8.25%	790,990	622,289	-21.33%
August	-	201,112	0.00%	236,815	255,018	7.69%	695,756	774,986	11.39%	347,901	438,708	26.10%	606,249	545,184	-10.07%
September	-	155,344	0.00%	254,221	192,333	-24.34%	649,939	605,709	-6.81%	357,055	331,650	-7.12%	567,921	457,710	-19.41%
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	-	598,705	0.00%	775,226	777,319	0.27%	2,075,126	2,095,927	1.00%	1,147,436	1,249,357	8.88%	1,965,161	1,625,183	-17.30%

	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	834,475	754,180	-9.62%	980,758	844,217	-13.92%	613,562	633,601	3.27%	4,257,932	3,974,742	-6.65%
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	2,742,663	2,677,186	-2.39%	2,895,493	2,844,909	-1.75%	1,792,254	2,108,878	17.67%	13,393,359	#####	4.36%

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*	4.28%
August	141,502	148,368	4.85%	ALAMO	5.56%
September	143,394	136,945	-4.50%	AVIS	15.00%
October	-	-	0.00%	BUDGET	8.94%
November	-	-	0.00%	DOLLAR / THRIFTY	11.63%
December	-	-	0.00%	ENTERPRISE	19.15%
January	-	-	0.00%	HERTZ*	20.35%
February	-	-	0.00%	NATIONAL	15.09%
March	-	-	0.00%	Totals	100.00%
April	-	-	0.00%		
May	-	-	0.00%		
June	-	-	0.00%		
Totals	445,408	441,469	-0.88%		



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